



MORE- CALLS WITHOUT MORE REPS

How to multiply the reach
of your sales team

b-to-b report



The World Leader in Guided Voicemail

More Calls Without More Reps

Are your sales reps really selling as much as they could be?
Use guided voicemail to help your reps make more calls – and more sales.

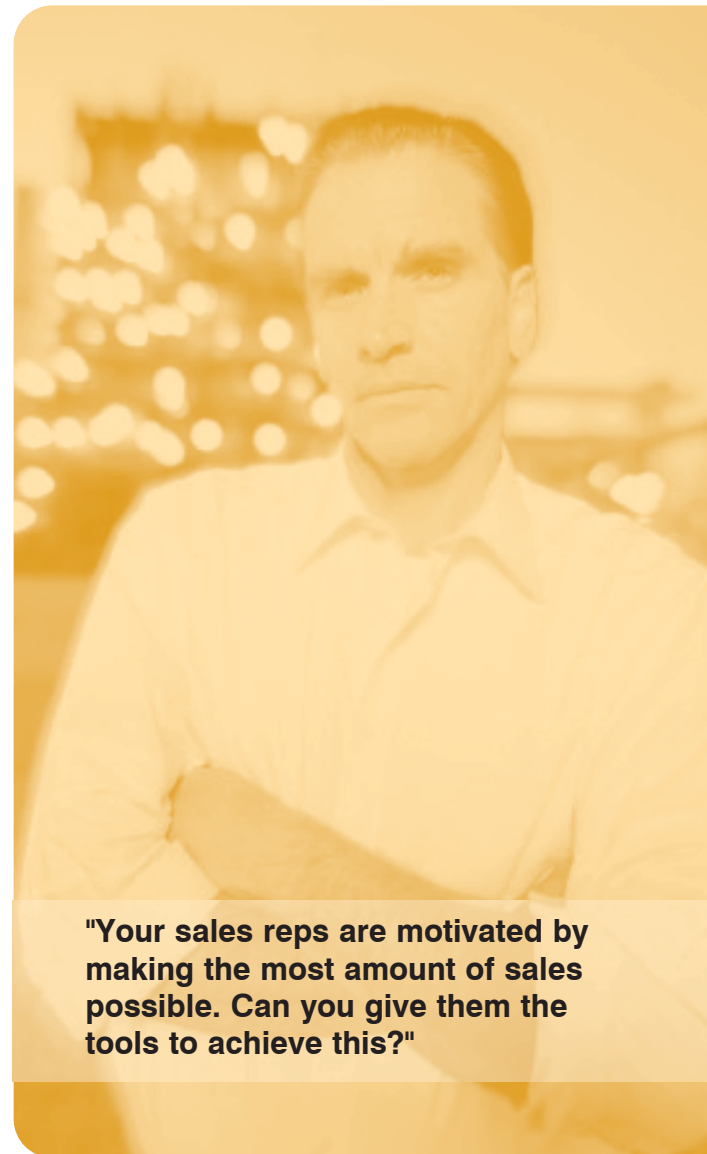
Common knowledge will tell you that the more cold calls you make, the more sales you'll make. However, the reality is that cold calling represents a daily dilemma for sales people. They know there's a limited number of phone calls they can make during business hours. They also know that every call they make could lead to their next sale.

At the same time, cold calling can quickly drain morale. And just about every sales rep will tell you that the time spent cold-calling could be better spent servicing and mining more business from their loyal customers.

Warming your sales reps up to cold calling

Ultimately, sales reps perceive cold calling as a "necessary evil". They recognize that every sale starts with a cold call. It's just that they'd rather do almost anything else than making those calls.

So does that mean more sales reps are needed to cover a territory effectively? Not at all.



"Your sales reps are motivated by making the most amount of sales possible. Can you give them the tools to achieve this?"



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Get more sales, not more reps... with guided voicemail

Guided voicemail is now being used by sales teams as their primary cold-calling tool. A sales rep records a single message, which is then delivered to the voicemail boxes of hundreds, or even thousands, of prospects in a matter of hours. Sales reps can easily cover their entire territory, or even expand their territory, with guided voicemail. And because they're making better use of their time, they can generate more sales, service more customers, and earn more commissions.

