

## Encounter Collaborative

Single source solution provider for all your conferencing needs

Extend the reach of your sales department with Encounter's versatile conferencing services. Demonstrate products, strengthen customer relationships and collaborate interactively with your entire dispersed sales staff. Encounter's audio and web conferencing services give you the power to reach from Dubuque to New Delhi, Toronto to Tokyo, without leaving your desk – or stretching your budget.



### 10 Ways to Beat Quota Using Encounter Collaborative

- :: **Better Orders**
- :: **More Activity**
- :: **Broader Coverage**
- :: **Richer Margins**
- :: **Faster Closes**
- :: **Beat Competition**
- :: **Faster Program Launches**
- :: **Train Faster, and More Often**
- :: **Lower Sales & Service Costs**
- :: **Customers Benefit, too!**

### Sales Solutions Using Encounter Collaborative

#### Shorten your sales cycles

Using Encounter's web conferencing services, sales teams can shorten sales cycles by increasing the number of presentations and demos made online. Reducing the number of face-to-face client meetings – especially for lower quality leads – means less time spent on travel and more time spent on closing.

#### Broaden your sales reach

Interact with prospects on a global scale, increasing your sales territory without increasing costs. You'll add to the bottom line by using Encounter's conferencing services to deliver your message to a larger audience and at a lower-cost than traditional sales efforts.

#### Generate leads

Interactive and media-rich web seminars are a powerful and effective way to generate leads. Web demos allow you to reach a more targeted audience at less cost. Conferencing tools like Encounter's custom registration pages and survey reports let you immediately pinpoint quality prospects.

#### Forecasting and planning

Sales teams can meet online and immediately share monthly sales reports and review business that has yet to be closed. Update sales projection numbers on the fly with online report editing capabilities, whiteboards and annotation tools.

#### Sales team presentations

Sales managers and their teams can gather online to deliver interactive presentations to prospects and decision makers. And with the ability to have experts in the field join your online sales presentations, you can offer your prospects the targeted information they need in order to make an informed buying decision.



www.encounter.net  
800.290.5900