INSIDE SALES .COM

HIGH-VELOCITY SALES WITH INSIDESALES.COM

SPRING 2017

PowerDialer

WHAT IS POWERDIALER?

PowerDialer is a sales communication platform that help reps connect with the right prospects at the right time with the right message. Teams improve focus, engagement and productivity with features like advanced list prioritization, single-click dialing, pre-recorded VM, integrated email, inbound call routing, LocalPresence and more.

WHO IS POWERDIALER FOR?

PowerDialer is designed for high-velocity sales workflows. **Sales Leaders** benefit from better insight into key metrics and rep performance, enabling them to guide reps to increased productivity and motivate teams with integrated gamification. **Sales Reps** benefit from lead and task prioritization and integrated communication.

System of Growth

PowerDialer is part of the InsideSales System of Growth that addresses key sales questions to help customers sell more.

WHAT PROSPECTS TO FOCUS ON

WHEN TO FOLLOW UP

WHAT TO COMMUNICATE

Know What Prospects to Focus On

Which prospects are the best fit for my business?

Which prospects are more likely to buy?

How do I get visibility into whether my prioritization is as effective as it could be?

Know When to Follow Up

How much effort does it take to close a record?

How long does each follow up take?

What's the right number of attempts each day?

Which activities will generate the biggest return?

Which communication is optimal for each lead?

Know What to Communicate

How can I align my reps around the best messaging?

How do I know what contact methods and messaging work best?

How can I decrease my reps ramp time?

High-Velocity Sales for Sales Leaders

Sales Leaders

Sales leaders need tools that give them comprehensive visibility into what their teams are focused on and how individual reps are performing, and enables them to properly motivate and coach reps to improve performance.

SALES PRIORITIZATION

REP COACHING

TEAM MOTIVATION

TEAM & REP REPORTS

Sales Prioritization

Sales Managers can build dynamic calling lists that automatically populate with the highest quality prospects first. They can evaluate activities for each rep to ensure they're effectively engaging with those prospects at the right time, through the best channels, with the right message.

VISIBILITY INTO WHAT AND HOW REPS ARE DOING

ENSURE REPS ARE TARGETING THE BEST LEADS

GUIDE REPS WITH TEMPLATES AND SCRIPTS

VOICEMAILS AND EMAIL TEMPLATES

Action	Name	Company	Neural Score ↓
Edit | Del | ⊕	Painter, Miriam	Howard & Cossack Law Firm	98
Edit | Del | ⊕	Farrell, Aaron	Rak Clothing	80
Edit | Del | ⊕	Cotton, Phyllis	Abbott Insurance	57
Edit | Del | ✔	Akin, Kristen	Aethna Home Products	57
Edit | Del | ⊕	Owenby, Pamela	Hendrickson Trading	56
Edit | Del | ⊕	Mower, Todd	TextBook Xchangers	56
Edit | Del | ✔	Adkins, Ryan	BMLC Corp	55
Edit | Del | ⊕	Grayson, Ernie	Grayson Taxicab	55
Edit | Del | ✔	Crenshaw, Carolyn	Ace Iron and Steel Inc.	54
Edit | Del | ⊕	Brownell, Shelly	Western Telecommunications ..	53
Edit | Del | ⊕	Rogers, Jack	Burlington Textiles Corp of Am ..	53
Edit | Del | ✔	Cook, Ryan	Abodox Manufacturing	52
Edit | Del | ⊕	Anderson, Billy	VBI Transport	52
Edit | Del | ⊕	Luce, Eugena	Pacific Retail Group	50
Edit | Del | ⊕	Haleck, Adam	Newport Community Bank	49
Edit | Del | ⊕	Littlefield, Mark	InsideSales.com	48
Edit | Del | ⊕	Kim, Amy	Havlat Flooring Installation	48
Edit | Del | ⊕	Stevens, Kyle	Stevens Graphic Design	47
Edit | Del | ⊕	Beck, Jamie	Chen Street Publications	45
Edit | Del | ✔	Christensen, Rob	PMP Marketing	44
Edit | Del | ⊕	Apple, Jennifer	VINX Networks	44
Edit | Del | ⊕	Donahue, Jeff	Mink Marketing	44
Edit | Del | ⊕	Bair, Betty	American Banking Corp.	43
Edit | Del | ⊕	Paries, Kris	Paries Designs	43

Rep Coaching

Sales Managers can use real-time views and historical analysis of rep and team performance to deliver focused coaching to improve performance. They can evaluate reps' engagement success and alignment to immediacy and persistence best practices.