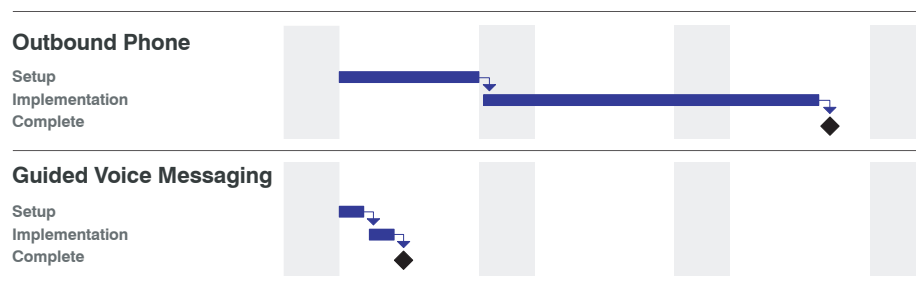
Call them all with guided voicemail

Guided voicemail is a cost-effective way for sales reps to stay in personal contact with each and every one of their customers and prospects. With guided voicemail, fewer reps can cover larger territories much more easily than ever before. They can leave monthly messages about sales promotions, new product releases, or special pricing. Using guided voicemail regularly, they become recognizable personalities, thereby becoming top-of-mind when it comes time for a customer to buy.

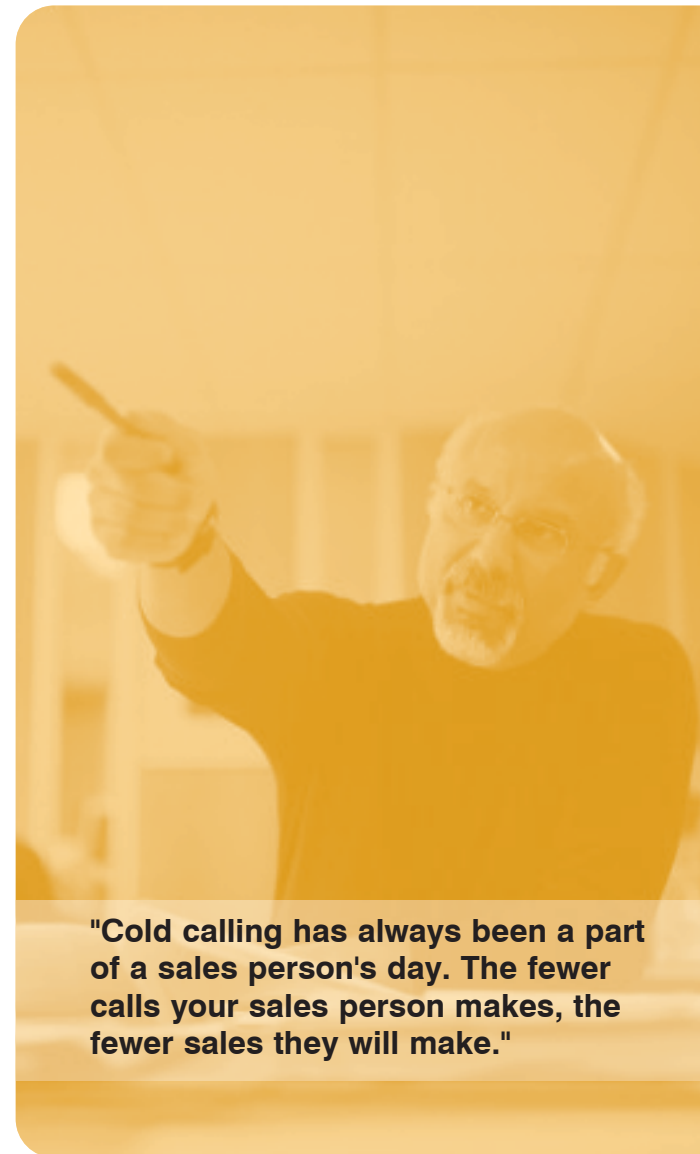
Why use guided voicemail for cold calling?

✓ **It's inexpensive:** Guided voicemail covers a lot of territory, very quickly. A pre-recorded sales message can be left thousands of times in a matter of hours... a lot less expensive than the days or weeks it would take to do it manually.

Turnaround Time



Outbound phone is slow — but guided voicemail reaches more people faster, with the power of a human voice. ▲



"Cold calling has always been a part of a sales person's day. The fewer calls your sales person makes, the fewer sales they will make."



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The power of a real human voice without the expense of outbound phone — a sales manager's dream!

✓ **It's fast:** The output capacity of a leading guided voicemail firm is far more than that of any sales department or outbound phoning service.

✓ **Set up is quick:** Set-up time for a guided voicemail campaign can be minutes instead of the days and weeks of an outbound cold calling campaign. A single recorded message and a list of prospects are all that's required.

