

Get MUCH MORE from GoldMine

Tech.Sell's GoldMine. MACHINES



READY TO USE SOLUTIONS FOR:

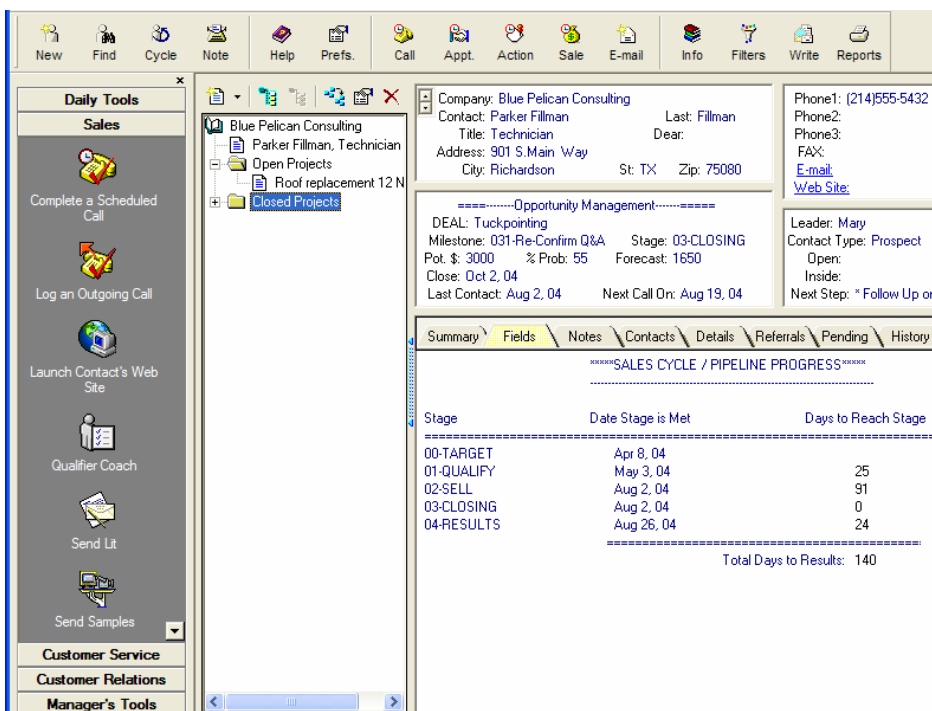
Sales, Customer Service, and Customer Management

- ✓ *The Selling Machine*
- ✓ *Solution Selling Machine*
- ✓ *Customer Service Machine*
- ✓ *CRM Machine*
- ✓ *Machine Suite—Save \$\$\$*

Take CONTROL of these CRITICAL ISSUES!

- [Lead Management](#) - Never lose another lead
- [Sales Process](#) - Stop 'winging it!' Sell with a system
- [Sales and Service Follow up](#) - no more dropped opportunities
- [Sales Forecasts](#)- Process Based Forecasting
- Cumbersome [Paper Based Reporting](#) system
- [Sales Force Accountability](#)
- [Target Marketing](#) to key contact groups
- [Project Management](#) after the sale

WHY WAIT FOR RESULTS?



The screenshot shows the GoldMine software interface. On the left is a 'Daily Tools' sidebar with icons for Sales, Customer Service, and Manager's Tools. The main window displays a contact record for 'Blue Pelican Consulting' with details like 'Parker Fillman, Technician' and 'Address: 901 S. Main Way, Richardson, TX 75080'. Below the contact info is an 'Opportunity Management' section showing a deal for 'Tuckpointing' with a pipeline progress table.

Stage	Date Stage is Met	Days to Reach Stage
00-TARGET	Apr 8, 04	
01-QUALIFY	May 3, 04	25
02-SELL	Aug 2, 04	91
03-CLOSING	Aug 2, 04	0
04-RESULTS	Aug 26, 04	24

Total Days to Results: 140

Don't waste MONTHS and DOLLARS, trying to 'figure out' CRM or SFA software with limited results. Step into a FULLY CUSTOMIZED and FIELD TESTED SYSTEM that can begin addressing your critical issues within a week.

Tech.Sell's GoldMine Machines deliver the Best Practices learned from 10 years of SFA and CRM consulting experience with over 400 GoldMine implementations.

Tech.Sell's GoldMine Machines will give you **faster results** than 'do it yourself' at a much **lower cost** than a 'start from scratch' program with a CRM consulting firm.

Available for new or existing GoldMine systems. Works with both Dbase and Corporate Edition (SQL) version 5.7 or higher.

Complete support and training services available.

The Selling Machine

Take Control of your Sales Team

The Selling Machine (TSM) helps **turn opportunities into revenue** with tools that make it easy to follow every lead to closure.

Track every sale through the stages of target, qualify, sell, close and results. Track won/lost reasons.

Managers have reports to oversee and take actions quickly! Sales reps have a simple tool to track every opportunity.

