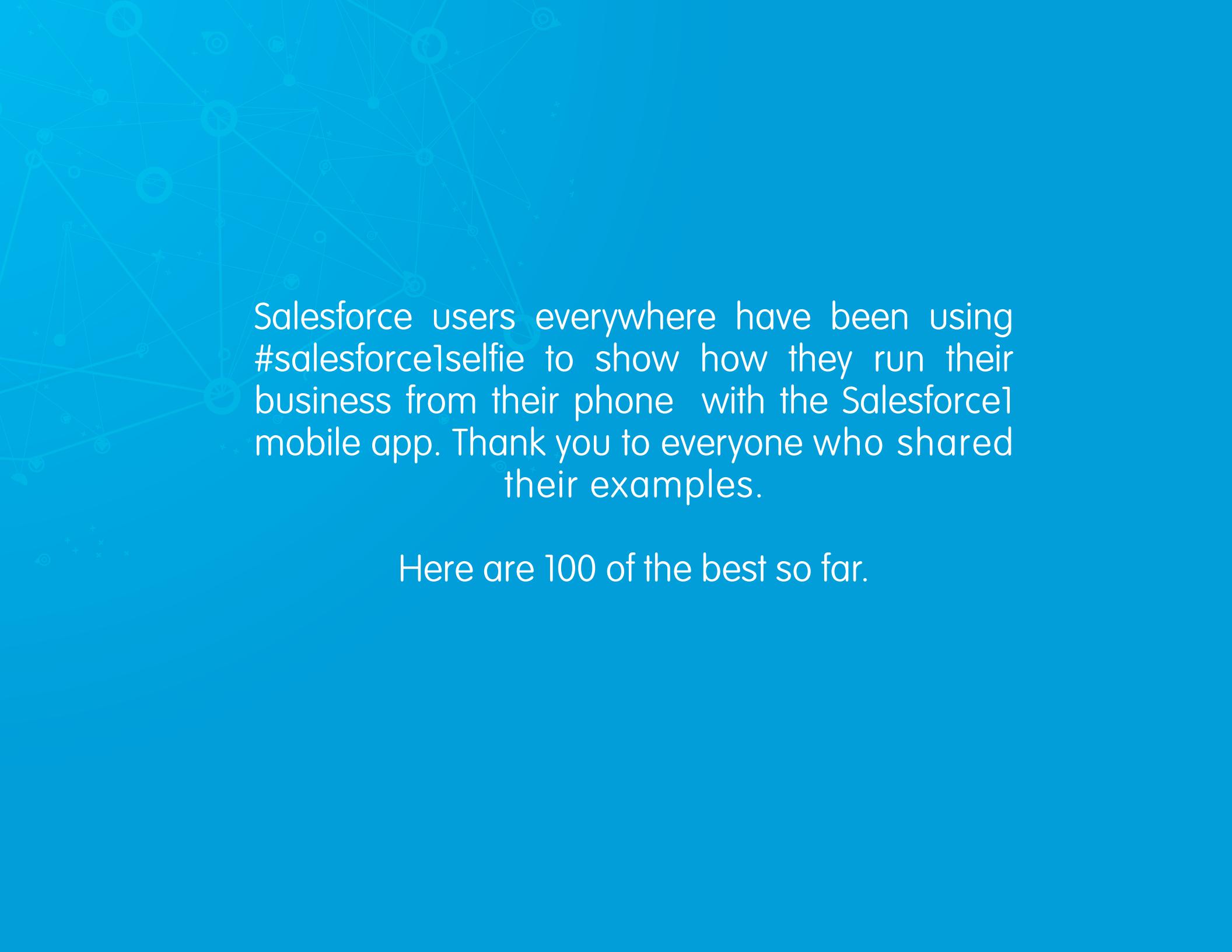


# 100 WAYS TO RUN YOUR BUSINESS FROM YOUR PHONE

(FROM REAL SALESFORCE USERS)





Salesforce users everywhere have been using #salesforce1selfie to show how they run their business from their phone with the Salesforce1 mobile app. Thank you to everyone who shared their examples.

