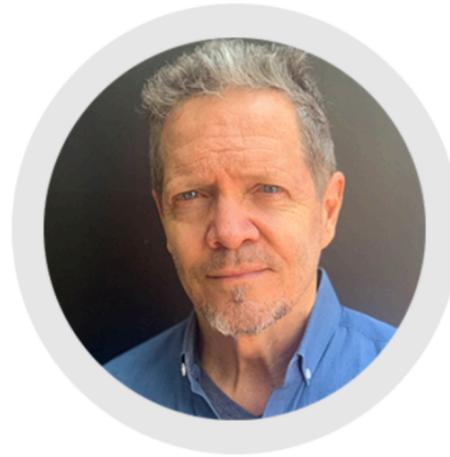


# How to Get Sales Reps to Sell More from Home

# Speakers



**Gerhard Gschwandtner**  
Founder and CEO  
Selling Power



**Sammy James**  
CEO  
Speak2Leads



**Chris Beall**  
CEO  
ConnectAndSell

**Speak 2 Leads**



# Buyers have changed



# Buyers have changed

The slow journey from 'awareness, consideration to decision' is ending.



## Buyers are on a 'quest'

Looking to solve a problem or  
fulfill a need right now.



## What's the issue?

They are exploring, but with a very short attention span at hyper-speed.



## What's worse...

Sales reps have too much admin work, distractions and little time



## And if you don't innovate quickly...

Miss sales opportunities, incur higher costs per acquisition and lose out to competitors.

# What do you need?

Speed

Persistence

Conversions

# Speed

50%

of leads that buy, do so from the first company they speak to.

# Persistence

200%

more conversions by calling  
your leads up to 3 times.

# Conversions

391%

more likely to **convert** leads when contacted in 60 seconds or less.

# Conversions

1%

of all leads get called in the first 60 seconds.

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**The faster the better,**  
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**All taken care automatically,** to help them spend  
more time speaking with new leads

... and less on data entry



Assigning ownership of your leads to your reps to make contact manually, is outdated. And produces less than optimal results.

**You need a better way**



**Following up on inbound web leads is hard, annoying, and unreliable.**

Speak2Leads makes lead follow-up easy, painless, and simple.

# Powerful Automation

To put you in full control of  
your lead follow-up



Instant  
Response



Persistent  
Follow-up



Increased  
Conversions



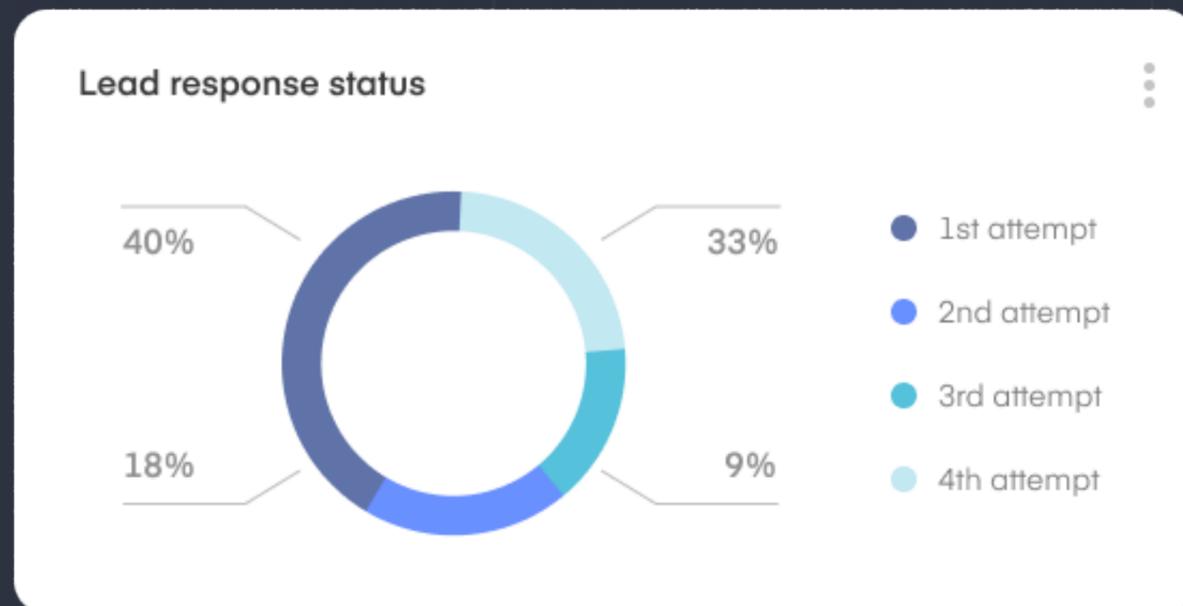
Accurate  
Reporting

All taken care of **by automation** while your **sales team** spends more time **talking to new prospects**

# Speak **2** Leads

## Speed Sells

Get your reps on a call with leads instantly and consistently.