COACH REPS TO ACHIEVE MORE

GUIDE REPS TO IMPROVE ENGAGEMENT

COACH REPS TO FOLLOW BEHAVIOR & PROCESS BEST PRACTICES

PROVIDE METRIC-DRIVEN RECOMMENDATIONS`

Snapshot Revenue Today

	Opportunity Owner	Record Count	Avg Deal Size	Deal Rev Totals
	Tamara Barnes	10	233.09	2,330.91
	Troy Huczel	3	105.69	317.07
	Lisa Combs	1	264.98	264.98
	Efrain Ortiz	2	132.45	264.90
	Christian Santilli	2	95.18	190.35
	Sally Gonzales	1	150.00	150.00
	Linda Mahaffy	1	102.34	102.34
	Gary Jones	1	40.56	40.56
	Louann Brock	1	17.18	17.18
Total		**22**	**1,141.47**	**3,678.29**

Snapshot Revenue This Week

	Opportunity Owner	Record Count	Avg Deal Size	Deal Rev Totals
	Jose Quintero	5	301	1,505
	Efrain Ortiz	1	628	628
	Sally Gonzales	4	154	618
	Dana Ellison	3	199	598
	Michael Nunez	4	133	533
	Christian Santilli	5	106	530
	Troy Huczel	3	166	497

Agents Talking

17

Agent Name	Call Duration	Call Details
Alex Allred	00:13:19	[Click-to-Call] Manual
Cody Lazenby	00:08:38	[Click-to-Call] Manual
Allen Davis	00:03:02	[Rep Queue] Support New
Jorel De La Cruz	00:01:58	[Rep Queue] Support New
Chase Gardner	00:01:12	[Rep Queue] Support New

Agent Monitoring

Agent	Monitoring Actions	Call Details	Rol
Alex Allred	Listen | Whisper | Barge | Disconnect Call | Logout | View Record	[Click-to-Call] Manual	CBU - AE - SMB - Cer
Jack Ballash	Listen | Whisper | Barge | Disconnect Call | Logout | View Record	[Click-to-Call] Manual	CBU - AE - MM - SLC
Allen Davis	Listen | Whisper | Barge | Disconnect Call | Logout | View Record	[Rep Queue] Support New	CS - Technical Suppor
Joseph Dejesus	Listen | Whisper | Barge | Disconnect Call | Logout | View Record	[PowerDialer] BDR - Mid-Market IB Recycled	BD - BDR - MM
Jorel De La Cruz	Listen | Whisper | Barge | Disconnect Call | Logout | View Record	[Rep Queue] Support New	CS - Technical Suppor
Chase Gardner	Listen | Whisper | Barge | Disconnect Call | Logout | View Record	[Rep Queue] Support New	CS - Technical Suppor
Saje Hurd	Listen | Whisper | Barge | Disconnect Call | Logout | View Record	[PowerDialer] BDS - Inbound Legacy 1.0	BD - BDS - Taft
Colton Jacobson	Listen | Whisper | Barge | Disconnect Call | Logout | View Record	[PowerDialer] BDS Inbound Legacy 1.0	BD - BDS - Taft
John Jeffers	Listen | Whisper | Barge | Disconnect Call | Logout | View Record	[Rep Queue] Support New	CS - Technical Suppor
Cody Lazenby	Listen | Whisper | Barge | Disconnect Call | Logout | View Record	[Click-to-Call] Manual	CBU - AE - SMB - Sou
Joshua Lowder	Listen | Whisper | Barge | Disconnect Call | Logout | View Record	[Click-to-Call] Manual	CBU - Strategic Growt

Team Motivation

Sales managers can engage with, and properly motivate, their teams to achieve better results with PowerStandings, the gamification platform integrated directly into PowerDialer.

