



Higher Adoption and Improved Analytics Drive Predictable Sales Results

eValuePrompter® maximizes selling time, improves customer experience (CX) and gives leadership improved insight into sales effectiveness

According to Gartner, nearly three out of four (76%) senior sales executives expect increased budgets for sales technology – but the proliferation of revenue tech makes it challenging to know where to invest your limited resources.

And if you do find a fit, the issue is only compounded by training on new technologies, integration problems and administrative work that all eats away at precious selling time.

The solution is a customer-focused toolset like the eValuePrompter that delivers the quick application of ValueSelling concepts to streamline seller workflows, improve CX and provide leadership with powerful insight into what's working and what can be improved.

The best part is eValuePrompter is built inside Salesforce and designed to seamlessly integrate with any 3rd-party app. That means no asking your team to learn a new system and no time wasted on redundant admin work or platform switching.

Realize Immediate Application and Immediate Results

Training takes customer-facing teams out of the field. The eValuePrompter ensures you're compensated with an immediate lift in sales performance.

The eValuePrompter increases adoption of The ValueSelling Framework® by making key ValueSelling concepts immediately available, relevant and actionable: We provide templates for ValuePrompters®, Mutual Plan Letters, Reverse Timelines and Power Maps to help revenue professionals implement ValueSelling Framework concepts on the job immediately.

EVALUEPROMPTER TOOL SUITE



ValuePrompter®



Mutual Plan



Opportunity Assessment



Power Map



Reverse Timeline



Both TrainingIndustry.com and Selling Power have named ValueSelling Associates to their annual Top 20 Sales Training Companies list.



Improve Sales Metrics

As your team adopts ValueSelling Framework® concepts, you'll see improvements in key sales metrics like velocity, win rates and deal sizes. eValuePrompter® comes with reports and dashboards to track these metrics so you can measure the impact of The ValueSelling Framework on your sales results. You'll gain insight into which parts of the methodology drive the biggest impact so you can optimize accordingly.



Gain Advanced Analytics and More Effective Sales Coaching

eValuePrompter gives you a holistic, data-driven view of your sales pipeline and team performance at a glance. You'll see opportunities broken down by sales-cycle stage and ValueSelling tools used – and you'll dive into individual performance patterns to identify successful behaviors and gaps in execution.

In turn, sales coaching efforts are transformed through:

- **Effective and Predictable Deal Reviews**
the Opportunity Assessment tool provides a powerful, objective formula for evaluating deals and moving them to close.
- **Dashboards to Reveal Gaps in Execution**
don't guess where to invest time with your team; know where you'll see the biggest lift.
- **Coaching Conversations Focused on Results**
the eValuePrompter provides a comprehensive overview to save managers time on data analysis and ensure sellers walk away with actionable advice.

Try eValuePrompter® free for 30 days.

We provide onboarding and training to help you hit the ground running.

To learn more or request a demo, contact evpsupport@valueselling.com.

Reduce Ramp-Up Time and Retain Top Talent

With the eValuePrompter, new hires can complete in-app training courses and learn by using templates to work on live opportunities. In turn, your top talent will experience less "seller drag" and appreciate the added selling time. The eValuePrompter removes the burden of redundant admin work and platform switching through its seamless integrations and ability to auto-populate crucial data – freeing up your rainmakers to do what they do best.

Facilitate Collaboration Across Teams and Build Customer Loyalty

eValuePrompter® enables collaboration across the organization to optimize the customer experience and sales process. Our toolset helps revenue teams eliminate silos and easily share vital customer knowledge through:

- **Seamless CX** – improved handoffs between sales, customer success and support.
- **Feedback Loops for Continuous Improvement** – equip marketing and enablement with insight into customer needs, desires and behavior and receive better resources tailored to your ideal customers.
- **Reliable Renewal Sales** – always have a dependable starting point to monitor value realizations and begin renewal conversations.



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