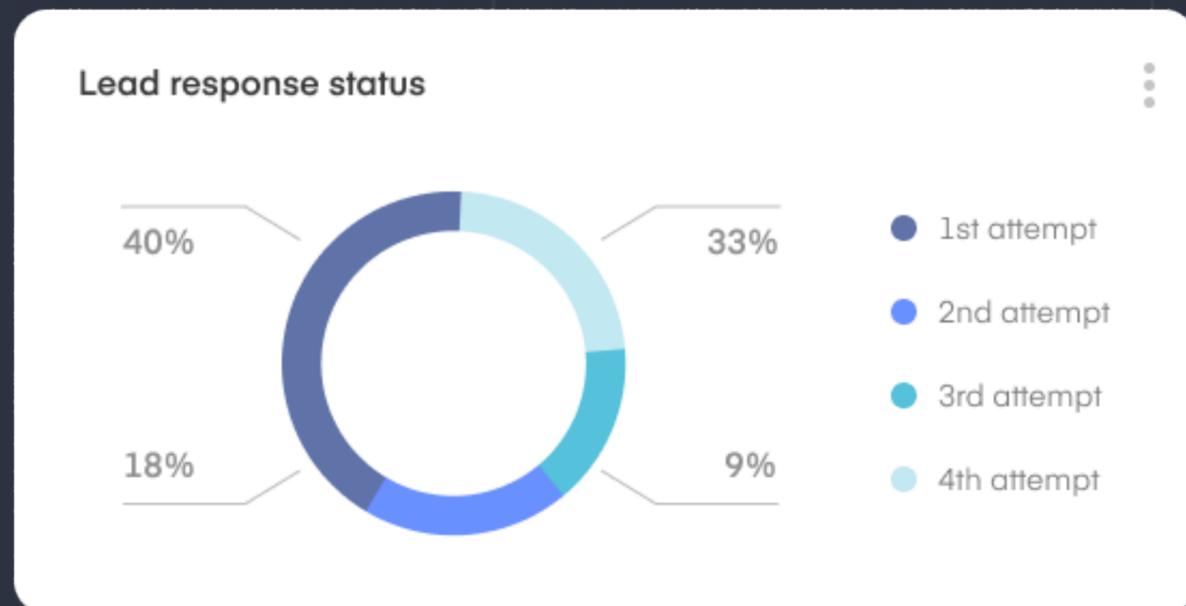
# Speak **2** Leads

## Persistence Pays

Happens automatically at optimum intervals.

No Post-it notes required.

®



# How it works



# Live demo



Call us **800-536-0734**



## You qualify for a free evaluation

Final Step: Complete the form and get your free estimate by a Senior Tax Professional.