MOTIVATE REPS TO ACHIEVE/PRODUCE MORE

IMPROVE TEAM DYNAMICS

IMPLEMENT CHALLENGES AT OPTIMAL TIMES

INCORPORATE REWARDS TO MOTIVATE PERFORMANCE

SDR SF GROEFSEMA

DIALS TODAY			TALK TIME TODAY			DEMOS SET TODAY		
1	Casey Cronin	80	1	Kevin Peters	01:40:43	1	Steve Stenberg	3
1	Kevin Peters	80	2	Onyemaechi O	01:19:21	2	Jake Strich	1
3	Onyemaechi O	77	3	Steve Stenberg	01:01:33	2	Christine Boha	1
4	Beth Cylke	67	4	Casey Cronin	00:52:52			
5	Jake Strich	57	5	Mary-Alice Pau	00:52:49			
6	Steve Stenberg	54	6	Jake Strich	00:46:10			
7	Sean Nadir	45	7	Christine Boha	00:27:38			
8	Mary-Alice Pau	41	8	Sean Nadir	00:24:56			
9	Christine Boha	31	9	Beth Cylke	00:20:49			

BDS Monthly TQO's

RANK	NAME	TQO'S
1	Oscar Smith	21
2	Amy Fielding	20
3	Buck Winston	16
4	Steve Watts	15
5	Jeremiah Johnson	15
6	Peri Giers	14
7	Andrew Young	12
8	Chris Crosby	11
9	Ian Jackson	10
10	Dean Cheesman	10

Events

NEW LEADER
Jared Haleck
New VM Leader

NEW RECORD
M. Littlefield
500 Dials in one day

NEW LEADER
Steve Watts
*New Appointments Set Leader*

Team & Rep Reports

Sales managers get a comprehensive overview of each team and rep's performance and the progress they're making towards hitting goals. Sales activities automatically sync with the right record in the CRM in real-time ensuring clear visibility into performance.

SEE HOW EFFECIENT AND PRODUCTIVE YOUR SALES REPS ARE

REVIEW REP PERFORMANCE AGAINST PRIORITIZED LEADS

EVALUATE SALES PROCESSES & ENGAGEMENT BEST PRACTICES

EXECUTE DATA-DRIVEN PERFORMANCE REVIEWS
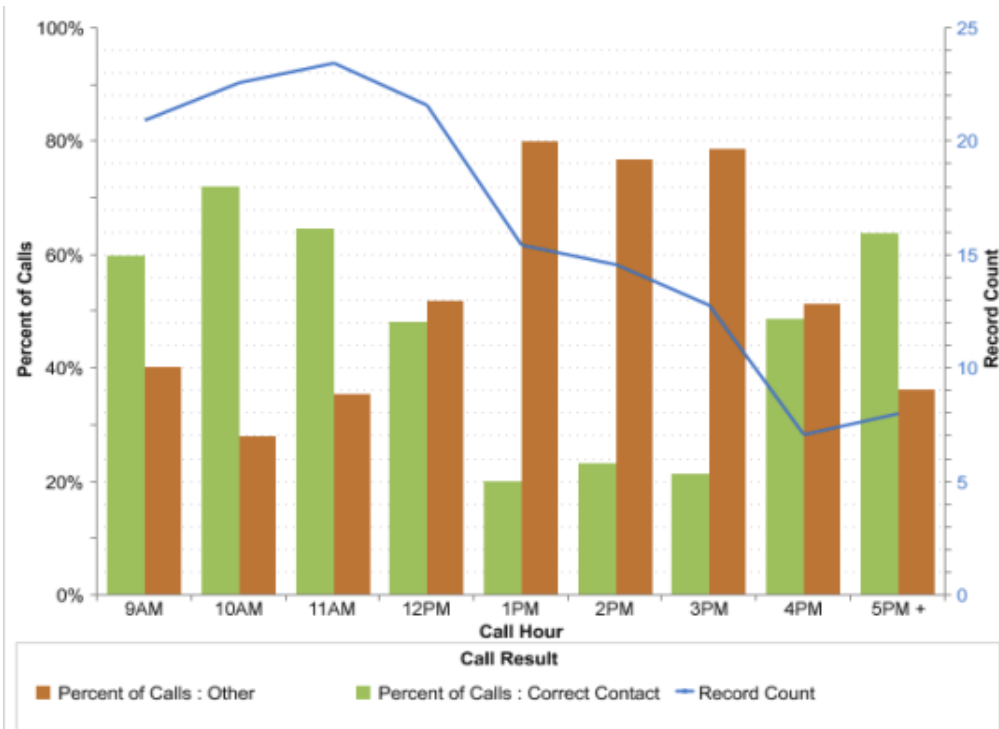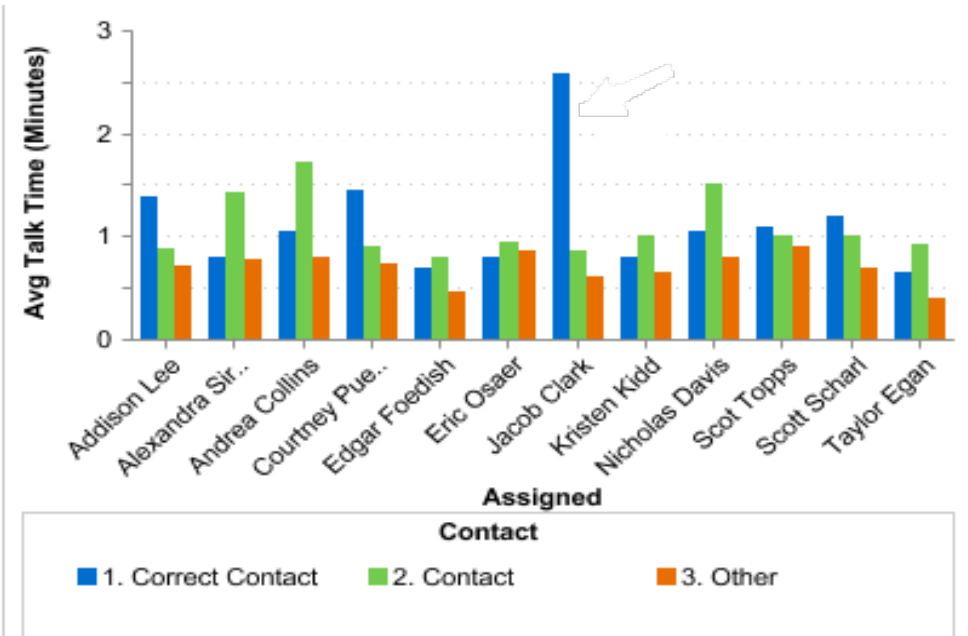
High-velocity sales for
Sales Development Reps (SDR's)

