

Push notifications along with email nurture, pull distribution, and power dialing will triple your sales.

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Push notifications are the type of notifications your lead management solution should have if you are serious about improving your close rate from leads. With a Push you get a notification without having to refresh your browser or mobile device. This is an important feature that everyone on your sales team should be utilizing in order to respond to leads quickly.

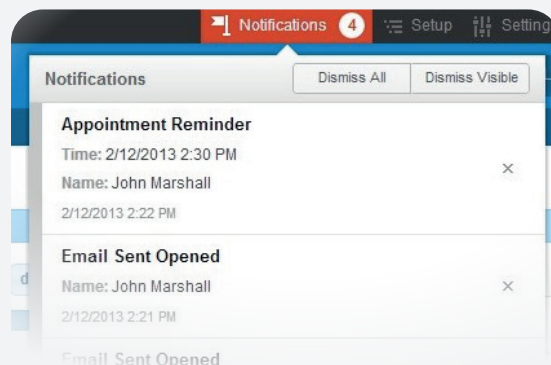
**Fact:** The first salesperson to contact a lead has more than a 200% better chance of closing than the second sales agent that contacts a lead.

**Fact:** Calling a lead in the first 5 minutes has a dramatic effect on closing the deal. Your chances of closing a deal is reduced by 50% or more if you call a contact after the first 5 minutes of receiving their information.

Push notification in SalesExec will inform you that you have a new lead, an opened email, a clicked email, or an upcoming appointment.

### We include the following notifications:

1. **Pop-up** notification that is displayed in real-time
2. **Toolbar** notification that flashes when a new update is available
3. **E-mail** notification in case a sales agent is logged out of the software

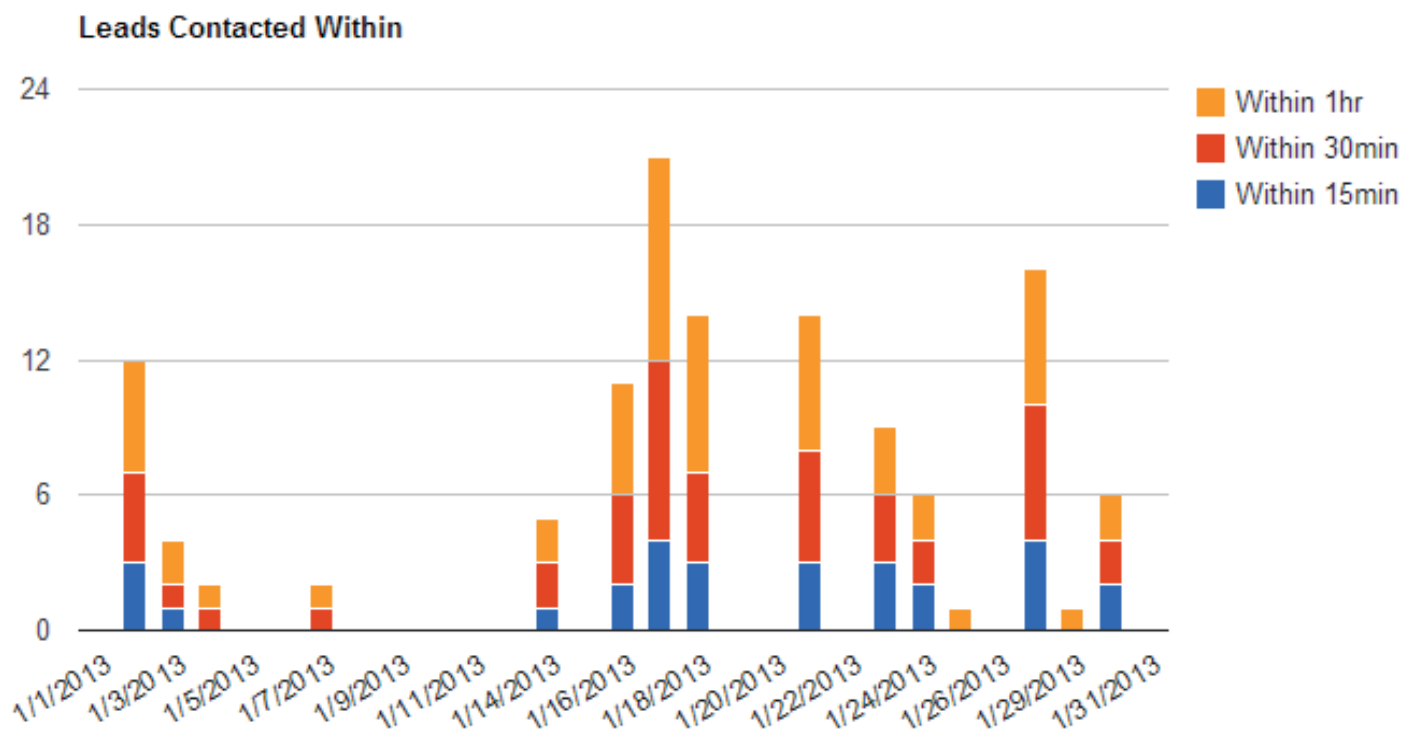


We ensure you get the notification in many different formats so that your sales team can respond with proven marketing collateral or a phone call. Your prospective customer will instantly get your email, you will instantly get a notification they received it, and if they opened it. This type of real-time information and customer interaction makes the sales process efficient, especially with agents that are working lots of leads.

This process helps you get to the prospect fast and be the first to offer your products and services. Now that your sales team is informed that they have new leads and that they are opening emails, how do you contact them fast?

What happens if you have sales people all getting leads delivered to them throughout the day? What if they are already on the phone or out to lunch?

With SalesExec's Pull based lead management system your agents will compete to make calls, make the most sales, the most booked appointments, and send the most emails. The system will force them to compete over leads, be the first to contact them, and to follow up on leads as fast as possible. You will have KPI reports at your disposal to see how effective your team is and if they are responding within the first 15 minutes or less.



In addition to real-time notifications and Pull lead distribution, SalesExec also offers a power dialer to call more leads in less time. In fact we provide this tool at no additional cost if you already have VoIP phone service. We also provide your sales team with the information they need to see how they rank amongst all sales members.

- Real-time reporting will tell sales agents what position they are in for critical sales functions.
- Real-time action will allow sales team members to quickly disposition leads, add notes, send email, and move through their leads.



**Fact:** With the SalesExec power dialer clients achieve more than 50% improvements in efficiency while decreasing lead contact times by 80% or more.

### About ClickPoint Software

ClickPoint Software is a lead distribution and lead management company dedicated to decreasing costs and increasing ROI for our customers. Our easy-to-use, easy-to-implement software gives sales and marketing teams the tools they need to distribute, track and manage leads in real-time, helping to increase conversion rates. Unlike other lead management software, ClickPoint offers a complete solution that can stand alone or integrate with existing systems.

ClickPoint Software products help our clients – from the Fortune 500 to small and mid-size businesses increase efficiency and decrease cost so they can improve ROI in as little as 90 days, so they can focus on profits, not process.

