

Business Name: The Whitlock Group

Business Address: 3900 Gaskins Rd
Richmond, VA 23233

Your name: John White

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Business Web Site: www.whitlock.com

Business Classification: Audio Visual

A brief summary of your business and its products and services. Systems Integrator for Audio Visual, TV/Video Production, Digital Signage and Video Conferencing Products. Richmond office is corporate headquarters. Branch Revenue \$18M.

Ideal customer profile? Well funded. Planning to renovate an existing space or relocating to a new facility. Or with a specific communication problem seeking a solution.

What makes a good prospect for your business? Training or Communications needs with Meeting Spaces for 20+ attendees (Audio Visual products Projectors, Sound Reinforcement.) Diverse geographic business locations (Video Conferencing and Digital Signage.)

Some information on your background. Electronics Technician (1978 to 1983) prior to Sales Career.

Other: Motorsports Fan