Sales Reps

Sales reps benefit from streamlined communications and simplified workflows that help them focus on the right activites and leads, and that accelerate the sales cycle. Real-time performance reporting helps them stay motivated and allows them to quickly identify areas for improvement.

FOCUS ON TOP PROSPECTS

STREAMLINE COMMUNICATIONS

GAMIFICATION

Focus on Top Prospects
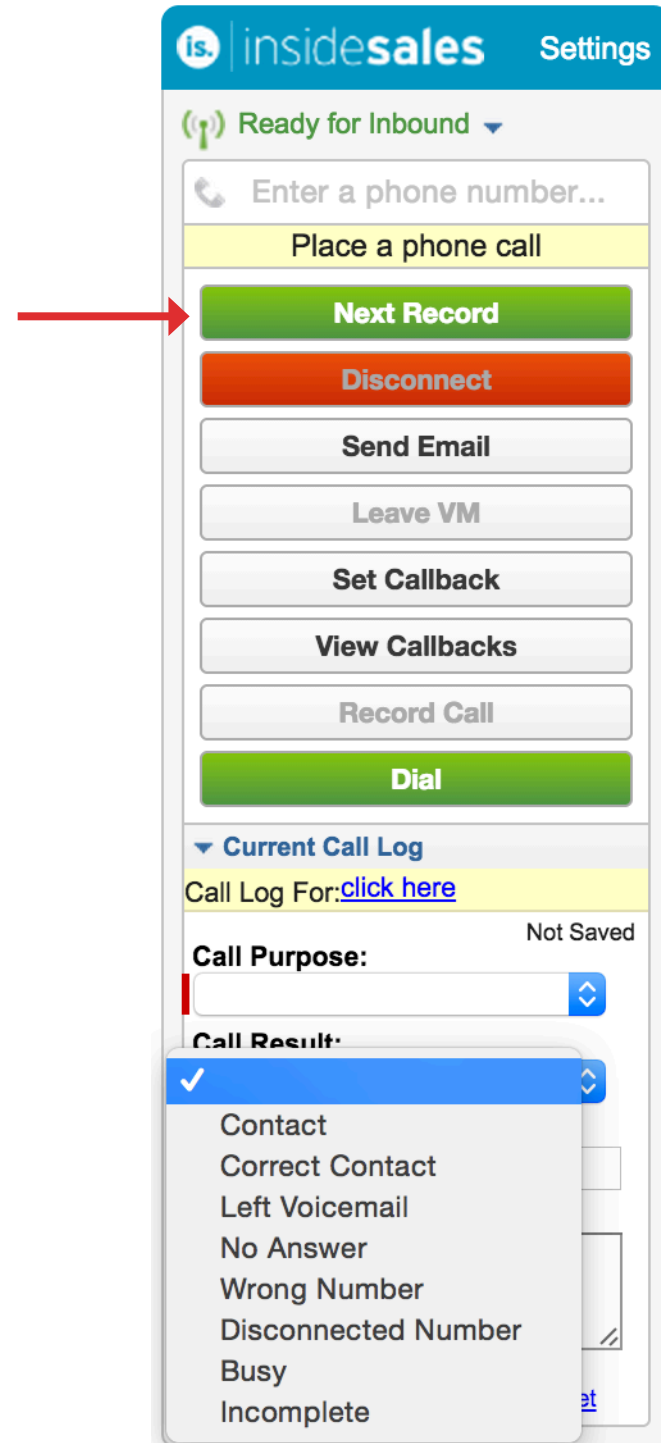
Reps waste too much time chasing prospects that won't close. Each prospect is analyzed and scored using predefined business rules, giving reps the insight they need to intelligently pursue the prospects with the highest likelihood to connect and buy.

