

## Account and Territory Planning for Salesforce.com

Are your people maximizing the results from their territories and strategic accounts?

Sales Planning improves:

- Sales Growth Rates
- Customer Retention
- Cross-sell and Up-sell

**Plan 2 Win Software's** Sales Planning Apps improve sales effectiveness.

Create an Insightful Plan

- Leverage trend and SWOT analysis
- Develop your strategy
- Prioritize accounts, opportunities, partners, activities
- Connect strategy to activity

Energized Implementation

- Act proactively- follow the plan
- Have the plan readily available (in Salesforce.com)
- Review and fine-tune regularly

Management Support

- Review plans and coach for progress
- Track progress via reports and dashboards
- Track historic trends of key success indicators



This will help you sell more!

Creating and implementing a plan that focuses on high-potential accounts, opportunities and partners improves sales productivity. According to SiriusDecisions' article "Productivity: More than just the Topline," this provides:

- More Opportunities
- Shorter sales cycles
- Larger deal size
- Higher win rates

## Selecting the Right Sales Planning Tool

- Works in your CRM (Salesforce.com)
- Straight-forward, easy to use and learn
- Good Value in dollars and training time
- Designed to enable the sales person
- Insight for the manager; facilitates coaching
- Works with any sales methodology

## Territory Planning in Salesforce.com (Territory Plan Pro)

Create and manage strategies to maximize your results from your territory.

## Account Planning in Salesforce.com (Account Plan Pro)

Generate and manage account strategies for your top accounts and target prospects.

## Pre Call Planning in Salesforce.com (Pre Call Planning)

Develop call/meeting plans for important sales conversations.

## Here's what people say about our apps...

*"These apps transform Salesforce from a data repository into a strategic selling tool."*

- Joan Washburn, CEO, sales consultancy, former VP of Sales at Siemens Healthcare

*"It's the kind of tool you need to run your business."*

- Steve Daniel, Chief Sales Officer, Solar FlexRack

*"It makes Salesforce a usable tool for salespeople... I can build and manage my plan in it."*

- Ed Bronder, Director of Business Development formerly with Alliance Imaging

## Plan 2 Win Software's Partial Customer List

Avaya

ESIS

The Institutes

NetEnrich

Forsythe Technology

Trimble Navigation

ZeOmega

Industrial Defender

Cox Communications

PlanMeca

Beyond Trust

DNA Nexus