



Microsoft® Office Live Meeting

More Effective, Faster Sales

Microsoft® Office Live Meeting, will make your communications with colleagues, customers, prospects and business partners more effective. Engage new and existing clients in hands-on demonstrations thousands of miles away or kickoff sales programs with your entire dispersed sales staff. You'll have the ability to facilitate smaller, interactive meetings or present to larger audiences in an event-like environment - all from the comfort of your desk.

10 Ways to Beat Quota by Using Online Collaboration:

- + **BETTER ORDERS** – Within Live Meeting's interactive online meeting environment, complete with Microsoft Office PowerPoint animations and builds, your team is able to create compelling content that engages customers no matter where they are—allowing you to share the value of your products and build urgency in the clients' eyes.
- + **MORE ACTIVITY** – By minimizing time on the road, sales teams can increase the number of client presentations made every day. By leveraging productive online meetings, your sales professionals can meet more decision-makers, marshal more resources, and work across more platforms in less time.
- + **BROADER COVERAGE** – Companies of all sizes are being forced to expand their market presence and sales coverage areas, both locally and globally. Sales and support professionals—working productively online and traveling less—can cover more customers across a wider territory.
- + **RICHER MARGINS** – Combining the benefits of increased sales volume, reduced travel costs, and improved productivity, your organization will rapidly realize the ROI of Live Meeting services.
- + **FASTER CLOSES** – Live Meeting minimizes delays in the buying process by reducing face-to-face meeting and travel requirements that can hold up deals and unnecessarily raise the time to close sales.
- + **BEAT COMPETITION** – Minimizing communication barriers between your sales team and customers can result in your organization staying ahead of the competition.
- + **FASTER PROGRAM LAUNCHES** – Keeping in touch with teams online through Live Meeting reduces delays in product and program launches due to meeting size and travel dependence. Sales teams are able to get competitive response programs out sooner and help account managers respond faster.
- + **TRAIN FASTER, AND MORE OFTEN** – Live Meeting helps train managers, staff and new hires faster and at lower cost by reducing speaker and participant travel to and from field operations. Utilizing record and playback functions, you can develop

a library of sales product content to train your team on product releases and sales programs to keep them informed in any location at any time.

- + **LOWER SELLING AND SERVICE COSTS** – With Live Meeting, sales teams are able to reduce travel and related operational costs in sales and support.
- + **CUSTOMERS BENEFIT, TOO!** – Increasingly, buyers are also faced with productivity pressures. Through its familiar interface and easy-to-use tools, Live Meeting provides buyers with new levels of convenience that help raise their productivity and improves their connection to your organization.