IDENTIFY PROSPECTS MOST LIKELY TO CLOSE

INCREASE CONTACT RATES BY DIALING AT THE RIGHT TIME

SEEK LISTS REGULARLY UPDATE TO FOCUS ON TOP PROSPECTS

EVALUATE PEROFRMANCE AGAINST PRIORITIZED LEADS

Streamline Communications

Sales reps can easily manage multiple channels of communication in the CRM (from pre-recorded VM, single-click dialing, emailing, texting, dispositioning, scheduling) with the hottest leads and improve the odds of connecting with target prospects using LocalPresence.

IMPROVE CONNECT AND CLOSE RATES

INCREASE TIME SPENT ON PRODUCTIVE SALES ACTIVITEIS

FAST, EFFECTIVE AND ORGANIZED COMMUNICAITON

AUTOMATED DATA CAPTURE

Gamification

PowerStandings is a comprehensive sales gamification platform integrated directly into PowerDialer, that offers visibility into rep activiteis and performance and incorporates competitions and customized achievements to keep teams motivated.

MOTIVATE WITH INTEGRATED GAMIFICATION

LEADERS PROVIDE VISIBLITY AND INSTANT FEEDBACK TO REPS

THROWDOWNS ENCOURAGE COMPETITION AND ENGAGEMENT

CUSTOMIZED ACHIEVEMENTS ENCOURAGE PRODUCTIVITY

NOTIFICATIONS KEEP REPS INFORMED ON PROGRESS AND RANK

SDR SF GROEFSEMA

DIALS TODAY	
1 Casey Cronin	80
1 Kevin Peters	80
3 Onyemaechi O	77
4 Beth Cylke	67
5 Jake Strich	57
6 Steve Stenberg	54
7 Sean Nadir	45
8 Mary-Alice Pau	41
9 Christine Boha	31

TALK TIME TODAY	
1 Kevin Peters	01:40:43
2 Onyemaechi O	01:19:21
3 Steve Stenberg	01:01:33
4 Casey Cronin	00:52:52
5 Mary-Alice Pau	00:52:49
6 Jake Strich	00:46:10
7 Christine Boha	00:27:38
8 Sean Nadir	00:24:56
9 Beth Cylke	00:20:49

DEMOS SET TODAY	
1 Steve Stenberg	3
2 Jake Strich	1
2 Christine Boha	1

BDS Monthly TQO's

RANK	NAME	TQO'S
1	Oscar Smith	21
2	Amy Fielding	20
3	Buck Winston	16
4	Steve Watts	15
5	Jeremiah Johnson	15
6	Perr Elers	14
7	Andrew Young	12
8	Chris Crosby	11
9	Ian Jackson	10
10	Dean Chessman	10

Events

NEW LEADER
Jared Haleck
Nov VBR Leader

NEW RECORD
M. Littlefield
500 Dials in one day

NEW LEADER
Steve Watts
New Appointments Set Leader

What's Next?

In high-velocity sales, reps will increase focus, engagement and productivity to communicate with the right prospects at the right time with the right message. PowerDialer is more than a sales dialer and more than just an app. It is an integrated sales communication tool that helps sales reps close more deals and gives sales leaders actionable insight to improve performance.

For more information and a free PowerDialer demo, contact your sales rep or visit http://www.insidesales.com/products/powerdialer