Features:

Customizable, easy to follow sales process, auto forecast updates, sales cycle tracking, customized contact profile screen, e-mail follow up templates, user friendly taskbars, and much more.

Prebuilt Reports:

Pipeline Funnel—Graph
Opportunity Worksheet by Stage
Opportunity Worksheet w/Forecasts
Opportunity Worksheet by Deal Type
Opportunity by Close Date (Co. & Rep)
New Accounts Created
Contact Profile Report
Completed Activity—Quick Look
Open Activities—Quick Look

Leads by Source Listing
Leads by Business Type
What's Changed Report
Lost Sales Analysis
Sales Cycle Progress by Rep
Electronic Call Report
Territory Zone Report
Activity Summary w/Details
Mini Phone Book



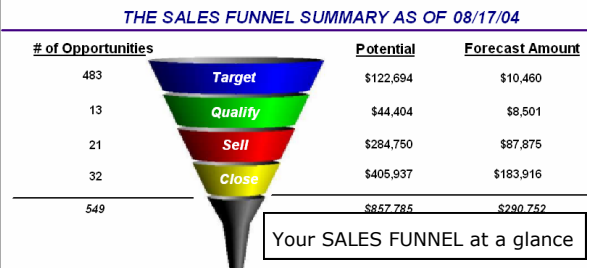
A click of the **Qualifier Coach** will prompt you with critical questions.

What problems are you experiencing?
 What pains do these problems cause within your organization?
 Who do these pains affect?
 How soon do you need to address these pains?
 Is there a budget in place?
 If yes, what is the budget?
 If no, how will the budget be established?

Opportunity Tracking w/Funnel Report 01-TARGET							07/02/02		Report prints in order of
Company /Contact	Phone/City	Opportunity	Potential / Prob	Forecast / Close By	Create Date / Last Contact / Next FU Call				
Ford Motor Company George Clooney (616)555-8888	Plymouth	02-Product A Source:	17,500 5%	875 08/30/02	04/03/02 06/19/02 07/19/02	Next	* Call to touch bases		
Ford Motor Company Julia Roberts (616)555-8888	Plymouth	02-Product A Source:	3,500 5%	175 10/18/02	04/03/02 06/19/02 07/03/02	Next	Follow-up on info sent		
ABC Company Nancy Norris (616)555-8888	Barrington	02-Product A Source:	40,000 0%	0 06/01/02	04/07/02 04/07/02 07/13/02	Next	* Follow Up on info sent		
Ford Motor Company John Ford (616)555-8888	Plymouth	03-Product B Source: Customer ref	50,000 0%	0 11/15/02	04/07/02 04/19/02 07/11/02	Next	New Lead Follow-Up		
Stage: 01-TARGET		# of Opportunities: 4		Total Potential: \$111,000		Forecasts: \$1,000			

The **Opportunity Worksheet** (shown), gives you contact **phone number**, **opportunity details**, current **step in sales process**, **last contact date** and **next scheduled follow up date**.

Managers and reps have the tools to **prevent sales from slipping through the cracks!**



Solution Selling for GoldMine

Control your Solution Selling Training investment

The first week can make or break your SS program. With SSGM, reps immediately make the process part of daily life, easily, with no paperwork.

The Solution Selling for GoldMine Machine (SSGM) is a highly customized version of GoldMine, created by Tech.Sell in collaboration with Sales Performance International.

SSGM incorporates the process of Solution Selling into every possible area of GoldMine. The result is a highly reliable, easy to learn and use program that expands the productivity of trained practitioners of Solution Selling.

Features: Customer profile screen with pipeline detail, sales cycle tracking, custom taskbars, pain chain prompter, automated sales process with forecasting, SS templates for e-mail and print follow up, Seller's toolbox with most course material in PDF and more.

Prebuilt Reports:

All Selling Machine reports shown above, plus:
Pipeline Milestone Worksheet by Company and Rep
Conversation Log
Special Solution Selling Customer Profile

powered by SOLUTION SELLING

Fields Notes Contacts Details GM+View Pending History Links

TRITORY
 Opportunity identified in Territory..... YES Jun 28, 04

QUALIFIED SUSPECT
 Meets marketing criteria..... NO Aug 23, 04
 Potential Sponsor identified..... NO
 Initial contact established..... YES Jul 22, 04

D - QUALIFIED SPONSOR
 Pain admitted by Sponsor..... NO
 Sponsor has a valued buying vision..... NO
 Sponsor agreed to explore..... NO
 Sponsor granted access to power..... NO
 Agreed to above in Sponsor Letter..... NO

C - QUALIFIED POWER SPONSOR
 Access to Power Sponsor..... NO
 Pain admitted by Power Sponsor..... NO
 Power has a valued buying vision..... NO Oct 23, 04
 Power Sponsor agreed to explore..... NO
 Evaluation Plan proposed..... NO
 Evaluation Plan agreed upon..... NO