Here are 100 of the best so far.

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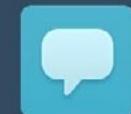
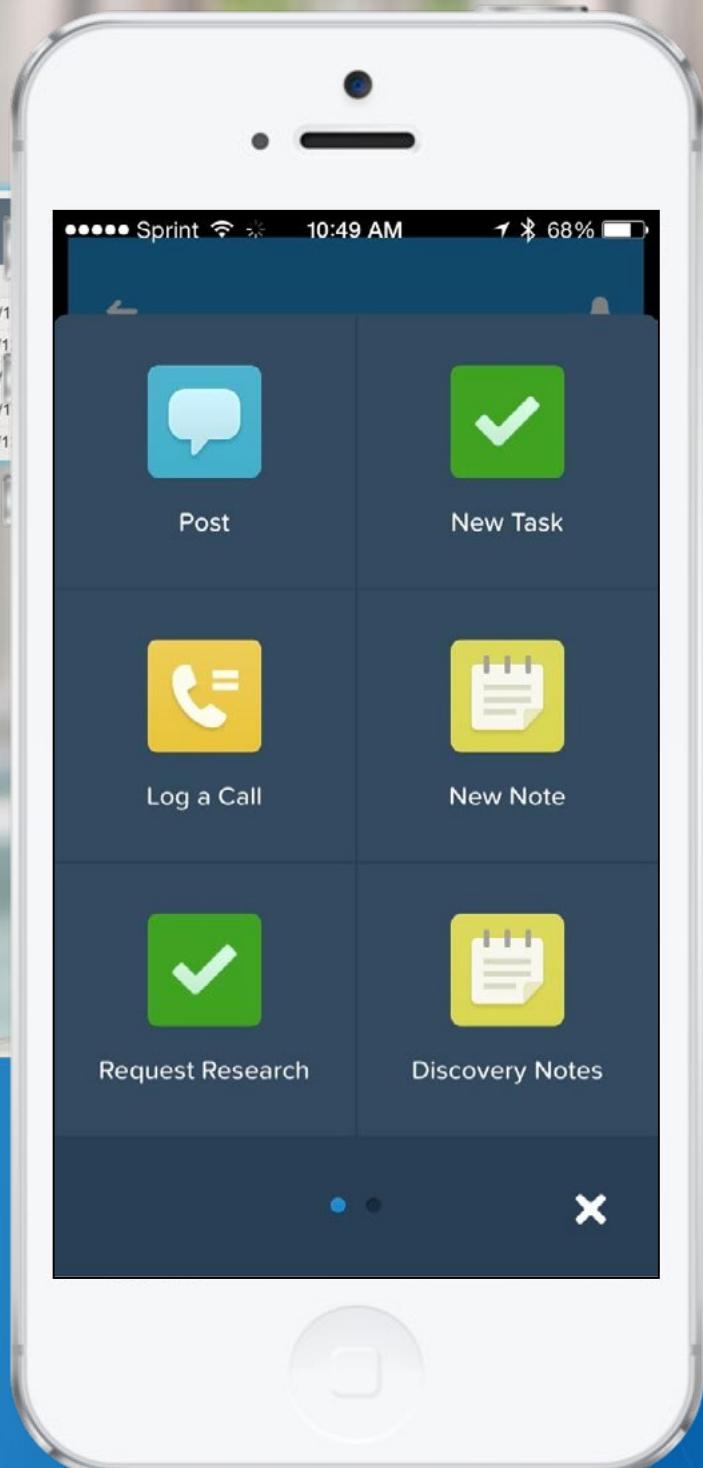


Prospect Activities

Activity	Type	Score	Date
Video	Watched 75%+	5	08/20/1
Video	Play	10	12/11/1
Video	Play	10	08/20/1
Video	Play	10	08/29/1
Video	Play	10	11/16/1

Adam Blitzer

B2B Marketing Automation + Pard.



