

Leveraging AI-Powered Battlecards for Real-Time Sales Coaching

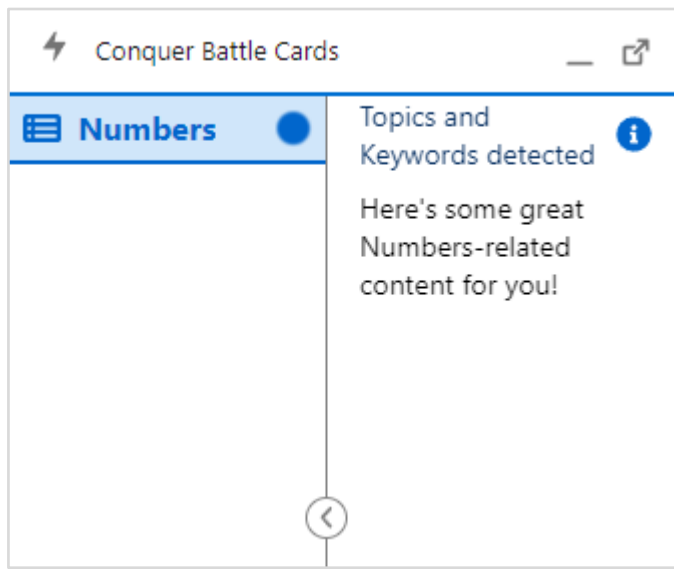
Conquer Voice's AI-Powered Battlecards provide sales reps with real-time insights and guidance during calls, helping you address objections, highlight key product features, and improve your sales performance. This guide will walk you through how to access, customize, and maximize the impact of AI Battlecards within your sales process.

What Are AI-Powered Battlecards?

AI Battlecards are dynamic, real-time tools designed to support sales conversations by providing:

- **Real-Time Guidance:** Context-sensitive suggestions tailored to the call.
- **Objection Handling:** Proven strategies to address common customer concerns.
- **Product and Competitive Insights:** Quick access to product details and competitive advantages.
- **Customizable Prompts:** Tailored to align with your sales process and goals.

These tools help your team stay confident and informed during every call.

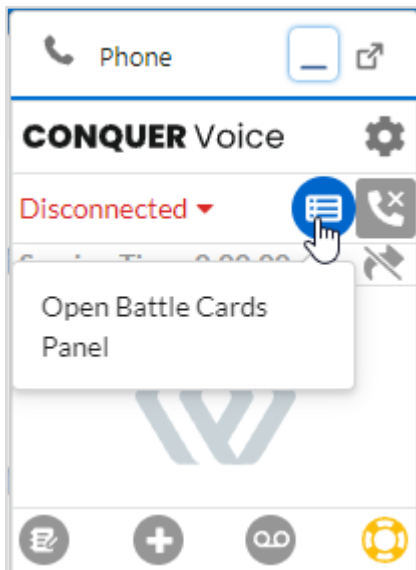


How to Access AI Battlecards

To use AI Battlecards during calls, follow these steps:

1. **Log Into Salesforce:** Ensure you're connected to Conquer Voice within Salesforce.
2. **Initiate a Call:** Use the **Click-to-Dial** feature to start a call.

3. **View AI Battlecards:** AI-powered suggestions will automatically appear on-screen during the call, providing real-time guidance and talking points.



Note: If you don't see AI Battlecards during your calls, your current license may not include this feature. Contact our Sales Team at sales@conquer.io or **schedule a demo** to learn more about upgrading.

Customizing AI Battlecards

To tailor AI Battlecards to your specific needs:

1. **Access Settings:** Navigate to your Conquer Voice settings in Salesforce.
2. **Edit or Add Battlecards:** Modify existing Battlecards or create new ones to address common scenarios, competitive objections, or product details.
3. **Set Triggers:** Assign conditions, such as keywords or customer responses, to display the appropriate Battlecard automatically.

General

Battle cards are presented in real time to agents listed in assigned agent groups. Based on the topics and keywords detected during the call, agents will see relevant battle cards listed by name.

Name*

Assignments*

Princess Elsa ✕
Sha'Ran Love ✕
Cool Group ✕
SL's new test group ✕
✕ | ▾

Topics & Keywords

Topics & keywords that will be listened for during the call. If a keyword or greater level topic is detected, a battle card will be prompted to the assigned user.

temperature ✕

hot ✕
cold ✕
warm ✕
chilly ✕
+

precipitation ✕

rain ✕
snow ✕
hail ✕
+

Add topic

Pro Tip: Collaborate with your Sales Manager or Admin to ensure Battlecards align with your team’s selling strategies.

Best Practices for Using AI Battlecards

- **Familiarize Yourself:** Regularly review available Battlecards to understand how to use them effectively.
 - **Engage Naturally:** Use Battlecards as a guide, not a script, to maintain authentic conversations.
 - **Provide Feedback:** Share insights with your team on which Battlecards are most effective, contributing to their continuous improvement.
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Take Action if You Don't Have Access

If AI Battlecards are not available in your Conquer Voice license, we're here to help!

- **Contact Sales:** Reach out to sales@conquer.io to learn about upgrading your plan.
 - **Schedule a Demo:** Experience the power of AI Battlecards firsthand. [Book your demo here.](#)
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By utilizing AI-Powered Battlecards, your team can enhance sales conversations, overcome objections, and achieve better results faster. For more support, visit the Conquer Help Center or contact us directly.