

# ConnectAndSell™

Conversations Matter

ConnectAndSell takes the problem of getting Decision Makers on the phone and makes it go away!

ConnectAndSell has helped sales representatives at nearly 1000 companies, including hundreds of technology startups and several Fortune 500 companies, overcome the challenges of getting people on the phone. We help companies grow their revenues faster than it's practical to grow their sales teams by allowing existing reps to have more sales conversations in 90 minutes than they would otherwise achieve in an entire week.

## ConnectAndSell Solutions

### Advanced Sales Acceleration



ConnectAndSell's flagship Lightning application increases the average of number of live conversations per rep by a factor of 5x-8x. There is:

- No Dialing
- No Voice-mail
- No IVR phone directories to navigate
- No Gate-keepers

These are all challenges that commonly used predictive dialers force your reps to deal with. ConnectAndSell is the first sales acceleration solution that dramatically improves the efficiency and effectiveness of critical business functions like outbound prospecting, qualifying marketing leads, channel market development and more.

## Virtual Sales Force

Starting at \$249 per meeting!

Need to supplement your Sales Team? ConnectAndSell's Virtual Sales Force provides companies with a new disruptive strategy to dominate their markets. ConnectAndSell is the only company that:

- Delivers guaranteed 5 minute or less response times on inbound leads
- Guarantees 20 or more attempts per lead/contact
- Uses a patented high velocity multi touch process to maximize conversion rates



All this at a cost that is up to 60% lower than companies like By Appointment Only and Tele Verde.

## List Intelligence Data Services



List Intelligence is ConnectAndSell's Data Services offering. It can be used to update your existing contact data and to source new prospects for your products and services. There are 3 distinct services to meet your list building needs:

- **List Enrich:** Update stale leads with the most recent contact information and direct numbers
- **List Builder:** Build Lists based on your target prospect profile
- **Lead Miner:** Build lists based on technology use for product displacement campaigns

## Coaching As A Service

Do you need to improve the effectiveness of your sales team? Are you tired of sending your team on courses that don't improve performance? ConnectAndSell Coaching as a service provides your reps with feedback and coaching on their actual sales calls. We monitor your Sales Reps conversations and then provide an effectiveness score based on our Perfect Pitch methodology. Once conversations are scored Sales reps can access online and instructor led courses that focus on the areas that they need help with. Are you ready to double or triple your conversions? Let us help you coach your way to success today!



Date	User	First Name	Last Name	Company	Disposition	Status	Recording	Rating
9/2/2014 9:40:07 AM	Rich Myers	Callie	Quinn	Strom	Interest, Call Back Later	Contacted - Qualifying	<a href="#">Play</a>	<a href="#">Rate</a>
		<b>Attention Grabber</b> ★★★★★ by Jon Campbell	<b>The Shocking Value Statement</b> ★★★★★ by Jon Campbell	<b>Listen-Up &amp; Learn</b> ★★★★★ by Jon Campbell	<b>Schedule the meeting</b> ★★★★★ by Jon Campbell	<b>Objection Handling</b> ★★★★★ by Jon Campbell	<b>Ask for the meeting</b> ★★★★★ by Jon Campbell	<b>Qualify</b> ★★★★★ by Jon Campbell

## Diagnostic Evaluation

The best way to see if ConnectAndSell is a good fit for your organization is by completing a Diagnostic Evaluation. For 4 weeks 2 of your reps will have the freedom and flexibility to use ConnectAndSell whenever they like. Each Sales Rep is granted unrestricted access during standard business hours to have targeted conversations as often as they choose, for as long as they want. Call us today to get started.

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