Post



New Task



Log a Call



New Note



Request Research



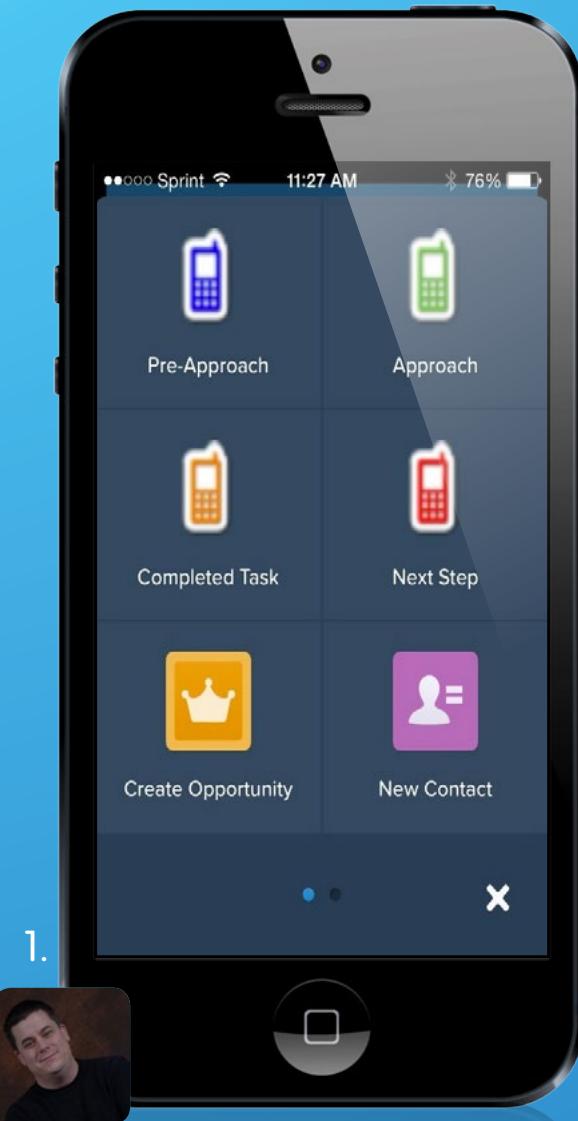
Discovery Notes



Log sales calls, track leads, and close deals from anywhere

## SECTION 1: SALES

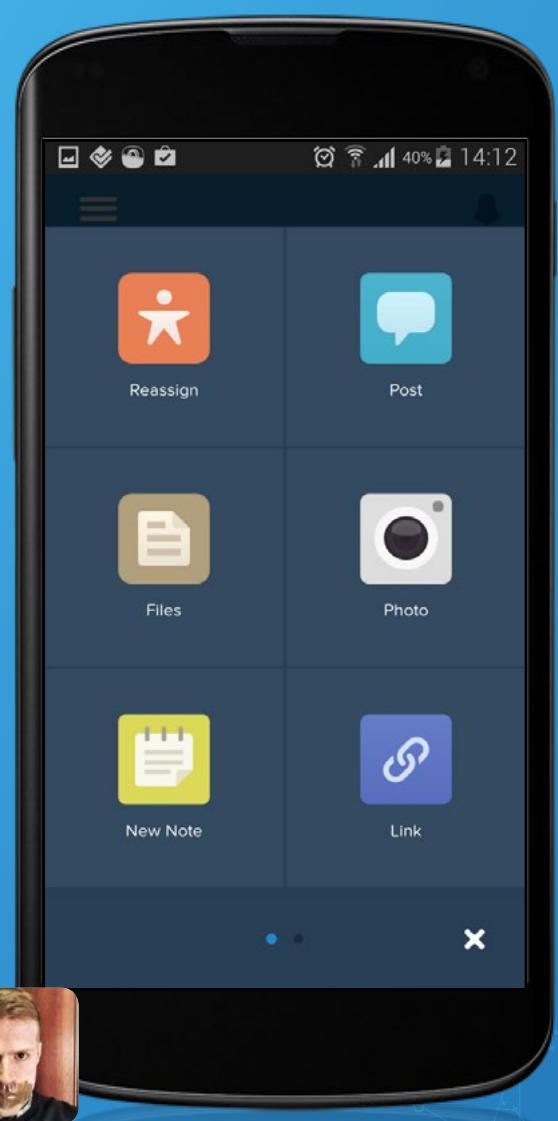
### Log sales calls



Patrick Solum  
