



ConnectAndSell

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 large enterprises, boost their sales pipelines as much as 5–8x. We've made more than 165 million dials on behalf of our customers, resulting in more than 10 million sales conversations.
- ConnectAndSell has been featured in *Forbes'* "Top 10 Innovative Companies to Watch in 2016" and *Inc. Magazine's* online list of "18 Tech Companies to Get Excited About" (3/30/16), and has been the winner of the American Association of Inside Sales Professionals' Service Provider of the Year award for the past five 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 just 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 injected into the conversation in 1/5 of a second.
- **ConnectAndSell allows reps to 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 two to three 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's Sales Velocity Framework™, **managers can receive "just in time" alerts to monitor sales reps' calling efforts**, allowing for early coaching before resources are wasted on bad lists, ineffective messaging, or gaps in rep skills.
- ConnectAndSell's InstantResponse™ function makes sure **inbound inquiries get a call-back in less than five seconds**, with zero sales effort and no excuses, avoiding the typical response time of hours or days later, which often misses a prospect's moment of interest about your company.