Your name

Email address

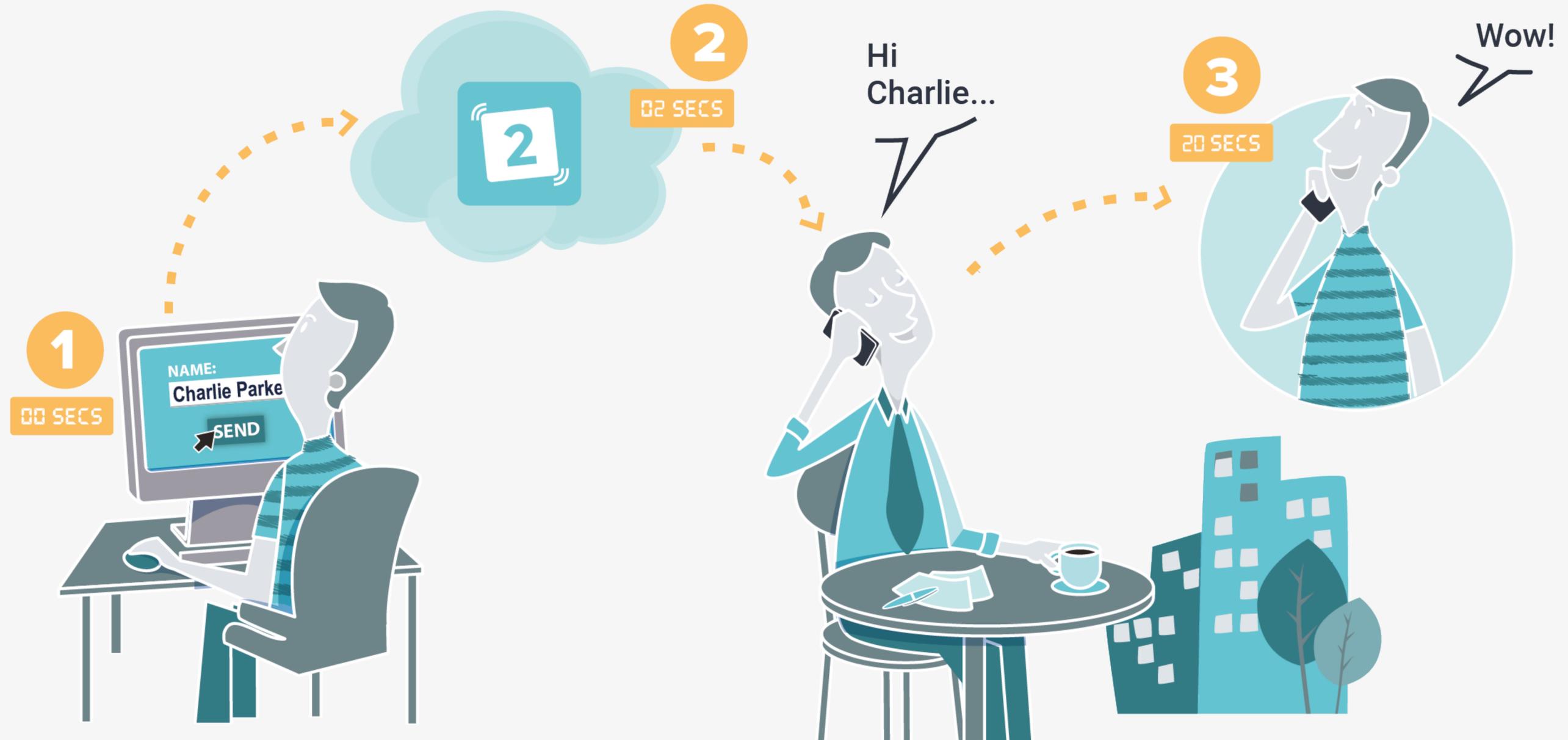
Phone number

By clicking "Get Free Estimate," you provide the Consents below and agree to our [Terms of Use](#) and [Privacy Policy](#).

