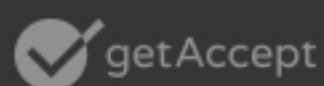
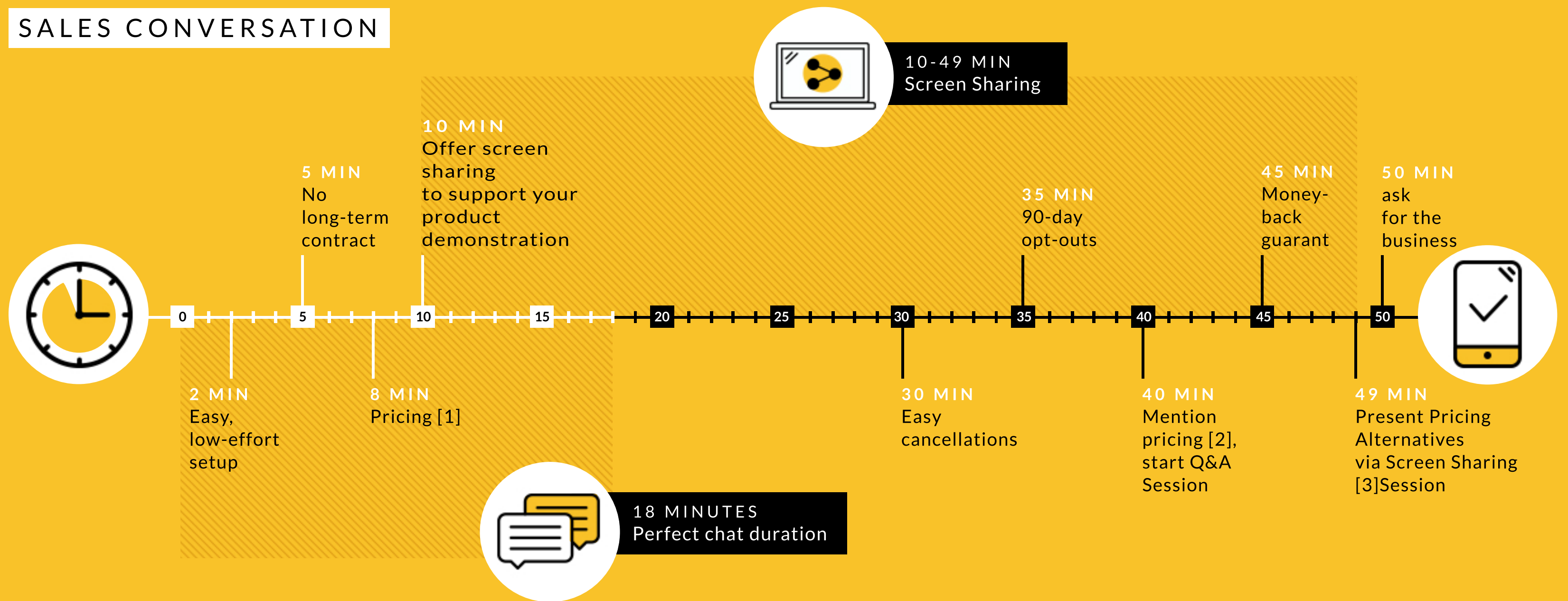


The Perfect SALES CONVERSATION



Companies working with electronic signatures close their deals fast. 58% is signed within the first day and of those 44% are signed within the first hour. (True for a test group of over 40 000 signed documents).

Samir Smajic
CEO @GetAccept



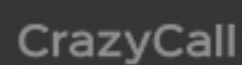
Looking at the issue from a broader perspective, implementing LiveChat on websites actually increases the total ratio of sales conversations to begin with. Chat satisfaction for sales in 2016, according to our study was at a whopping 95% with an average chat duration of 18 minutes.

Justyna Polaczyk
Content Writer @Livechat



Responding to web-generated leads within 5 minutes leads to a 900% increase in contact rates. Calling a lead within 5 minutes makes them 4x likelier to qualify than if you call within 10 minutes. Imagine the possibilities when phone calls are enhanced by zero-friction screen-sharing.

Jói Sigurdsson
CEO @CrankWheel



The most appropriate time of making sales calls - drawing on the experiences of our users, is either in the "early" morning, that is about 8:00-9:00 AM or at 4:00-5:00 PM, when the prospects are most likely pack their stuff from work and count minutes until they go home.

Szymon Golyski
Head of Support @CrazyCall



Personalization Matters! Personalized emails are proved to have CTR improved by 14% compared to standard cold emails. It also directly influences the conversion rate with a 10% increase. One can automate the entire personalization process by using all the data collected about a particular customer.

Michał Korba
Growth Manager @UserEngage



Sales representatives can easily run through the decision tree during a conversation to see how qualified a potential customer is. By using decision trees that address specific criteria like sales distribution, promotions and marketing efforts, businesses can identify the best leads of the bunch.

Bill Dettering
CEO & Co-Founder @Zingtree