

# ConnectAndSell™

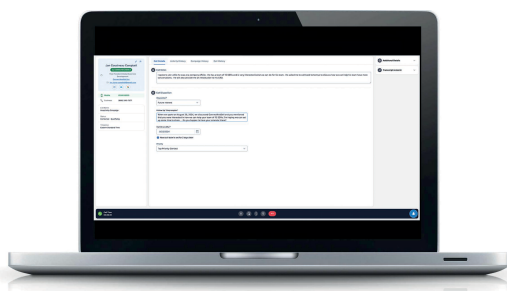
Conversations Matter

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 Overview

### 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 Voicemail
- No IVR phone directories to navigate
- No Gatekeepers

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.

# A Team Dedicated to Your Success

ConnectAndSell customers have access to world class Customer Success and Support Teams:

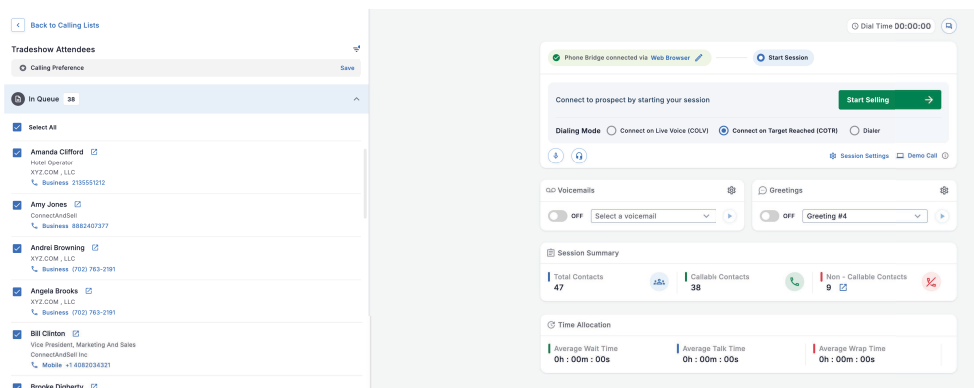
- A dedicated CSM that is responsible for your success: Best Practices, Call Scripting, Coaching, Call Blitzes, System Configuration & Regular Check In Calls
- Phone, Instant Message & Email Support available to all customers 24X5
- Speak to someone within seconds when you have a question



## Multiple Dialing Modes

Different use cases require different dialing modes to effectively pursue your prospects. With ConnectAndSell you have multiple modes to suit a variety of situations:

- **Connect On Target:** Our Agents will transfer the call to you once they have your target prospect on the line
- **Connect On Live Voice:** Our Agents will transfer the call to you once they reach a live human
- **Click to Dial:** Pick and choose prospects to dial from your call list with a single click



## AI Powered Coaching

The Team Coaching Center is an AI powered virtual coach that will review and rate each and everyone of your reps conversations that were conducted using ConnectAndSell. Each conversation is rated across multiple dimensions and then summarized in an easy to read report that identifies each reps strengths and weaknesses. All ratings are supported with links to call recordings that illustrate your reps demonstrated skill level. Gone are the days of having to listen to dozens of calls and making subjective judgements on each rep and skill manually. With the Team Coaching Center you can quickly zero in on what skills your sales reps need to improve to build more pipeline.

ConnectAndSell

Calling Lists | Contacts | Reports | Coaching | Bullpen

Report Type: Team Coaching Center | Session Type: All | Date: 1 selected | Company Name: ConnectAndSell | Team: All

User: All Users | List Type: All | Skills: 6 selected | Run Report | Export

Week Start Date	RepName	Conversations	Meetings	Session Type	Greeting	Opener	Breakthrough	Meeting Ask	Objections	Assertiveness
Average		77	12	Connect On Target	5.7	5.5	4.9	4.7	3.8	4.9
07/15/2024	[Rep Name]	105	1	Connect On Target	5.5	6	5.5	5	4	5
07/15/2024	[Rep Name]	188	3	Connect On Target	5	5	4	4	4	5
07/15/2024	[Rep Name]	172	5	Connect On Target	5	6	5	5	6	5
07/15/2024	[Rep Name]	98	7	Connect On Target	5	6	5	5	6	5
07/15/2024	[Rep Name]	2	0	Connect On Target	5	6	5	5	6	5
07/15/2024	[Rep Name]	82	8	Connect On Target	5	6	5	5	5	5
07/15/2024	[Rep Name]	150	20	Connect On Target	5	5	4	5	5	4
07/15/2024	[Rep Name]	3	0	Connect On Target	6	6	6	6	5	5
07/15/2024	[Rep Name]	125	12	Connect On Target	4.5	6	5	5	5	5.5
07/15/2024	[Rep Name]	90	13	Connect On Target	5.5	5.5	5	5	5	4.5
07/15/2024	[Rep Name]	148	7	Connect On Target	5.5	6	5.5	5	5.5	5