B - DECISION DUE
 Evaluation plan underway..... NO
 Pre-proposal review conducted..... NO Nov 23, 04
 Asked for the business..... NO
 Proposal issued, decision due..... NO
 Verbal approval received..... NO

A - PENDING SALE
 Contract negotiation in process..... NO Dec 23, 04

WON/LOST
 Signed document..... NO Jan 23, 05

====PIPELINE PROGRESS SUMMARY====

Stage	Date Stage is Met	Days to Reach Stage
00-T-Territory	Jul 20, 04	
01-S-Qualified Suspect	Jul 22, 04	2
02-D-Qualified Sponsor	Jul 26, 04	4
03-C-Qualified Power Sponsor	Aug 2, 04	7
04-B-Decision Due	Aug 17, 04	15
05-A-Pending Sale		
06-W-WIN!		

Total Days to Win

Pipeline management contact screen keeps track of the process. As sellers complete milestones, each step is date stamped. As stages are completed, number of days in the cycle are recorded.

Customer Service Machine

Customer Service- Where your customers come for answers!

Is there a more important place to apply the power of automation and CRM? The Customer Service Machine (CSM) is a simple yet effective package that increases productivity in customer service by making it easy to take action, communicate and document issues.

Track customer issues to resolution, assign issues to users or groups. Open issues appear on user's calendars, completed issues become part of the customer history.

Easily process sample and literature requests.

Prebuilt Reports: Open and closed issues by type and user, Open and closed sample and literature requests.

Closed Issues by User From 01/01/02 to 11/30/02

Open Issues by User Dec 2, 2002

Entered On / AOEI	Contact	Reference & Notes
11/30/02 -732	GoldMine Software Corporation	Jon Y. Ferrara (310)454-6800
Issue: This is a test from MMaster Cause:		
11/14/02 -18	Tech.Sell Corporation	Rick Mignano (310)454-6800
Details: Pricing on item a incorrect Resolution:		

2 Open Issues for RICK

CRM Machine

Nurture your Customers-Grow your Business.

Go BEYOND the sales process! The CRM Machine gives you a system to track and report on every contact in your database. Continue the process into the project stages. Track open activities for each project. Develop custom "Touch Programs" for all customer groups.

Features: Special CRM screen tracks relevant customer information, like competitors, credit, birthdays and more. Automated process tracks time from last contact and schedules reminders to call them.

Prebuilt Reports: Business Funnel; Business Worksheet; All Contacts by Stage with last contact date, Open projects, tasks by project by user, more.

Project Worksheet with Tasks by Company

Shows users' OPEN tasks by customer

Primary Contact	City/State	Project Description	Current Status	Completion Date
Mark Graziano	Elgin	02c-TSMS, 06-Trng		
(847)41-1900		Status: 050-Program Planning		
Activity Type	Due Date	Type	Reference / Notes	
Assigned to:				
Call	01/27/05		* Follow Up on program planning and train Mark Graziano	
RICK			119 Brian and Dave had not gotten together yet	
Sale	02/03/05	01 Program Planning	Mark Graziano	
RICK				
Sale	02/10/05	02 Program Development	Mark Graziano	
RICK				
Sale	02/14/05	03 Installation & Setup	Mark Graziano	
RICK				
Sale	02/21/05	16-Coaching Program \$495	Mark Graziano	
RICK				
Sale	02/24/05	04 Training on Site Holiday Special	Mark Graziano	

Summary Fields GM+View Notes Contacts

**CRM - Customer Relationship Info Screen for Kathy

Kathy Smith's Birthday:
Products: List Your Products Here
Key Issues:
Competition:
Pay History:
Customer Value:
Profitability: 0
Business Type: Entertainment
Curr Suppliers:
Our Position:
Business Share:

Reports help you track projects after the sale. Non sales users take advantage or info collected during the sales process. Target market via e-mail to select groups of customers. **CRM Screen** captures key info.

Insuring Success - Integration - Training - Coaching - Support

Our goal is to make your GoldMine Machine Program a RAVING SUCCESS!

Implementation/Integration Support - Tech.Sell offers complete services to further personalize, install and integrate your machines with new or existing systems.

Training - Available by experienced trainers, on-site or on-line.

Live Coaching Program - Ongoing support for managers via phone to regularly check up on you and guide in getting the most from the program.

Machine Server Packs - Each Machine starts with it's server pack containing the reports and customizations for the module. The server pack is a one time purchase. Purchase of server packs allows you to mix and match user licenses to meet individual user or department requirements.

User licenses - Machine licenses will match your GoldMine licenses. Licenses are a one time purchase. You can easily add additional licenses as new users are added to your GoldMine system.

Upgrade & Coaching Program (UAC) - This annual subscription keeps you current with Machine updates, new reports processes, etc. Also includes web based 12 week coaching program and newsletters.

GoldMine Machines Created By



A team of sales consultants applying technology

COMPLETE INFO AT
www.techsell.net/machines

Call for a guided tour or on-line test drive

847-526-7911

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