



Behavioral Insight that Drives Results.

You can't manage results—only behaviors.

SalesAccountability helps salespeople and sales managers identify and track the behind-the-scenes behaviors that actually create sales success. This is not a complicated CRM tool. This simple, yet powerful web-based app operates at the level of the sales team itself, as an engagement-driven sales productivity platform that defines, monitors and reports on sales behaviors and the results generated by them. Because behaviors—unlike lagging indicators such as “closed sales”—are all that salespeople can directly control (or that sales managers can manage).

Do your salespeople say (or think)...

- “I’m not sure what I need to do every day to be successful. I’m just guessing right now.”
- “I worked hard today, but I’m not sure it was the right work.”
- “I’m all on my own. I don’t get enough support.”
- “I don’t see my manager enough. I’d love to get more feedback on what I should be doing in order to make my numbers.”
- “I need a clear roadmap to hit my quota.”

SalesAccountability is designed to:

- **Deliver** real-time behavioral data, enhancing your coaching conversations and empowering your team.
- **Identify** the specific behaviors that lead to success.
- **Understand** what your people are actually doing, each and every day, in real-time.
- **Create** simple, fun competitions for team members they can follow via both smart phone and website.
- **Lay out** a simple behavior plan for new hires that allows you to spot early-stage roadblocks and correct ineffective selling patterns before they become ingrained habits.
- **Build and support** a behavior plan that ties directly to a salesperson's unique personal goals.

Easy to connect, fun to compete.

Personal Dashboard. This is the screen where both salespeople and group leaders/managers log behaviors and record results. The platform is fully responsive and performs on any desktop, tablet or mobile device.

'My Team' Dashboard. This screen lets managers view the progress of both the team and individuals. Here, managers can see who is doing agreed-upon behaviors, and who needs help hitting the targets. Managers can customize target settings for individual performers.

Messaging and Insights. Users can send messages to other members of the team and keep notes on things they find useful for later reference.

Competitions. Users can easily launch team competitions based on particular behavior targets. Track activities over time and see how you and your team stack up in a competitive environment!



Coaching starts here.
www.salesaccountability.com

Connect behavior to sales results.

Simple. Just push buttons! Your activities are right at your fingertips, whether on desktop or mobile.

Social. Ability to compete with others on your team to hit quota.

Fun. Celebrate your success and track your progress from your analytics.

Effective. You can't manage results—only behaviors—so be the CEO of your own behavior.

