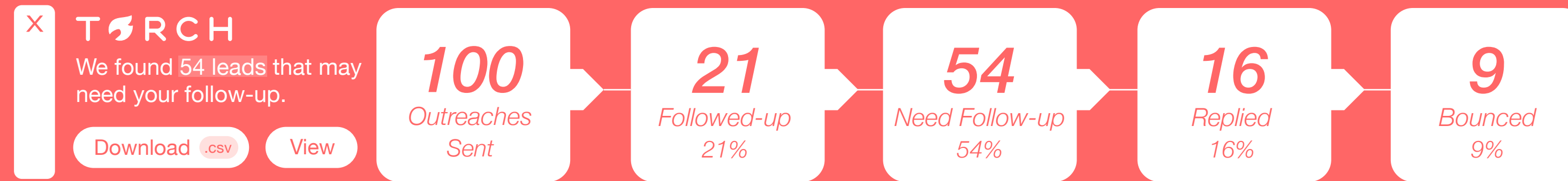




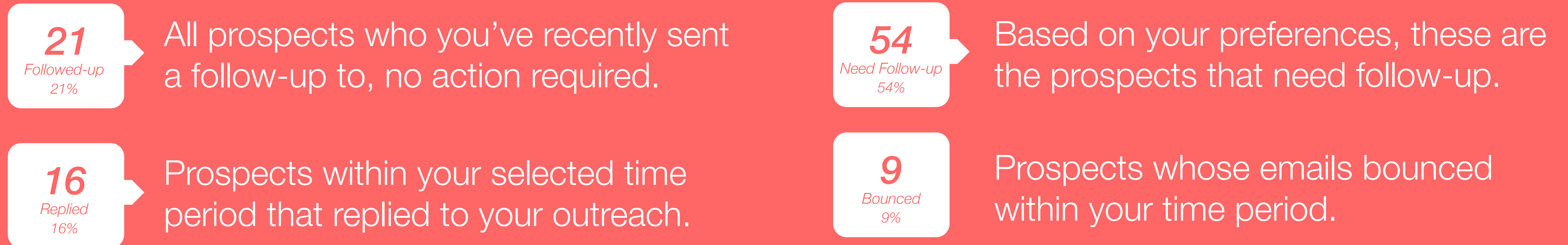
T  R C H

The Fortune is in the Follow-up

Torch Scan

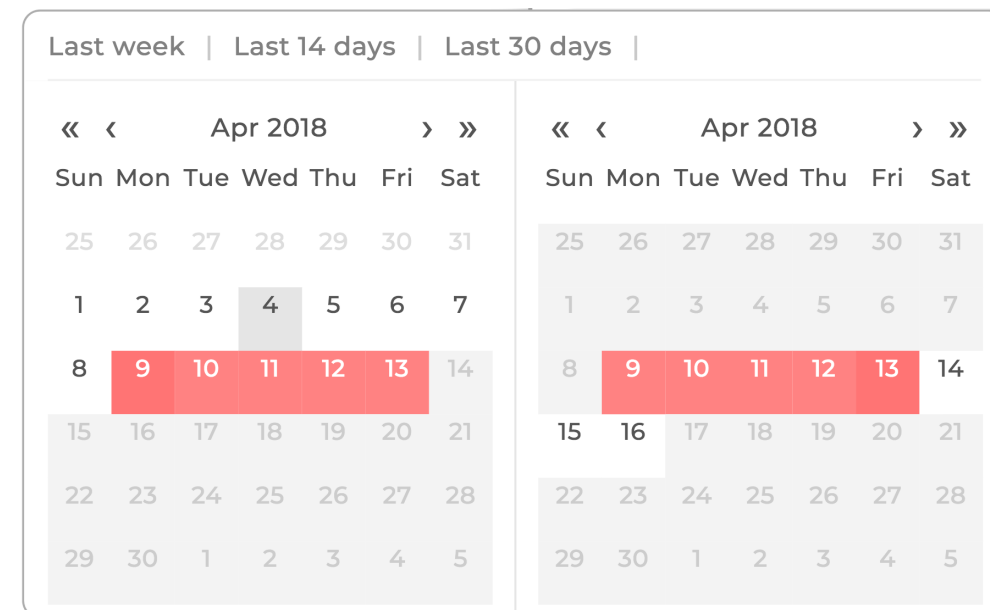


Torch scans your email to categorize your past outreach

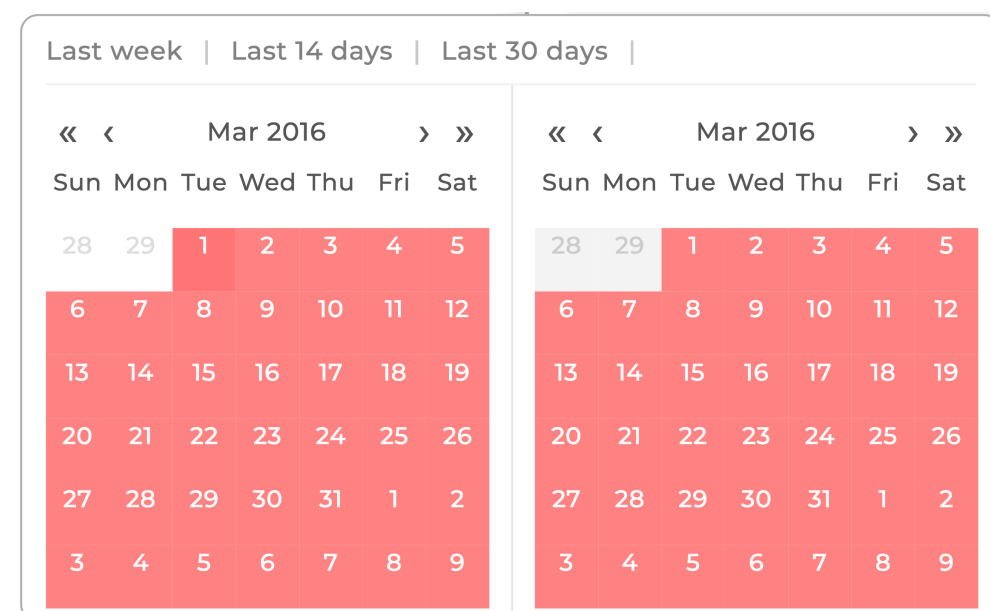


Reps have reached out to thousands of prospects, Torch let's you track down the prospects that need to be followed-up with. The average sale takes 5 outreaches to start a conversation, Torch let's you find prospects where your reps haven't followed up enough, within any time frame.

Use Cases



Scan last week,
Reps conduct frequent scans to see who they need to follow-up with. Torch can give them everyone they reached out to last week who they have sent no follow-up.



Go way back,
Remember back in March of 2016 when you were in beta and customers weren't ready? Go back to that time and get a folder of all replies from that month, then follow-up!

Use Cases

Find prospects I have followed up with:

Never ▾

 Torch Scan

9

Bounced
9%

Find the low hanging fruit,

Go back the last few months to find the prospects that you never sent any follow-up to after your first email, these are your low hanging fruit!

Keep your CRM clean,

Reached out to someone and had their email bounce? Get a list of these bounces to remove from your CRM or let Torch do it automatically. Either way, leaving invalid emails in your CRM costs you money.

Use Cases



Sales Rep left your company?

Do a scan of their last month of emails, get an easy view of all prospects that replied so someone else can stay on top of it. Also get a list of prospects that need follow-up.

☒ Organization-wide response match ?

Smart organization-reply detection,

Reached out to multiple people at the same company?

With Organization-Wide Response Match, Torch detects that and won't tell you to follow-up with others at the org.

TORCH

[illegible]