@Sodakforce

"#salesforce1selfie One button call logging or our field sales reps."

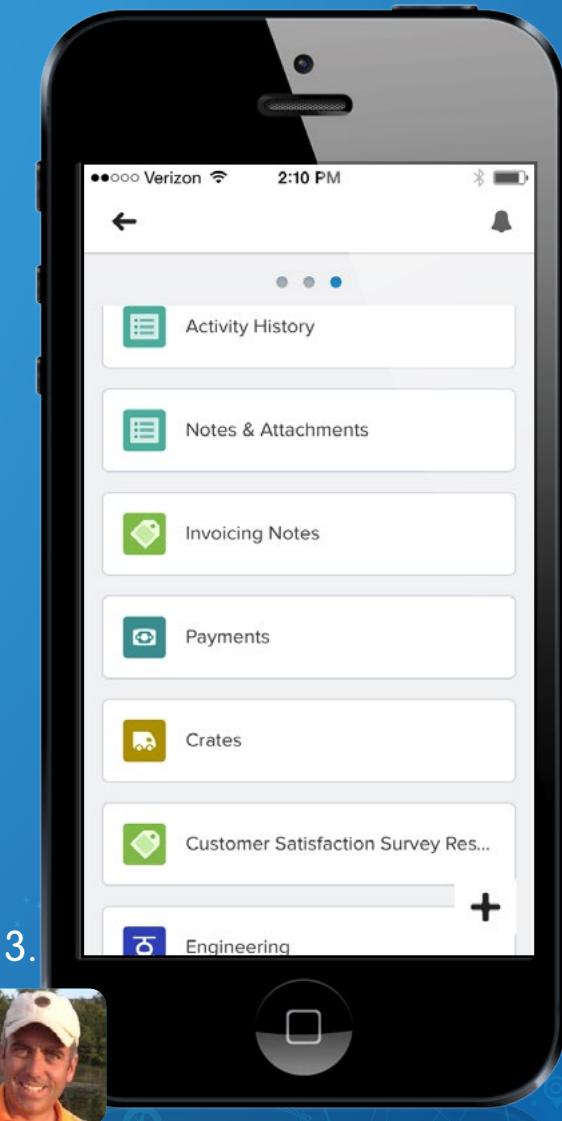
### Assign leads



Ivar Gunnarsson  
@ivargu

"Using a custom reassign publisher action to delegate leads anywhere, anytime. #salesforce1selfie"

