

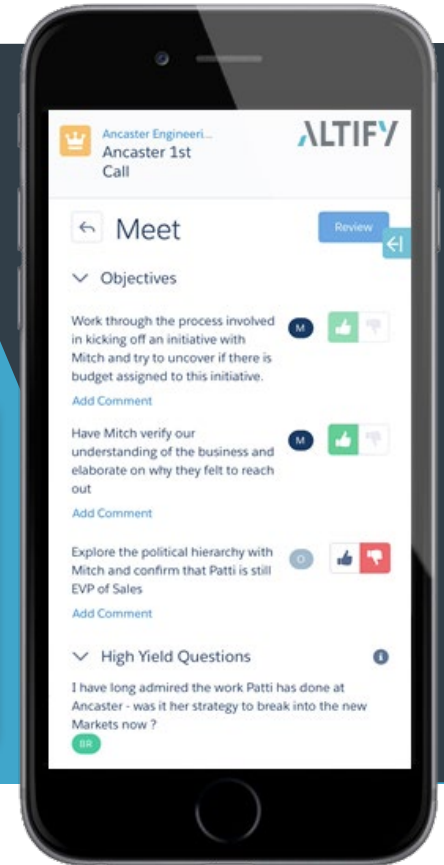
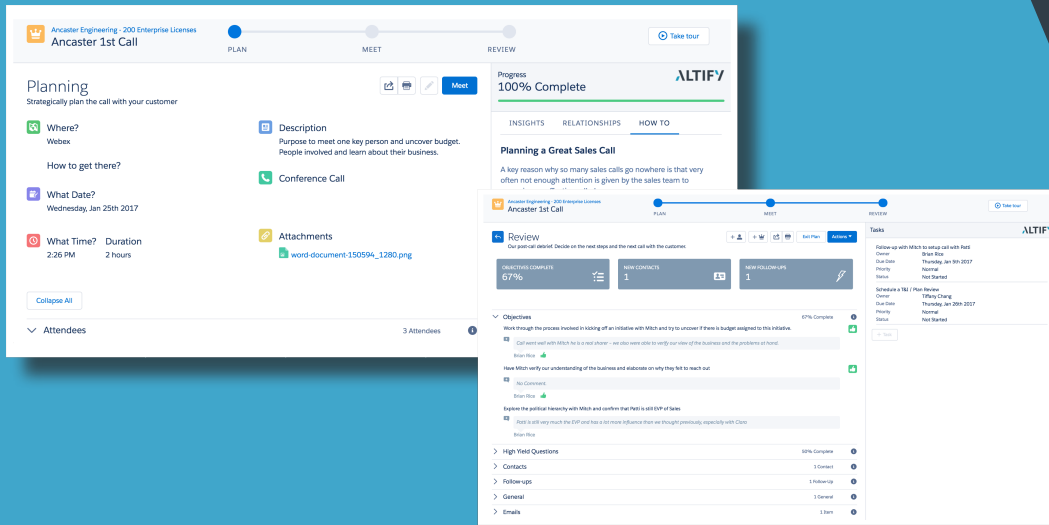
ALTIFY CALL PLANNER

End Ineffective Sales Calls

ALTIFY CALL PLANNER enables sellers to plan better calls utilizing the world's most effective call planning methodology built into software that drives sales teams to produce better outcomes from every meeting. Call planner guides sellers to plan as a team, define objectives and collaborate on the result.

Team members can annotate the call plan with their impression of how the call went, any new contact information and follow-up actions agreed. Collaboratively review outcomes to identify the best possible path forward to progress the opportunity.

Create value from every sales meeting.
Collaborate and make sure objectives are met.



The Cost to US Sellers of **Dead-End Meetings**

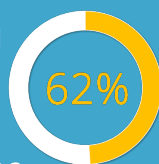
\$38,635
av. cost

15M
US Sellers

\$579Bn
National cost

EVERY YEAR

62 percent of initial meetings do not progress to next the meeting - that's a lot of one-sided meetings



Buyers believe that only 49 percent of meetings with sellers are valuable, indicating misalignment on sales value add



Successful Call Planning Enables Sellers to ...

- Quickly create call plans and capture outcomes on the go
- Plan within opportunity or account
- Share objectives and agenda with team and customer
- Build repeatable and consistent plans
- Put an end to ineffective sales calls to drive best results