

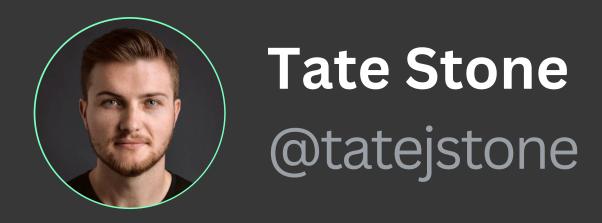
# **FOR SALES:** Take a moment to analyze your daily schedule.

What % of your day is *actually* spent <u>SELLING</u>?

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

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





# Problem #1: No Single Source of Truth.

Create MASTER Lists, Views, and Reports that can be <u>easily</u> shared

### with each Rep.

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





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

Integrate <u>everything</u> 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.

REV BLACK



### 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. <u>Use</u> <u>automation to capture the rest.</u>



### 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 <u>easy way</u> 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.

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



### 

Solving these problems means your Reps have more time to:

#### Research and Prepare

Reach Out and Follow Up
Improve Selling Skills
CLOSE MORE DEALS





### If you're ready for a RevOps Support Team:

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