



## Canvassing for sales using Talknotes

Tracking sales prospects is essential for maximizing the ability to turn prospective clients into customers. Sales' canvassing is a multiple-step process with certain customers; involving a constant thread of discussion. There is also the need to schedule appointments, present product news or announcements, as well as reaching out, or touching base from time to time. This process could involve a large number of contacts which need to be organized to maximize your sales effort on the phone.

There are many applications that facilitate these sales activities; what TalkNotes Plus provides is the power of such applications on the smart phone, with enhancements that takes advantage of the Smartphone platform,

- Provides means of entering preparatory notes on prospects, to focus on specific prospect needs. Such information is presented on call ringing or pickup.
- Allows you to enter, review and save notes on the thread of a conversation, while the call is in progress. Also, the ability to multitask and create additional sales lead record in the contact database during an in-progress call
- Global search, sort and filter features to retrieve and review existing notes and or contacts
- Schedule contact follow-up appointments during the call, which are automatically posted to the Google calendar. Notes list can be extracted as a follow up, to do list for the day. In addition, notes can be marked for completion, acting not only as a reminder, but also to mark prospect/sales milestones.
- Social Media Ready - Notes could be shared through SMS, email, Facebook and Twitter
- Manage large number of prospects and or client contacts In TalkNotes Plus. Notes could be exported to a spread sheet or uploaded and archived in the cloud.

Despite its' suitability for keeping notes on conversation threads, TalkNotes Plus also provides for general note taking by allowing the attachment of pictures and sound files. These notes could be disseminated by SMS or email. To highlight a product from a different perspective, your customer may want to see additional pictures. TalkNotes Plus could be used as a center or point of record for communication with prospective clients. For example, notes with pictures and sound could be composed, and then transferred to email and saved as a draft on the smart phone. The draft document could be completed on the desktop with additional attachments and then sent out by email. In addition to accessibility on the desktop, the notes are still promptly available during phone conversations.