

ROI Selling In The Cloud

The same powerful features we developed over 14 years ago in ROI Selling are available in the cloud and in your browser. Using Microsoft's cloud based office products we have created a Collaboration Center for you to store ROI Selling tools, research, datasheets and brochures. This new cloud based program has the same great look and feel we currently provide, except now you can consolidate the data collected from your prospects into a single report. Sales management can now monitor ROI data collection, Marketing can monitor trends, and your sales enablement team will know more information before demonstrating your capabilities. Share data collected, store additional tools and presentations, and enable your team to work on-line or off-line on the same ROI Selling tools.

ROI SELLING RISK ASSESSMENT

Please enter your personal information into the form below and complete all of the questions that follow. Once you submit the form we will send you a custom 7-page report detailing your answers and providing Responses to areas of concern you may have based on industry averages and our research. The answers provided will not be shared with anyone, your privacy is safe. The report is free, and you must provide a valid email address for us to return the results.

First Name •

Last Name •

Company •

Address •

Address 2 •

City •

State/Province •

Postal Code •

Phone •

E-mail •

Comments

Select the Report you wish to run by pressing the button to the right:

Select the questions you wish to answer, check the box and press the button to the left.

Discovery Questions

- Do you lose customers during the time it takes to
- Are your labor costs for document printing contin
- Do postage, paper and ink taking up too much of
- Are you able to keep up with physical storage co:
- Are document searches costly and time consumi
- Are your support costs on the rise because endor

Do you properly understand the tru of your pipeline? •

Are you at least 80% confident in the current quarters forecasted business? •

Does your management team hav play a major role in closing sales opportunities? •

Are you submitting a lot of proposals but not closing enough opportunities? •

Do you have clearly defined ideal outcomes for each meeting? •

Are you in front of enough new prospects? •

Do you have difficulty picking up the phone and making cold calls? •

Reduce Write Offs

works well with various practice management, document management, due date tracking, budgeting, and time loss aspects of each of these technologies critical to delivering a comprehensive view of all work within the firm. This knowledge is necessary for resource management, client management and workload management at all levels.

Annual revenue per return type	Pctg. Time write off occurs	Calculated annual loss from write downs
\$1,480,000	5%	\$88,421
\$5,402,500	5%	\$71,816
\$1,215,000	5%	\$61,847

Increase Revenue by Completing More Returns

XCM replaces the cumbersome and inefficient manual process of moving paper files through the office and centralizes important task information typically housed in disparate applications, paper files, and sticky notes - eliminating countless non-billable hours chasing returns or looking for files. Firms of all sizes use XCM as a strategic management tool to increase efficiency and improve customer service.

Added Revenue from Hours Saved	
Annual number of hours reduced from above calculations:	1,674
Average annual number of hours spent per return:	10.3
Calculated number of additional returns you are capable to complete annually:	163
Enter your total annual billing for tax returns completed:	2,100,000
Average revenue per return:	\$257.67
Total potential revenue from additional time available to complete more returns:	\$42,000

Discussion point: The average XCM customer captures up to 40% of available revenue with added customers

Estimate the percentage of revenue captured from available time:

Total annual added revenue from completing more returns:

PC, iPad or Android, it doesn't matter, ROI Selling is now available to you in the cloud or off-line on your device. The process is the same, we conduct a workshop, build out a design, and then deploy in the cloud. We provide training, consulting and other services like research upon request. All of your data is consolidated on an SQL database and available for custom reporting. No need for a major capital investment, expense the monthly fees and save your cash. Call now for a demonstration.