

# Sales Cycle Manager 2

PALM EDITION

## Sales Opportunities and Success in the palm of your hand!

*Put the power of SalesWays' sales methodology to work for you with Sales Cycle Manager - Palm Edition.*

*Sales Cycle Manager has a FREE 30-Day Trial! Download today at [www.salesways.com](http://www.salesways.com)!*

### 24 Hours a Day Not Enough?

Are you a busy sales professional with dozens of current opportunities, wondering how you can juggle your time to handle them all effectively? Whether the sales cycle has just begun, is well under way, or just about to close, you have to give each opportunity careful attention.

Concentrate too much on the ones that are closing and you may get beaten to the finish line by a competitor who did his work earlier on.

### Getting the Best Out of Your Opportunities

Now you can take control of your sales opportunity portfolio using your Palm OS®-powered handheld. Patent-pending technology from SalesWays allows you to work confidently through your opportunities in an order that puts your precious resources to the best advantage.

"Without a doubt, this is the most useful sales tool on the market today!"

- Rohan Beasley

"As important to a sales person as a calculator."

- Scott Roddan

Sales Forecast		
Total Value:		44,646
Total Overdues:		0
Month	IBOs	Monthly Total
▶ Dec 2002	3	20,899
Jan 2003	2	5,898
Feb 2003	2	11,949
Mar 2003	1	5,900

Add won IBOs

Done Unweighted Weighted

Rolls up all your future business into a easy-to-read forecast, weighted or unweighted by probability

SC Mgr - IBOs				
P	WTC	#	Product	Value
1	!	40	MicroFlex...	1,400
1	8	24	FlexiPrint...	25,000
1	9	34	FlexiPrint...	130,000
1	12	4	MicroFlex...	1,500
1	24	55	ColorLase...	16,000
2	2	2	MaxiPrint...	3,500
2	4	38	MicroFlex...	1,500
2	4	30	FlexiPrint...	27,500
2	7	57	Network P...	3,000

Look Up: Product

New

Prioritize a list of your open sales opportunities which is based upon where you are in the sales cycle and your gut feel of winning the sale

### PRODUCT FEATURES

- Fresh new Look-and-Feel!
- Uses the three fundamental skill phases of probing, proving, and closing to divide the sales cycle.
- Sales Advisor technology provides advice on sales strategy when you provide some basic information on the situation surrounding the sale.
- Contact look-up from Palm address book.
- Multi-product functionality - You have the ability to include price lists with extra product and service fields, as well as an automatic discount function.
- Supports Palm OS® 5.0
- Fully integrated with Sales Cycle Manager, Windows Edition (a Free 30-day trial download).

# Minimum Effort, Maximum Returns



# Sales Cycle Manager

PALM EDITION

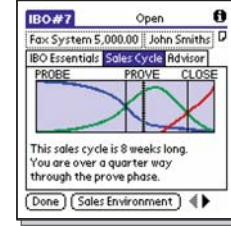
## 1 Provides useful sales strategies to help you win the sale

Using patent pending Intelligent Response Technology, the Sales Advisor compares your progress throughout the sales cycle with its own model of the perfect sale, constantly providing you with useful suggestions on how to plan a winning strategy.



## 2 Set up the sales cycle

Enter the start date and the projected date the sale will close. Sales Cycle Manager calculates the sales cycle length and divides it into three phases in which you use the fundamental sales skills of probe, prove and close.



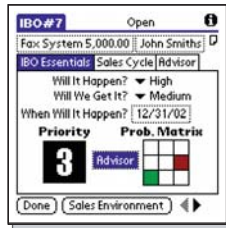
## 2 Answer a few simple questions

Provide your gut feel answers to "Will it happen?", and "Will we get it?" - High, Medium or Low chance. Sales Cycle Manager plots the answers on a nine-point grid.

## 5 Checks your gut feel

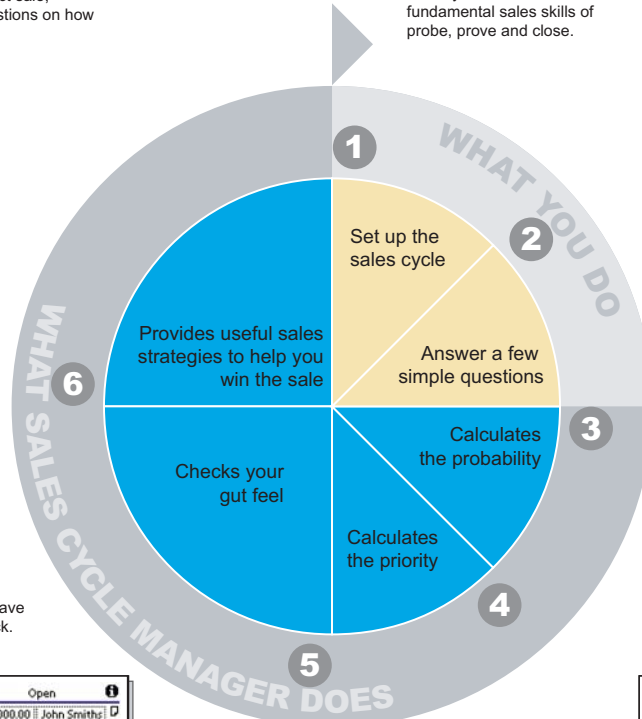
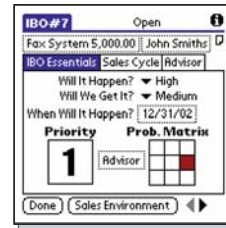
Check your gut feel on the sale using Sales Advisor. Enter a few pieces of vital information on topics such as urgency, decision makers or relationships, and the Sales Advisor will form its own opinion on "Will we get it?" and "Will it happen?"

Sales Advisor displays its values of probability and priority with yours, so you have an instant feel that you are on the right track.



## 4 Calculates the priority

Sales Cycle Manager considers the probability value and where you are in the sales cycle before assigning one of five possible priority values to your opportunity. Your prioritized opportunity list can be worked with confidence no matter which stage of the sales cycle you are at.



## ALSO AVAILABLE

Sales Cycle Manager - Windows® Edition

Get your free Windows-based version of Sales Cycle Manager at [www.salesways.com](http://www.salesways.com).

For the ultimate in personal sales automation convenience and functionality, synchronize your opportunities between Sales Cycle Manager, Palm Edition and Sales Cycle Manager, Windows Edition.

Sales Cycle Manager, Windows Edition has all the features of Sales Cycle Manager, Palm Edition, and adds enhanced data entry, display, and management capability.

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