**Get Free Estimate**

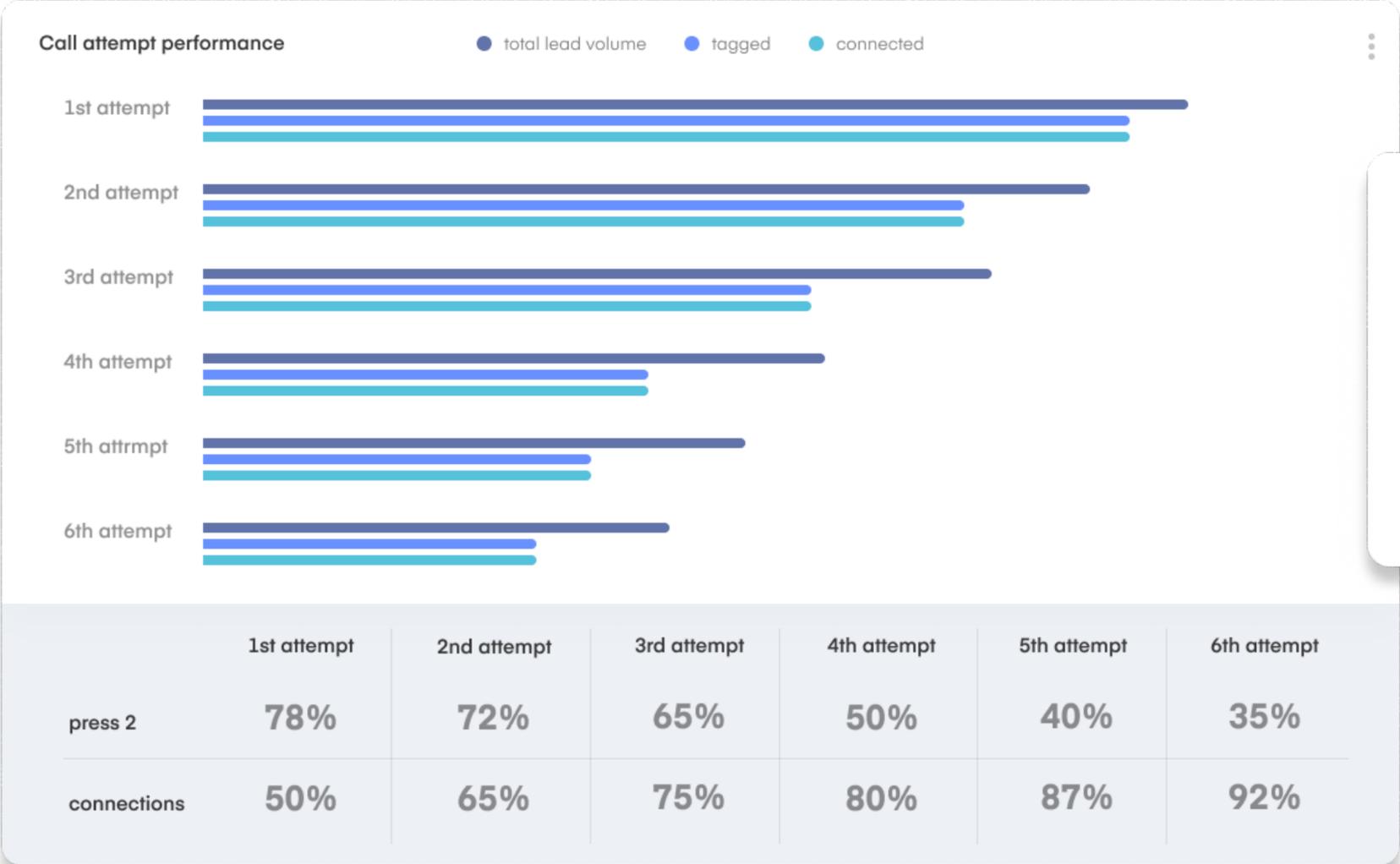
Safe, Secure and No Obligation

# How it works



# Measure your performance

We track the effort your reps are making on every lead.



Avg speed to lead ⓘ

**0:53 seconds**

# Measure your performance

And the results of every call for each rep.





**Old Way**

Leads assigned to each rep  
for manual follow-up.  
Unreliable, inefficient,  
inconsistent with no visibility.



## Old Way

Leads assigned to each rep  
for manual follow-up.  
Unreliable, inefficient,  
inconsistent with no visibility.



## New Way

Leads delivered to each rep via a  
phone call based on their availability.  
Easy, painless, simple, reliable  
and accountable.

“

S2L is an **extremely efficient, consistent and smart** way to reach our prospects by automating lead management. **It takes the thinking out of dialing out,** so that our agents can focus on what really matters – the customer.

**Paul J. Matylonek**

Director of Admissions Training and Development



TRICOCI UNIVERSITY

“

We have experienced **increased conversions** on inquiries. It gives me **peace of mind** knowing fresh inquiries are being contacted immediately and don't end up falling into a systematic black hole.

**JEFF CHIARELLI**  
Director of Marketing

**OGLE SCHOOL**  
HAIR • SKIN • NAILS

spea**k**2**l**eads

“

With S2L we're on track to generate **record-breaking revenue**. Within three months, NASM experienced a **30% conversion rate increase**. Now leads are called promptly, while still hot .

