



Sales Cycle Manager 2

WINDOWS® EDITION

ID	W/LTC	W/LR1	Last Name	First Name	Company	W/LR2	W/LR3	Value	Sales Cycle	Product
23	1	100	Colfax	Rosanne	Euro Home Interiors Inc.	Med	Med	\$1,200	12	Microsoft 2000 color
4	4	100	Chen	Helen	InfoFlow Inc.	High	Med	\$1,200	12	Microsoft 2000 color
24	4	100	Ramsey	John	W/LR1/2/3/4/5/6/7/8/9/10/11/12/13/14/15/16/17/18/19/20/21/22/23/24/25/26/27/28/29/30/31/32/33/34/35/36/37/38/39/40/41/42/43/44/45/46/47/48/49/50/51/52/53/54/55/56/57/58/59/60/61/62/63/64/65/66/67/68/69/70/71/72/73/74/75/76/77/78/79/80/81/82/83/84/85/86/87/88/89/90/91/92/93/94/95/96/97/98/99/100	High	Low	\$25,000	12	FlexPrint 1500 B&W
40	5	100	Verabrook	Mark	Maintenance Touches Co.	High	Med	\$1,400	12	Microsoft 2000 color
22	5	100	Boucher	Alan	Maison Rouge Co.	High	Low	\$50,000	12	FlexPrint 2000 - B&W
36	11	100	Carolan	Janice	Sunshine Records Inc.	High	Low	\$15,000	12	Microsoft 2000 Ultra
34	14	100	Williams	Ruthy	True Blue Production Co.	High	Med	\$1,200	12	FlexPrint 1500 Ultra G
Revenue Forecast									\$	\$74,500
20	1	100	Blomax	Diane	DMS Systems Inc.	High	High	\$15,000	12	Microsoft 2000 color
2	2	100	Adams	John	Division Chief Products Inc.	Med	Med	\$3,500	12	Microsoft 4000 VL color
30	4	100	Prater	Angie	Surreal Vacation Vehicle	High	High	\$27,500	12	FlexPrint 1500 Ultra G
8	5	100	Bathman	Henry	Safe Harbor Building Co.	High	High	\$27,000	12	FlexPrint 1500 Ultra G
30	9	100	Perez	Reggie	Superior Financial Co.	Med	Med	\$1,500	12	Microsoft 2000 color
Revenue Total									\$	\$31,800
Breakthrough Needed									\$	\$0
Leads to Allow									\$	\$0

Looking to improve your selling processes?

Put the power of SalesWays sales methodology to work for you with Sales Cycle Manager - Windows® Edition.

Sales Cycle Manager has a FREE 30-Day Trial! Download today at www.salesways.com!

Competition amongst today's sales people is fiercer than ever. Grueling schedules, hard-hitting competitors, and demanding prospects can all take their toll on a salesperson's ability to execute.

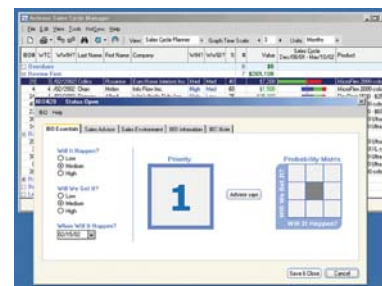
SalesWays' Sales Cycle Manager - Windows® Edition, harmonizes with the salesperson's most natural ability – selling. By presenting a complete, easy-to-follow methodology that automates key aspects of the decision making process inherent to every selling cycle, Sales Cycle Manager empowers the salesperson to confidently work through opportunities in an order that puts precious resources to the best advantage.

The latest version of Sales Cycle Manager, Windows Edition also adds useful workgroup functionality that allows the sales team to build accurate group forecasts and rely on consistent probability figures. The sales manager gets access to a sophisticated Microsoft Excel®-based Manager Template that extracts useful statistics such as win-loss ratios, sales per rep, sales per product/group, and much more.

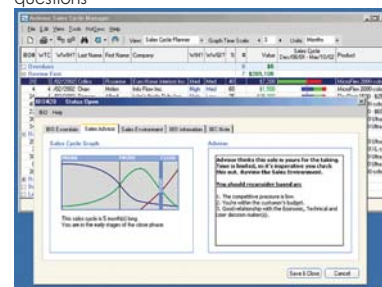
The results? More face time with prospects, greater confidence, and a better-organized sales process that you can count on again and again.

