

INCREASE YOUR PIPELINE WITH GREATER CONNECTIONS & CONVERSIONS

Leading sales organizations are using **Vortex Prospecting™**, a multi-channel, cadence-based approach, to secure more meetings and increase top-of-funnel revenue.

DURING THE **VORTEX PROSPECTING™** WORKSHOP ALONE

CUSTOMER A: DIGITAL MARKETING COMPANY



INCREASED CONNECTIONS MADE BY
305%



INCREASED MEETINGS SET
4-fold → **33%** with C-level executives



GREW REVENUE IN PIPELINE BY
\$1M

CUSTOMER B: CX PLATFORM PROVIDER



INCREASED CONNECTIONS MADE BY
600%



INCREASED MEETINGS SET
3-fold



GREW SALES ACCEPTED LEADS (SALS)
6-fold

OVER THE NEXT 90 DAYS

WITH REINFORCEMENT
AND PRACTICE OF THE
VORTEX PROCESS

Numbers continue
to increase

2x

4 WEEKS LATER

INCREASED DIALS
PER HOUR BY

33%

CLOSED QUARTER

13% over quota

Metrics based on comparing baseline of rep activity prior to, during and after attending the Vortex Prospecting program.

Accelerate your sales results with the Vortex Prospecting program from ValueSelling Associates. This repeatable prospecting process helps increase connections with prospects and conversions to your pipeline.

valueselling.com