

# Sales Enablement

# What would happen if every salesperson exceeded their quota?

Sales is all about establishing a rhythm. With the industry's only combination of offline/online sales capabilities, Lead Liaison makes account-based marketing and prospecting easy. Get ready to blow your sales quota out of the water!



Lead Liaison created a suite of sales solutions to make life a whole lot easier for sales reps. Whether you're a seasoned rep focused on Account Based Marketing (ABM) or a business development rep focused on prospecting, our solution will enable you to sell more with less effort. Using systematic processes to accelerate sales will give your company the edge you need to win big in a competitive market.

## As a Lead Liaison customer using Sales Enablement, you'll benefit from:



#### LEAD LIAISON RHYTHMS™

Create a systemized process for prospecting and account-based marketing. Establish repeatable sales models that help reps hit their quotas.



#### TWO-WAY EMAIL SYNC

Give BCC the boot! Never worry again about having to save email to a profile. Emails and threads are automatically joined to Prospect Profiles and visible in the timeline. Reply and forward straight from the timeline!



#### POWERFUL PROSPECTING & CONVENIENT DATA IMPORT

DataSpring™ B2B Contact & Company database with over 400M contacts and 10M companies makes searching for contact and company data a breeze.

Butlrr™ Chrome extension provides convenient access to record lookup and import from Salesforce.com, Microsoft Dynamics 365, LinkedIn, Gmail, web pages and more.



### SUPPORTS EVERY MAJOR MAIL PROVIDER

Send email from anywhere, using any email provider and we'll track it! See messages and threads, track opens and replies, all in the Prospect Profile. We support Gmail, IMAP, and Microsoft Office 365 / Exchange and many more!