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ConnectLeader® Version 7.3 allows users to capture, track, and call new referrals directly from calling sessions

ConnectLeader, developer of Personal Dialer® and Team Dialer® sales dialing solutions, announces the availability of their latest update, version 7.3. ConnectLeader V7.3 features the ability to capture call referrals and immediately dial the number from ConnectLeader during an outbound dialing session.

Salem, NH – ConnectLeader has announced the latest version of the ConnectLeader Sales Acceleration Platform, version 7.3. This new version includes a number of innovative new features including referral tracking, context based display column mapping, enhanced dashboard usage trends, and more.

“ConnectLeader is fully dedicated to providing leading edge technology for B2B sales teams looking to accelerate their sales productivity,” said Mark Lynch, Director of Business Development for ConnectLeader. “Our latest features provide users with more visibility, flexibility, and functionality. Our goal is to improve personal sales productivity for all reps.”

“Got Referral” feature allows sales reps to immediately call referrals even during dialing sessions

The most exciting new feature allows sales representatives to call referrals immediately during their outbound dialing session without having to end the session or go back and forth between ConnectLeader and the CRM software. Certain CRM system users will also be able to create a new referral lead or contact record in their CRM directly from ConnectLeader. ConnectLeader provides real-time bi-directional synchronization with most CRM systems.

Additional Improvements:

Expanded List Intelligence – ConnectLeader users will have access to more intelligence on their calling lists that allows them to take appropriate action and improve ROI.

More Real-Time Analytics – Both users and managers will be able to dive deeper into their calling statistics directly in ConnectLeader. For instance, managers will be able to view historical usage trends including the number of dials, connects, and completed conversations. Users will be able to view current dialing statistics on the ConnectLeader control panel.



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Enhanced CRM Integration – ConnectLeader continues to expand their out-of-the-box integration with leading CRM systems. ‘Out-of-the-box’ means no additional custom development time, no APIs to navigate, and no additional cost. ConnectLeader currently integrates with Salesforce.com, Oracle CRM On Demand, Microsoft Dynamics CRM, NetSuite CRM, and Zoho CRM.

About ConnectLeader

The ConnectLeader Sales Dialing Platform helps B2B sales organizations improve personal and team sales productivity by reducing non-productive calling tasks. We were the first in the market to offer a single dialing platform, provide full visibility into the dialing process, and provide bi-directional synchronization with Salesforce.com, Microsoft Dynamics CRM, Oracle CRM On Demand, NetSuite CRM, and Zoho CRM.

Personal Dialer[®] is a state-of-the-art cloud based dialing application that helps sales professionals, business owners, and consultants improve their sales productivity while maintaining control of the calling process. Sales reps using Personal Dialer can increase their calling productivity by 50 to 100%.

Team Dialer[®] is a sales acceleration solution for organizations who wants to accelerate outbound dialing for sales prospecting, business development, and lead qualifying purposes. Team Dialer accelerate the sales process by reducing non-productive calling tasks and integrating with sales automation systems. The Team Dialer solution combines state-of-the-art cloud-based software technology with a team of human dialing agents who perform non-productive calling activities like navigating phone trees, gatekeepers, and leaving voice mail messages. Team Dialer customers report having 8 to 12 live conversations per hour, an 8X increase over manual dialing.

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