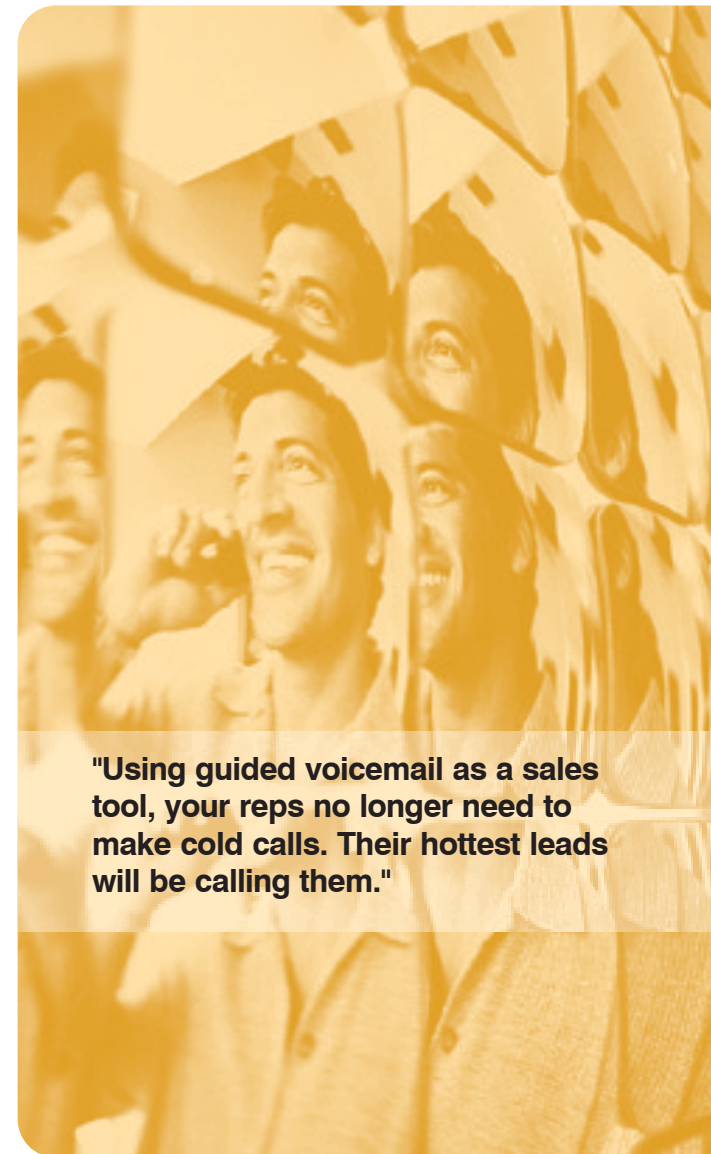
✓ **It's hassle-free:** A leading provider can execute a campaign from start to finish without a glitch.

✓ **Minimal time is required:** Sales reps can record a voicemail message in a matter of minutes, which means they spend more time focusing on their core responsibilities.

Guided voicemail—the ultimate cold-calling tool

With guided voicemail, your reps can be heard by thousands of prospects and customers in a matter of hours. The result: the hottest leads will call them back directly. So rather than spend their time making outbound cold calls, your sales reps can spend their time fielding calls from those most interested in buying from them.

Guided voicemail is an excellent way to maximize your sales team's selling power. It could be the most powerful cold-calling tool they'll ever use.



"Using guided voicemail as a sales tool, your reps no longer need to make cold calls. Their hottest leads will be calling them."



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About Boxpilot




Multiply the presence of your sales team with guided voicemail.

If you're losing sales because your reps aren't making regular calls to ALL of your prospects, or if you need a smarter way to make cold calls, consider guided voicemail. It's an easy way you can call ALL the accounts your reps don't have time to, and a great way to multiply the reach of your sales team.

Guided voicemail — it's the closest equivalent to making an outbound phone call. And for cold calling and to keep prospects warm, it's giving B2B companies a way to increase sales without increasing the number of sales reps — because it uses the power of a real human voice, the voice of your existing reps.

What next?

Contact us to discuss how guided voicemail can bring more success to your sales department — get a **free**, no obligation quote on your next campaign.

-  **Call** 1-877-669-4729
-  **Email** sales@boxpilot.com
-  **Visit** <http://www.boxpilot.com>

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About us

Boxpilot is the world leader in guided voicemail.

It's the closest equivalent to making repetitive outbound phone calls, without the reps. Our service is hassle-free, a fraction of the cost and many times the speed of your sales force.

Designed specifically for B2B, we take a voicemail that's been recorded by your reps and deliver it to everyone on your list.

We use live call center agents to navigate business phone lines and playback your recorded message into the right person's voice mailbox.

It's fast and cost effective because our agents use multiple lines. And it does what a B2C "autodialer" service can't, because our agents are present to handle the intricacies of every different business phone system.

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