



**Tate Stone**

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**FOR SALES:** Take a moment to analyze your daily schedule.

What % of your day is *actually* spent SELLING?

If your **HubSpot** or **Salesforce** is a mess, it's wasting your time and making it harder to hit quota.

For teams needing RevOps help—  
Here are the 5 DUMBEST THINGS  
that are slowing you down:



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## Problem #1: No Single Source of Truth.

Create **MASTER** Lists, Views, and Reports that can be easily shared with each Rep.

Without a single source of truth, Reps end up creating their own Lists, Views, and Reports, and creating a giant mess.



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## **Problem #2: Too Many Tabs, Tools, and Integrations.**

Integrate everything into your main CRM. Make sure you can access each tool **w/o leaving HubSpot or Salesforce.**

Don't make Reps open a million tabs to access Salesforce, HubSpot, Outreach, Sales Navigator, Gong, MixMax, ZoomInfo, Salesloft, etc.



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## **Problem #3: Too Much Data Entry**

Some data entry is inevitable, but don't make your reps fill out info that can be populated via **automation** or an **integration**.

Emails, tasks, calls, etc should all sync automatically.

Make sure Reps are updating what is absolutely necessary. Use automation to capture the rest.



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## Problem #4: Something is broken

Stay on top of integration issues, validation rules, broken workflows, broken automation, duplicates, and bad data.

RevOps is NOT *"Set it and forget it"*.

Make sure Reps have an easy way to notify you and get things fixed quickly when there's a problem.





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## **Problem #5: You're not using automated reminders**

Reps can get very busy. Make sure you have **automated reminders** to follow up after X number of days without contact.

Leads will stop slipping through the cracks and your Reps will feel like they're totally on top of their pipeline.



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Solving these problems means  
your Reps have more time to:

- Research and Prepare
- Reach Out and Follow Up
- Improve Selling Skills
- **CLOSE MORE DEALS**



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If you're ready for a RevOps  
Support Team:

- **DM me** on LinkedIn
- Visit us at **[RevBlack.com](https://RevBlack.com)**