



Increase Revenue

Maximize Return on
Sales Investments

Shorten Sales Cycle

Reduce New Hire &
New Product Ramp

Improve
Forecast Accuracy

Increase Productivity

Improve Accountability

Minimize Loss
to "No Decision"

Sales Prodigy is a sales management consulting firm that enables organizations to improve their performance by maximizing technology and employee investments resulting in reduced cost of sales and increased revenue.

Driving Revenue through Sales Excellence

Driving revenue is the number one goal of most companies. However, market research indicates that only a small percentage of the sales force is meeting or exceeding revenue targets.

Sales Prodigy can help. We enable firms to improve sales performance through transforming the sales process from an "art" to a "discipline" allowing them to:

- leverage repeatable tactics that are winning business, and
- have better visibility into the sales cycle so that the necessary adjustments to people, process and technology can be made to ensure sales goals are met.

Getting the Most from Your Sales Investments

Investing in the right solution is one thing - ensuring a successful implementation while achieving a quick ROI is another.

Many companies provide either sales consulting or automation.

Sales Prodigy is different – we provide both.

We focus on aligning sales professionals with sales management and redirect behavior resulting in high retention and adoption across the field.

As an authorized reseller of Salesnet and RightNow® Technologies, we provide you with a CRM solution designed to bring value to the field, while aligning marketing, sales, services and management.

Offerings

- **Salesnet Online Sales & Marketing Application** - improves the productivity and manageability of your team
- **RightNow Service™** - Improves visibility of customer information
- **RightNow Voice™** - optimizes contact center's performance with voice and speech technologies
- **Interweave Integration Server for Salesnet** - creates a bi-directional, real-time bridge between your data in Salesnet and Quickbooks,
- **CTFusion Interlink-Salesnet Plug-in** - integrates AltiGen IPPBX to Salesnet initiating customer screen pops and dialing capabilities
- **Professional Services** - utilize our expertise for a rapid deployment and feature optimization

Why Clients Work With Us

Real-world Experience

Our Principals have over 40 years of successful field sales and management experience.

Proven Processes

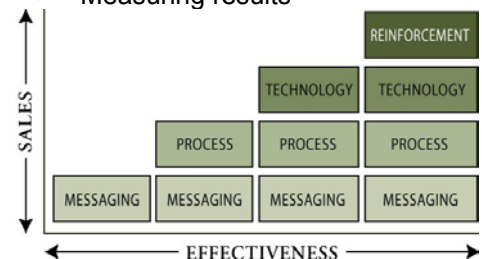
Repeatable and auditable processes help increase effectiveness by:

- ✓ Successfully executing on every opportunity and task by following a map with explicit directions

Integrated Approach

Our deployment approach is results-oriented and increases adoption by:

- ✓ Tailoring solutions specifically to our clients' environments
- ✓ Embedding the solution into day-to-day work routines
- ✓ Measuring results





Partners

Sales Prodigy is constantly involved with independent research to bring our clients effective solutions that enforce and reinforce best practices. We are authorized to resell the following best-of-breed solutions:

- **Rightnow® Technologies (NASDAQ: RNOW)** is leading the industry beyond CRM to high-impact Customer Experience Management solutions. More than 1,500 companies around the world turn to RightNow® to drive a superior customer experience across the frontlines of their business.

Salesnet, a division of Rightnow® Technologies is a hosted on-line software application that specializes in managing and reinforcing successful sales processes that empower companies to sell more effectively. Salesnet is a proven alternative to expensive and complex packaged software.

- **Interweave Technologies Integration** OnDemand offering is designed to help small business and nonprofits, quickly and affordably build, deploy and maintain integration with a wide variety of legacy systems, packaged applications, databases, workflows, and web services.

- **Codefusion** assists small to medium size businesses with integration of Voice over IP (VoIP) and IP-PBX or Hosted IP PBX solutions integration with legacy systems, packaged applications, databases, workflows, and web services.

About Sales Prodigy

Sales Prodigy was founded on the premise of partnering with companies to share knowledge and expertise to help increase revenue and reduce cost of sales through maximizing technology and labor investments.

Our co-founders have over 40 years of successful field sales and management experience across a variety of industries.

Lisa Glinche President & CEO



Prior to co-founding *Sales Prodigy*, Ms. Glinche co-founded **IQNavigator**, a Human Capital Management software, raising over \$20 Million in capital. She sold and managed over \$100 Million in product and consulting services revenue and held various sales and operations positions with **Interlink Group, Sybase, Qwest** and **Pulte Financials Companies**.

Barbra Chase EVP Sales & Marketing



Prior to co-founding *Sales Prodigy*, Ms. Chase generated over \$70 million in revenue, and held various sales and sales management positions with **PeopleSoft/ORACLE, Arrow Electronics, Sybase, Unicru** and **IQNavigator**.

Clients Include



To achieve Sales Excellence contact *Sales Prodigy* today!