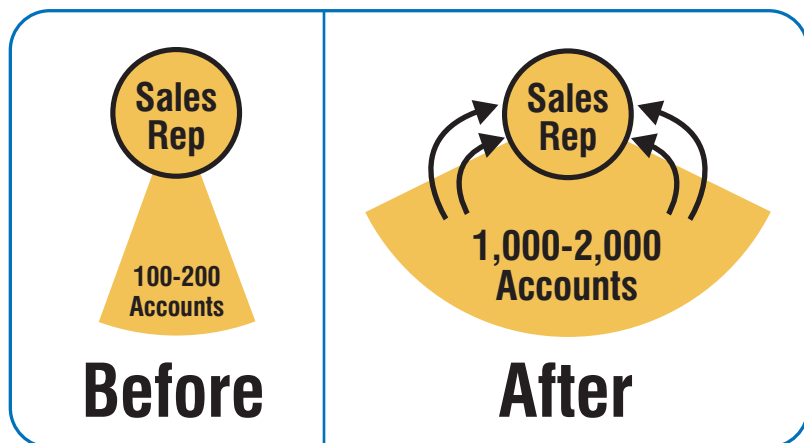
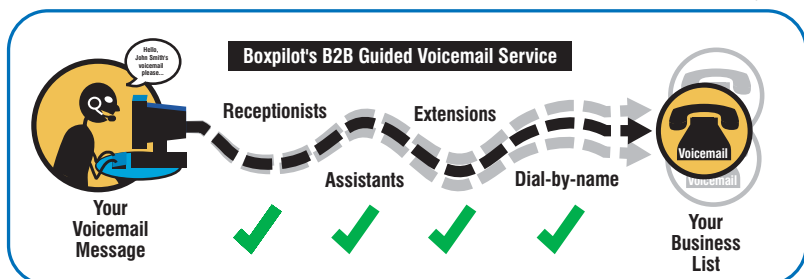


Boxpilot's "Sales Expander" Program

Expand the reach of your sales team 10x with Boxpilot's guided voicemail service!



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Facts

- **Talent Shortage** – 93% of Executives complain that it has become "very hard and expensive" to find new good sales reps.
- **Superstars** – 82% of companies report that finding and retaining top sales talent is the #1 limiter to their growth.
- **Expensive** – Studies show that one sales call costs between \$9 to \$16 per call – taking into account all costs.
- **Hard to get live connects** – 89 out of 100 sales calls go straight to voicemail – very rare to get people on the phone.
- **Lost revenue sits in B's and C's** – Only 73% of B and C accounts receive regular calls by top reps, who often "cherry pick" – accounting for more than 50% of revenue being missed.

How it works

- **Your rep's voice, multiplied** – Boxpilot takes exactly the same voicemail your reps are leaving right now, and delivers it to more accounts. Combined with Boxpilot's synchronous email, it's exactly as if your rep made the call.
- **Designed for B2B** – Boxpilot uses live agents to guide through receptionists, assistants, and extensions to get to the right person's voice mailbox, where your digital recording is left.
- **Plug your reps in** – Your sales reps record a new message on a regular basis and Boxpilot delivers it to each rep's territory. Boxpilot can maintain your list and integrate monthly updates.

Applications

- **Cold Calling** to generate call backs from hot prospects
- **Announce** specials and time sensitive promotions
- **Introduce** new reps to their territory or sales manager
- **Farm** B & C prospects for opportunities – top of mind
- **Warm** prospects for live follow-up call
- **Follow-up** leads from the marketing department
- **Sales Manager** touches base with rep's accounts

Benefits

- **Expands** the reach of your sales team 10x, for 1/10th the cost
- **Automatic top of mind** through recurring, guaranteed contact
- **Increases sales** as much as 400% by expanding territories and reach
- **Increases leads** as much as 600% by contacting 10x the territory
- **Keeps reps focused** on closing deals and not wasting time
- **No need to hire** more hard-to-find good sales reps
- **Easy** to set up and execute ongoing

Testimonials

Business Objects

"I have to say, you guys have been awesome to work with—what a refreshing change."

THOMSON

"Awesome service and great technology"

KRONOS

"Mike was able to get 4 fantastic appointments!"



The World Leader in Guided Voicemail™

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