



HERE'S WHO WE ARE:

- ▶ At ConnectAndSell, we believe that when it comes to B2B sales, **conversations matter**. We are dedicated to bringing back the world's best sales tool — the telephone — and coupling it with the power of our patented sales-acceleration platform, which frees each sales representative to focus solely on having those all-important conversations with decision-makers.
- ▶ Since 2007, ConnectAndSell has helped thousands of B2B companies, ranging from small startups to the largest enterprises, systematically boost their sales pipelines as much as 5–8x. We've made more than **500 million fully-navigated dials** on behalf of our customers, resulting in tens of millions of sales conversations.
- ▶ ConnectAndSell has been featured in *Forbes*' "Top 10 Innovative Companies to Watch" and *Inc. Magazine's* online list of "18 Tech Companies to Get Excited About," and has been the winner of the American Association of Inside Sales Professionals' Service Provider of the Year award **every year for the past seven years**.

HERE'S HOW ConnectAndSell CAN SOLVE YOUR COMPANY'S SALES CHALLENGES:

- ▶ It's true that ConnectAndSell can free your reps from dialing, but we aren't selling "yet another auto-dialer." Our **cloud-based technology** and global network of highly trained **agents relieve B2B reps of the tedious, time-consuming, and frustrating work of navigating** through gatekeepers, interactive voice response systems, phone trees, and voicemail.
- ▶ Because decision-makers are hard to reach on the phone, most reps will give up after a few dial attempts. **What we do at ConnectAndSell is get the decision-makers on the phone** for them. ConnectAndSell agents never speak to your prospect. Once the prospect says "Hello, George Smith here," **your rep is in a conversation with a decision-maker — instantly**.
- ▶ **ConnectAndSell allows reps to effortlessly talk to more decision-makers in 90 minutes than they would in a week or more of conventional dialing**. When a rep is ready to have a sales conversation, all they have to do is press "Go," wait a few minutes, and then start talking to a decision-maker.
- ▶ Reps can be 100% focused on selling, since **CRM data entry and follow-up scheduling is fully automated** with ConnectAndSell.
- ▶ Productivity skyrockets because **reps never miss making referral and follow-up calls** and, using ConnectAndSell's teleprompter capability, they know exactly what to say during follow-up conversations.
- ▶ With ConnectAndSell, **managers get real-time, precision information to monitor sales reps' calling activity and results**, allowing for early coaching before a rep falls into a slump and resources are wasted on bad lists, ineffective messaging, or gaps in reps' skills.
- ▶ ConnectAndSell's **Flight School transforms any sales professional** — whether sales development reps or full-cycle account executives — into confident and competent phone prospectors. And, unlike traditional sales training, Flight School students have real conversations and **generate measurable pipeline** during their training.