"An invaluable addition to your sales arsenal!"
- Alan Yoshioka

"Easiest program I have ever used to manage my sales leads."
- Noel Perry



Calculate the priority and probability of all your opportunities by answering just three essential questions



You provide basic information on your opportunities, and the Sales Advisor technology gives effective advice on sales strategy

PRODUCT FEATURES

- Contact integration via Microsoft Outlook and ACT! 5.0 (2000). Import all your key contacts with the click of a mouse!
- Enhanced data export capability. You can export sales data into a Microsoft Excel® 2000 file, where you can analyze your results. Select exactly which fields you wish to export and save the criteria for future use!
- Multi-product functionality. You have the ability to include price lists with extra product and service fields, as well as an automatic discount function.
- Full compatibility with Sales Cycle Manager for Palm OS®. For the ultimate in personal sales automation convenience and functionality, synchronize your opportunities between your Palm OS-powered handheld and your PC!
- A variety of views. Including weighted or unweighted forecast and an opportunity archive!

Minimum Effort, Maximum Returns

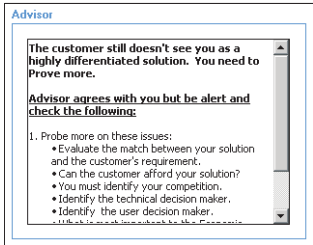


Sales Cycle Manager

WINDOWS® EDITION

6 Provides useful sales strategies to help you win the sale

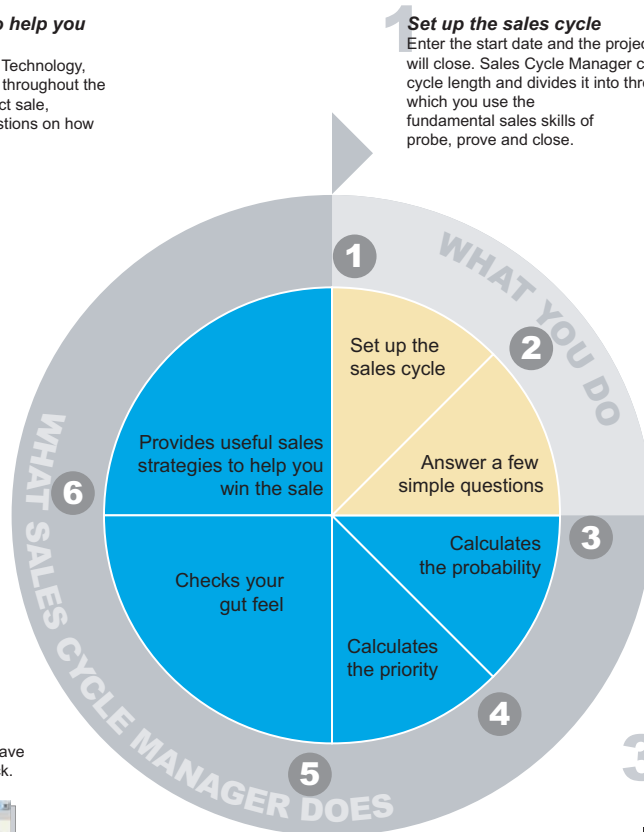
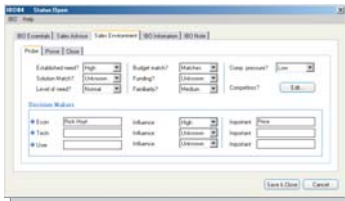
Using patent pending Intelligent Response Technology, the Sales Advisor compares your progress throughout the sales cycle with its own model of the perfect sale, constantly providing you with useful suggestions on how to plan a winning strategy.



5 Checks your gut feel

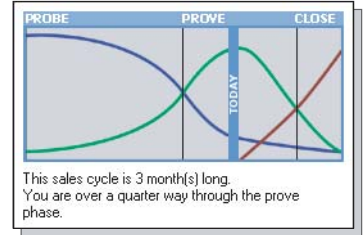
Check your gut feel on the sale using Sales Advisor. Enter a few pieces of vital information on topics such as urgency, decision makers or relationships, and the Sales Advisor will form its own opinion on "Will we get it?" and "Will it happen?"

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



1 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.

Will It Happen?

Low
 Medium
 High

Will We Get It?

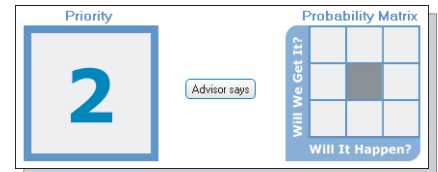
Low
 Medium
 High

When Will It Happen?

02/14/02

3 Calculates the probability

Behind the scenes Sales Cycle Manager assigns one of six probabilities of winning the sale depending on your input. It's simple, consistent and powerful.



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 - Palm® Edition

Get your FREE Palm-based version of Sales Cycle Manager at www.salesways.com!

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

Sales Cycle Manager, Palm Edition has all the features of Sales Cycle Manager, Windows Edition, with the added power of portability.

Palm OS is a registered trademark of Palm, Inc.
Microsoft Excel and Microsoft Outlook are registered trademarks of Microsoft Corporation