

A BETTER WAY TO TURN LEADS INTO SALES!



The SELLING MACHINE.NET

- ✓ [Web-Based Lead Tracking System](#)
- ✓ *Easily follow a* [Sales Process](#)
- ✓ *Assign leads to* [Partner Reps](#)
- ✓ *Paperless* [Electronic Call Reports](#)
- ✓ [No Software to Purchase or Install](#)

INTRODUCING ...



Today's mobile sales teams need to get more done in less time with less effort.

Tech.Sell has created the **SELLING MACHINE** to provide the tools needed to manage customers and opportunities without wasting valuable selling time.

The **SELLING MACHINE.NET** is a web-based solution that provides 24/7 access to all customer and opportunity information from any PC anywhere.

Updating key information takes minutes and basic training is done in less than an hour. The system is scalable to support unlimited users and can be customized to meet the most complex CRM needs.

Features and Benefits

- ✓ **Lead tracking** – On-line 24/7
- ✓ **No Software to Install, Upgrade or Maintain**
- ✓ **Links to Outlook** e-mail and calendar
- ✓ **Assign leads to Independent or Direct reps**
- ✓ **Instant E-mail lead notification system**
- ✓ **Leads timed for follow up or reassignment**
- ✓ **Easy-to-follow, built-in sales process**
- ✓ **Sandler®, Solution Selling® or your sales process**
- ✓ **Paperless reporting – ELECTRONIC CALL REPORT**

KEEP YOUR SALES TEAM FOCUSED ON SELLING !

How the SELLING MACHINE.NET works...

1. Fresh **leads captured from your website**, or other sources.
2. **Leads automatically assigned** to rep with instant e-mail notification. 4 assignment levels including independent reps.
3. Rep follows up lead and **updates status via web**, from any PC or Mac.
4. Schedule follow up with **automatic link to Outlook** calendar.
5. **Daily e-mail notification**, to rep and manager, of lead status and call backs.
6. Manager checks **on-line reports** for pipeline activity.

SIMPLE • POWERFUL • WEB-BASED

The screenshot shows the Tech.Sell website interface. At the top, there is a navigation menu with links for Home, Accounts, Contacts, Reports, Library, User Settings, Add New Records, Campaigns, Search Archives, Administration, SEARCH, and LOGIN. Below the navigation menu, a banner reads "We blend years of sales and marketing success with technology to develop cost effective programs." The main content area is titled "Information Center" and includes a list of links: Opportunity Forecast Update, Shortcut to all my leads, 1 New lead reassigned, and Express Forecast Update. A yellow callout box with an arrow points to the "1 New lead reassigned" link, containing the text "Log on to Home Page Menu to review and update leads". The interface also features a "WELCOME TRACKER" section with a "NOW HERE!!" message and a list of features: Appt Scheduling, Online Surveys & Event Web Capture, Marketing Tools, Call Tracking, and Sales Tracking. There is also a section for "IMPORT V-CARDS INTO LEADMASTER!" and a "Data Mine Your Marketing Database!" section.

Sorted By: Sales Stage

Submit

Forecast Date	Company/ Contact	Lead Value	Probability	Lead Status	Sales Stage	Acct Mgr	Partner/ Partner Rep
June 2005	Exchange Corporation Bob Leff	\$180,000	75 %	HOT	Recommended	Don Hall	Global Technologies John Vail
July 2003	ACS Network Inc Jim Schemmer	\$200,000	100 %	SUSPECT	Recommended	Nancy Norris	Global Technologies Bob Jones
July 2003	Solution Manufacturing Bill Rhodes	\$170,000	0 %	HOT	Recommended	Don Hall	Global Technologies Sally Jones
August 2003	Directoo Inc. Robert Garrett	\$60,000	25 %	WARM	Recommended	Don Hall	Computer Mart Jean Pepin
March 2005	Macro Services Levent Polly	\$50,000	10 %	HOT	Recommended	Don Hall	Computer Mart Jean Pepin
March 2005	Dayco Inc. William Litza	\$50,000	75 %	HOT	Recommended	Don Hall	Global Technologies Sally Jones
November 2004	Booner Globalnet Inc Otis Geis	\$150,000	25 %	WARM	Recommended	Rick Mignano	Global Technologies Bob Jones
October 2003	Royal Inc. Bob Wang	\$80,000					
October 2004	Sonar Communications Inc. Doug Lewis	\$80,000					
May 2005	Overby Systems Inc. George Griffith	\$60,000					
Page Total		\$1,080,000					
Grand Total		\$19,945,001					

'LIVING FORECASTS' YOU CAN BANK ON

The **Forecast Update** (shown), gives you 1 click access to complete contact and opportunity info. Update your leads, enter any notes, schedule your follow up, and get back to selling!

Forecasts are updated daily as part of the sales process.

REPORTS PUT YOU IN CONTROL

The **SELLING MACHINE.NET** combines real-time data with all the powerful reports show below. You have the option to sort and query based upon your needs.

Reports			
Standard Reports			
Title of Report	<input type="text"/>		
Available Reports	<table border="0"> <tr> <td> Marketing Reports Lead Highlights Report Lead Status/Activity Report Lead Summary Report (Bar Chart) Forecast Report Forecast Update Lead Aging Call Back Report Industry Analysis Report (Bar Chart) Sales Comments Report </td> <td> Sales Opportunity Reports Opportunity Forecast Report Opportunity Forecast Update Opportunity Highlight Report Closed Opportunity Report Sales Stage Summary Report (Bar Chart) Sales Status Summary Report (Bar Chart) Opportunity Detail Report Opportunity Overview Report Opportunity Pipeline Report </td> </tr> </table>	Marketing Reports Lead Highlights Report Lead Status/Activity Report Lead Summary Report (Bar Chart) Forecast Report Forecast Update Lead Aging Call Back Report Industry Analysis Report (Bar Chart) Sales Comments Report	Sales Opportunity Reports Opportunity Forecast Report Opportunity Forecast Update Opportunity Highlight Report Closed Opportunity Report Sales Stage Summary Report (Bar Chart) Sales Status Summary Report (Bar Chart) Opportunity Detail Report Opportunity Overview Report Opportunity Pipeline Report
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Sales Stage	Campaign		
Partner Rep			
<input type="radio"/> Ascending <input type="radio"/> Descending	<input type="radio"/> Ascending <input type="radio"/> Descending		

YOUR NEXT STEP?

- ✓ REGISTER FOR A LIVE DEMO
www.techsell.net/webinars
- ✓ DOWNLOAD THE EXECUTIVE SUMMARY
www.techsell.net/sellingmachine/tsmnet.htm
- ✓ DISCUSS YOUR NEEDS WITH A TECH.SELL CONSULTANT

847-526-7911

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now available!**

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of the month.

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- The Selling Machine for GoldMine
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Company: _____

Phone: _____ E-Mail: _____

- Tell Me Less!**
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Fax this form back to us at **847-526-8067**.