

Fire Up Your Sales Process with a POWER DIALER



What is a Power Dialer?



- It dials a contact number one at a time.
- It follows a sequence.
- When a call ends, it automatically dials the next.
- If a caller doesn't pick up, you can leave a message.
- It drops the call if a number is busy or disconnected. It then moves on to the next.

Why Use a Power Dialer?

It increases sales efficiency. You get to make more calls in a shorter period of time.

It's still personal. Power dialing is not fully automated. You can still have conversations or leave personalized voicemail messages.

With CRM and Artificial (AI) integration, a power dialer is even more powerful:

You can access information on the prospect before the call—or even during. This way, you can really personalize the call based on your contact's profile and needs.

You don't just call random contacts. The system gives a list of qualified contacts—those that will really buy from you.

You won't need to call untested numbers. Contact details are updated and phone numbers have been tested.

It tells you when's a good time to call. No need for guessing!

After the call, the information is recorded in the prospect's record or file.

You can document everything that happens during and after the call. You don't forget any important information!

The personalization of each call makes customers happy. The call becomes a positive experience for them—and for you.

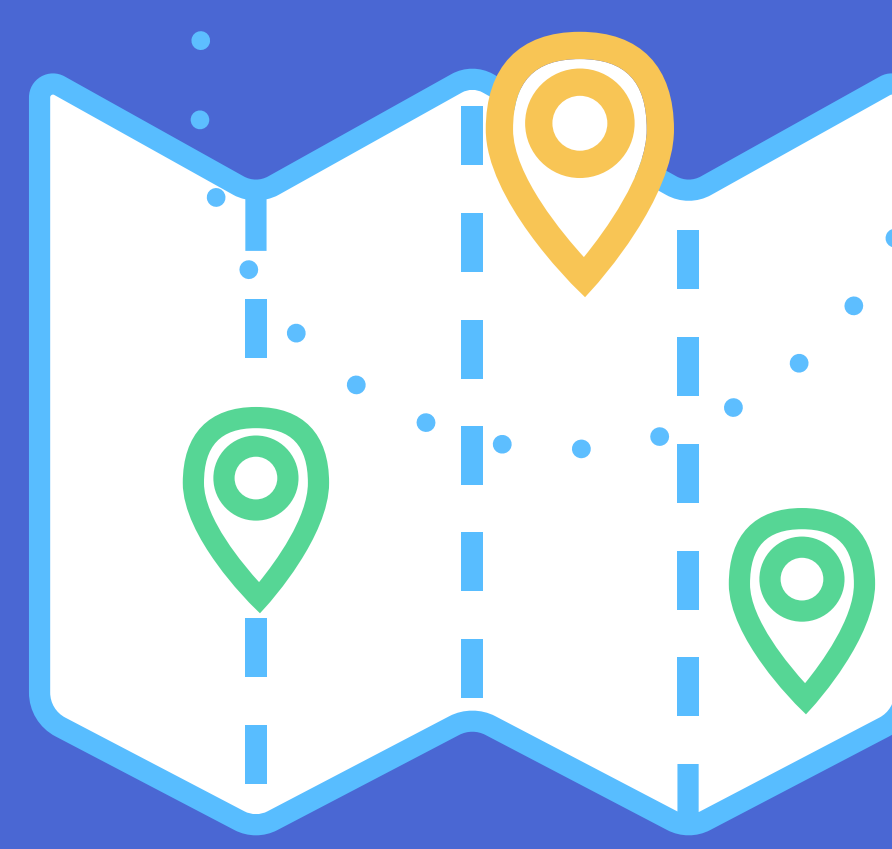
Lucrative is a CRM that integrates a power dialer in its productivity solutions.

With this you can access these dynamic features:



Click-to-Call

Go to the contact profile of a client or prospect. Click on his number to make a call. That easy!



Local Presence

Simply turn this feature on and start making calls. The system will automatically match the caller ID number with the same area code or a nearby area code of the location you are calling. It sounds neat but, more importantly, it adds up to your pick-up rate!



Voice Message Drop

Only have time for voice messages? Or do you just want to speed up your calls for the day? You can have your own pre-recorded voice message and send this effortlessly with just one click.



Voicemail

Record your own greeting and receive voicemail messages when you're unable to take a call. This way, you never miss out on any opportunity!



Callback Reminder

Use this feature to return a call. 80% of unanswered calls are forgotten or abandoned. Don't let opportunities get away. With the Callback Reminder, you can set a callback time and a reminder to return a client's call.



Live Transfer

You don't need to be fielding calls or transferring those not intended for you. With Live Transfer, calls reach the right person right away, freeing your line for more calls.



Live Call Monitoring

This one's for the sales managers. Listen in on your sales rep's phone conversation with Live Call Monitoring and coach them on the spot. This allows sales managers to have quality control over the calls.



Smart Call List

Create your personalized call list or use an automatically generated, insights-based call list generated by the system. You make better use of your time and become more efficient in making calls.