

SALESCONNECTSM

SalesConnect, presented by InterCall, the largest conferencing service provider in the world, gives sales representatives and managers tools to keep teams up-to-date, make more client presentations, spend less time traveling and close better deals.

InterCall offers a variety of collaboration features and services that make it easy for sales professionals to maintain business communications from anywhere, anytime. Collaborating from your desktop with colleagues, clients and vendors is easy to do with just a PC and phone, no matter where they are located. SalesConnect's communication and collaboration solutions make it easy for teams to become more productive as they free up time to develop stronger presentations and sales strategies that will generate more business, without sacrificing the "face time" needed to stay in front of important clients and decision-makers.

▶ WHAT DOES SALESCONNECT OFFER YOUR TEAM?

IMPROVING THE SALES PROCESS

- Don't just email your proposal, walk your customers through the details and get immediate feedback using any of InterCall's suite of **web conferencing services**. Review pricing and specifications in a virtual meeting, allowing reps to make negotiated adjustments and bring additional materials in for discussion instantaneously, thus speeding up the time it takes to close.
- Demonstrate software and online tools easily with **application sharing** through any of our web conferencing services.
- Reduce time and expense of traveling for meetings, and save the customer's time too, by choosing to get key players together via conference call using simple, on-the-fly **Reservationless-PlusSM audio conferencing**. Minimizing the communication barriers between you and your customers builds great relationships that give you the edge over the competition.
- Improve your sales pipeline by inviting prospect pools to online virtual events which showcase your products and service commitment. By tracking interest and attendance to **virtual events and webinars**, you can cost effectively identify your "warm" and "hot" leads without dialing or visiting each one individually.

IMPROVING TEAM EFFICIENCY

- Keep performance high by communicating frequently regarding expectations and by creating opportunities to recognize top performers publicly. Weekly or monthly meetings using easy **Reservationless-PlusSM conferencing** makes it convenient to keep in touch with everyone on the team, no matter how dispersed or on-the-move they are. Calls can be recorded and archived giving those who missed the meeting a chance to watch and listen later.
- Expand your territories by removing geographical boundaries with conferencing technology. From local to global, InterCall's **connection options, from language support to ITFS (International Toll-Free Service)**, meets your needs with customers and teams everywhere.





INTERCALL®

SALES CONNECT.

GLOBAL CONFERENCING SOLUTIONS

- Rollout new programs more effectively and keep skills sharp with training programs that can reach everyone. Whether live sessions or on-demand replay of trainings, utilizing **online tools and web conferencing** is a cost-effective way to make sure your team has all the tools available to be experts in their field.
- Hosting an Annual Kick-Off meeting where Sales Leadership can join hundreds or thousands of sales personnel together, announce incentives and set the stage for a productive year through an engaging and motivating online event. Get the most out of your event by utilizing InterCall's extensive event options, including **Operator Assisted Audio, Video Conferencing, Online Streaming, assistance with presentation creation and rich-media enabled web conferencing from Mshow®.**

Visit our [website](#) or contact your InterCall Representative today for more information on how InterCall's tools can help you **SELL MORE EFFECTIVELY!**

