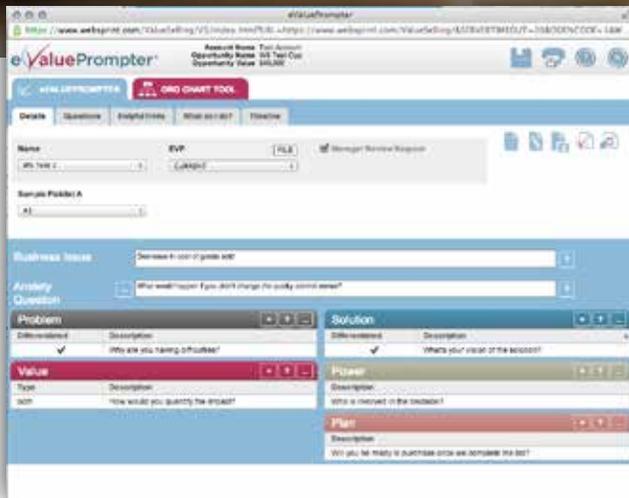


eValuePrompter® SFA | CRM

Sales professionals use the eValuePrompter to qualify prospects, manage the details of their opportunities, accurately forecast and close more deals.



The eValuePrompter® is an Internet-based tool that can be used in any Salesforce Automation (SFA), Customer Relationship Management (CRM) system.

It can be used as a contact and/or opportunity manager that transparently links into your company's CRM database.

eValuePrompter® at a Glance

- One easy-to-access location for all critical opportunity data
- **Helpful Hints** and **What Do I Do** fields offer guidance through each sales call
- Real-time team collaboration speeds response time to prospects
- More accurate forecasting across the sales pipeline
- Prospect's business issues, problems and differentiated solutions are automatically linked
- Streamlined, simplified qualification process to close more deals
- iPad and tablet-friendly
- Works with most popular browsers

The eValuePrompter is the best way to integrate the ValueSelling Framework® into your daily sales process.

Sales organizations will benefit from more accurate forecasting, better teamwork across the organization and maximize your CRM investment.



eLEARNING



WORKSHOPS



REINFORCEMENT



PROCESS



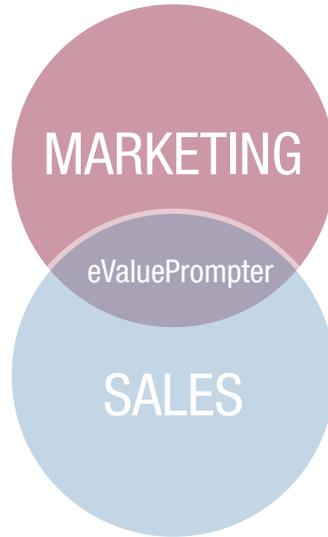
TOOLS

Aligning Process and Technology for Greater Success

The Bridge Between Sales and Marketing

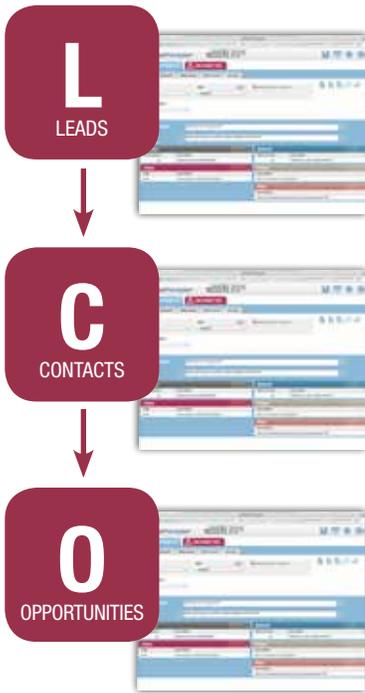
Populate your eValuePrompter with relevant go-to-market information and insight from marketing. Operationalize your Marketing playbook and maximize ValueSelling Framework utilization. Push relevant information to your sales executives through the eValuePrompter in real-time.

Version control, outdated published materials, or irrelevant information being provided to the field are no longer issues.



Customized for Your Organization

There is simply no better way to manage your opportunities electronically and leverage the ValueSelling Framework®. With customizable fields, question sets, pick lists organized by your unique sales phases; a user-friendly interface, and simple navigation, your team can qualify their prospects more easily than ever before, communicate with team members, and execute a consistent sales process.



Guidance During Calls

The customizable eValuePrompter offers the same benefits as the traditional ValuePrompter and much more. Sales professionals benefit by having an interactive tool to use during the sales call: **Helpful Hints** and **What Do I Do** fields offer guidance to get the answers they need to qualify opportunities.

When using the eValuePrompter during sales calls, the natural flow of the conversation will not be interrupted because users simply enter information on the Scratch Pad and manipulate the data into the correct fields later.

The eValuePrompter becomes the just-in-time and real-time coach to add value to your sales executives during every aspect of the sales cycle.

The eValuePrompter works with most CRM and SFA applications.



ValueSelling Associates™ The proven formula for accelerating sales results.

ValueSelling Associates is the creator of the ValueSelling Framework®, the sales methodology preferred by sales executives around the globe. Since 1991, ValueSelling Associates has helped thousands of sales professionals increase their sales productivity. Offering customized training to FORTUNE 1000, mid-sized, and start-up companies, ValueSelling Associates' proprietary sales training tools and consulting services deliver measurable results. Clients turn to the experts at ValueSelling Associates for services that yield immediate impact, repeatable strategies, and sustainable results.