**Brendan Fenstermaker**  
**Marketing Intelligence Specialist**



# Happy to help

## Email

sammy.james@Speak2Leads.com

## Phone

619-559-1278

## Meeting

<https://calendly.com/speak2leads>

## Website

<https://www.speak2leads.com>

**ConnectAndSell**<sup>®</sup>  
Conversations Matter

# OVERALL

| <b>Metric</b>                         | <b>Pre WFH</b> | <b>Post WFH</b> | <b>% Change (Pre vs Post WFH)</b> |
|---------------------------------------|----------------|-----------------|-----------------------------------|
| Active Customer-Days                  | 3,277          | 2,170           |                                   |
| Active Customer Rep-Day               | 22,303         | 16,828          |                                   |
| ConnectAndSell Hours                  | 39,495         | 31,130          |                                   |
| Dials                                 | 5,832,637      | 4,337,984       |                                   |
| Conversations                         | 334,524        | 304,313         |                                   |
| Total Conversation Duration (Hours)   | 8,780          | 6,774           |                                   |
| Meetings                              | 22,128         | 31,512          |                                   |
| Dial-to-Connect                       | 17.44          | 14.26           | -18%                              |
| Conversation-to-Meeting Conversion %  | 6.6%           | 10.4%           | 57%                               |
| Dial-to-Meeting                       | 263.59         | 137.66          | -47.8%                            |
| Average ConnectAndSell Hours/Day      | 1.8            | 1.8             | 4.5%                              |
| Average Dials/Day                     | 261.5          | 257.8           | -1.4%                             |
| Average Conversations/Day             | 15.0           | 18.1            | 21%                               |
| Average Conversation Duration (MM:SS) | 1:34           | 1:20            | -15%                              |
| Average Meetings/Day                  | 1.0            | 1.9             | 89%                               |

**Dials**

7526

**Conversations**

268

**Meetings**

24

**Conversion Rate%**

8.96%

**Dial: Conversation**

28.08

**Dial: Meeting**

313.58

**Follow Ups**

103

**Time Summary**

| User           | Total Session Dial Time | Dials         | Conversations | Meetings    | Follow Ups  | Referrals   | Conversion Rate % | D2C          | D2M           | Avg Wait Time   | Avg Talk Time   |
|----------------|-------------------------|---------------|---------------|-------------|-------------|-------------|-------------------|--------------|---------------|-----------------|-----------------|
| John Tuggle    | 06:12:12                | 926           | 44            | 2           | 20          | 1           | 4.5%              | 21           | 463           | 00:05:24        | 00:01:12        |
| Micah Page     | 04:48:12                | 719           | 31            | 1           | 11          | 2           | 3.2%              | 23           | 719           | 00:07:06        | 00:01:06        |
| Rob Arnold     | 05:09:18                | 540           | 29            | 4           | 9           | 2           | 13.8%             | 18           | 135           | 00:03:54        | 00:01:48        |
| Josh Layman    | 05:47:36                | 733           | 25            | 0           | 10          | 2           | 0%                | 29           | 0             | 00:08:54        | 00:01:54        |
| Brien Walters  | 06:06:00                | 875           | 23            | 3           | 11          | 0           | 13%               | 38           | 291           | 00:11:06        | 00:01:30        |
| David Gold     | 04:02:54                | 483           | 22            | 2           | 5           | 0           | 9.1%              | 21           | 241           | 00:05:12        | 00:01:42        |
| terri spencer  | 05:52:00                | 801           | 20            | 1           | 7           | 1           | 5%                | 40           | 801           | 00:11:00        | 00:02:00        |
| Ryan Reisert   | 03:07:48                | 265           | 14            | 3           | 5           | 0           | 21.4%             | 18           | 88            | 00:03:54        | 00:03:54        |
| Shawn Sease    | 04:45:36                | 536           | 14            | 3           | 9           | 0           | 21.4%             | 38           | 178           | 00:11:18        | 00:03:12        |
| Dennis Coffman | 04:27:12                | 412           | 13            | 3           | 2           | 1           | 23.1%             | 31           | 137           | 00:11:24        | 00:01:18        |
| <b>Total</b>   | <b>57:38:48</b>         | <b>7526</b>   | <b>268</b>    | <b>24</b>   | <b>103</b>  | <b>12</b>   | <b>-</b>          | <b>-</b>     | <b>-</b>      | <b>-</b>        | <b>-</b>        |
| <b>Average</b> | <b>03:23:30</b>         | <b>442.71</b> | <b>15.76</b>  | <b>1.41</b> | <b>6.06</b> | <b>0.71</b> | <b>8.96%</b>      | <b>28.08</b> | <b>313.58</b> | <b>00:07:48</b> | <b>00:01:42</b> |

# Questions