



TalkMeUp

AI-Powered Sales Coaching

For Data Driven Companies

Success Stories



TalkMeUp – Results Overview

TalkMeUp users improve their skills by **16%** after **4 attempts** of practice,
and **5x** better long-term improvement!

Organizations see their monthly business increase by **over 30%**.



Customizable



Cost Efficient



Effective



Measurable



TalkMeUp Results for Customer Success and Inside Sales

Real World Results – TalkMeUp Drives Growth at Riskalyze



135%

Customer upsells



33%

Sales referrals



30%

Win-backs



40%

Employee skills

Challenges

- Client retention rates were low
- CSRs not following messaging guidelines
- Poor, ineffective communication

Goals

- Align training with customer feedback
- Provide instant, personalized learning to employees
- Track the ROI of training

Must haves

- Ease of use
- Education quality
- Scalability
- Price point

Outcomes

- Impact to business in 30 days
- Improved rep confidence
- Customer sat surveys showed improvement

riskalyze



Working with TalkMeUp has been a great experience. They are extremely responsive and their team turned around our content requests faster than my team could do it internally. From a technology perspective, I've never come across anything like it. It's simple, easy to use, and cutting edge. TalkMeUp is poised to disrupt the learning management industry.

Nick Harding, VP Advisor Care and Success, Riskalyze



**Carnegie
Mellon
University**

Tepper School
of Business

TalkMeUp Vs. Classroom Communication Training

Carnegie Mellon University MBA Fellows

Real World Results – TalkMeUp vs CMU Tepper Classroom

Objectives

- Compare results between TalkMeUp and MBA classroom communications training method
- Measure short term and long-term results
- Measure retention and learner experience

Test Group

- 50 Carnegie Mellon University MBA Program fellows with diverse background
- Work experience ranged from 0-7 years with none to little training experience before

Test Group 1 - TalkMeUp

- 25 fellows
- Provided fellows access to TalkMeUp
- Gave fellows a short demo
- Fellows were told to use TalkMeUp as often or little as they wish

Test Group 2 – Control Group

- 25 fellows
- 2 classes per week + plus prep time off hours
- Courses taught by a tenured communication professor and expert
- Fellows required to present in class
- Fellow presentations were video recorded
- Professor provided live feedback in class
- TAs reviewed recordings, documented feedback, and sent them to the fellows

Process

Benchmark Phase

- Benchmark measurement for both groups consisted of a scoring rubric administered manually

Training Phase

- Fellows trained during semester
- 1 group of 25 on TalkMeUp
- 1 group of 25 in classroom

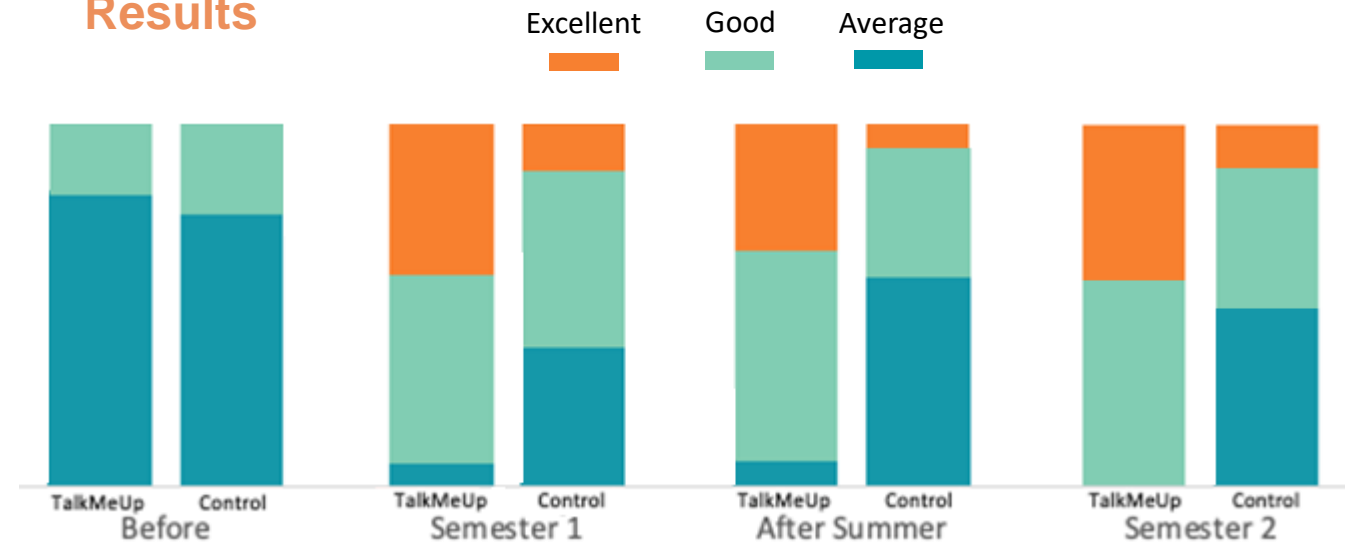
Pause Phase

- Fellows stopped all training and use of TalkMeUp during summer break

Application Phase

- Fellows presented to multiple classes, professors, fellows on various topics

Results





HEARST *corporation*

**TalkMeUp Results for
Leadership Development**



Hearst GOLD Leadership Program

- 30% overall team improvement
- Up to 78% individual improvement
- 12 sessions of 5-minute practice
- 85% promotion rate



TalkMeUp

Drive Revenue

Improve Productivity

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