



## Qualifier

**This is the ultimate, easy-to-use tool if you have:**

- Salespeople who don't close enough of their proposals and quotes;
- Salespeople who think their deals will close, but somebody else gets the business;
- A pressing need to get a handle on how many of the opportunities in your pipeline are real.

### Features

- Tool prevents premature quoting and proposing, as well as lost deals to the competition;
- "Packs" of questions help determine whether the salesperson can proceed to the next step in the selling process
- Each report shows a score and recommends whether the salesperson should proceed;
- Manager can easily customize any or all of the criteria, points awarded and responses;
- If the opportunity is not yet qualified, report indicates what the salesperson must still accomplish with the prospect;
- All of a manager's salespeople can access Qualifier from any location;
- Great as a coaching tool;
- Manager can access summary reports sorted by scores or salesperson;
- Qualifier results are optionally emailed to the manager each time a salesperson accesses the site.