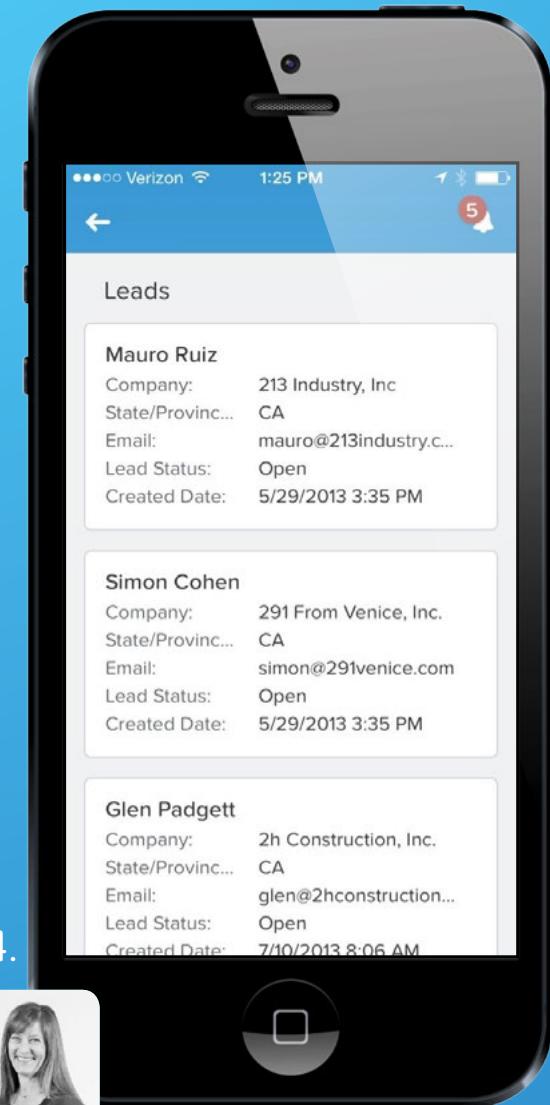
### View deal information



Mike Gallagher  
@gallaghermike

"Finally everything my office knows about a sale is in the palm of my hand! #salesforce1selfie"

## Review new leads



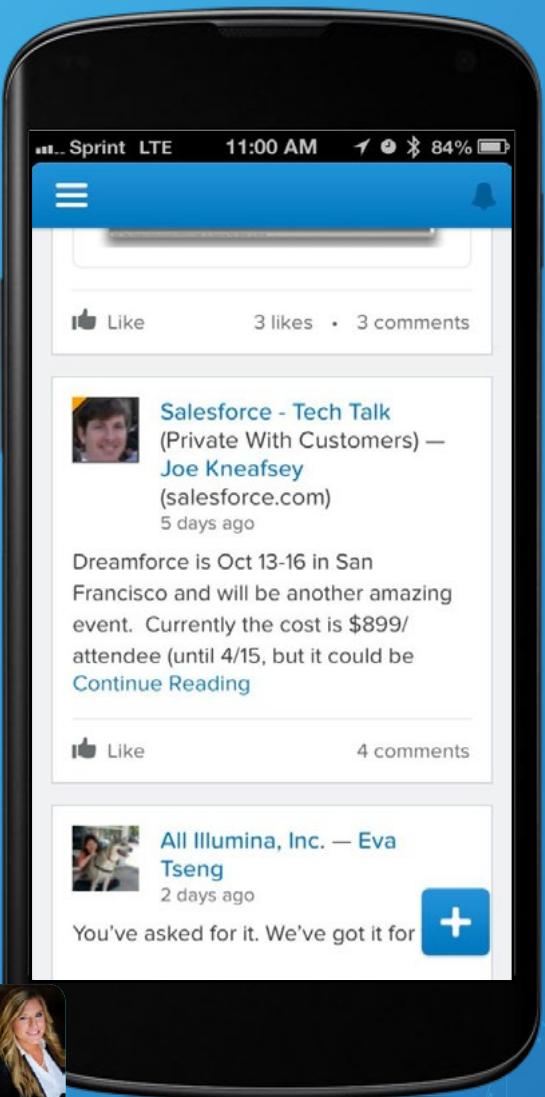
4.



**Kari Simmerman**  
@Kari4asg

"Reviewing new leads while sitting in sales meeting. #salesforce1selfie"

## Collaborate with partners



5.



**Launa Saunders**  
@LaunaSaunders

"Our @salesforce AE collaborating with our #SFDC team - any device, anytime! #salesforce1selfie"

## Take meeting notes



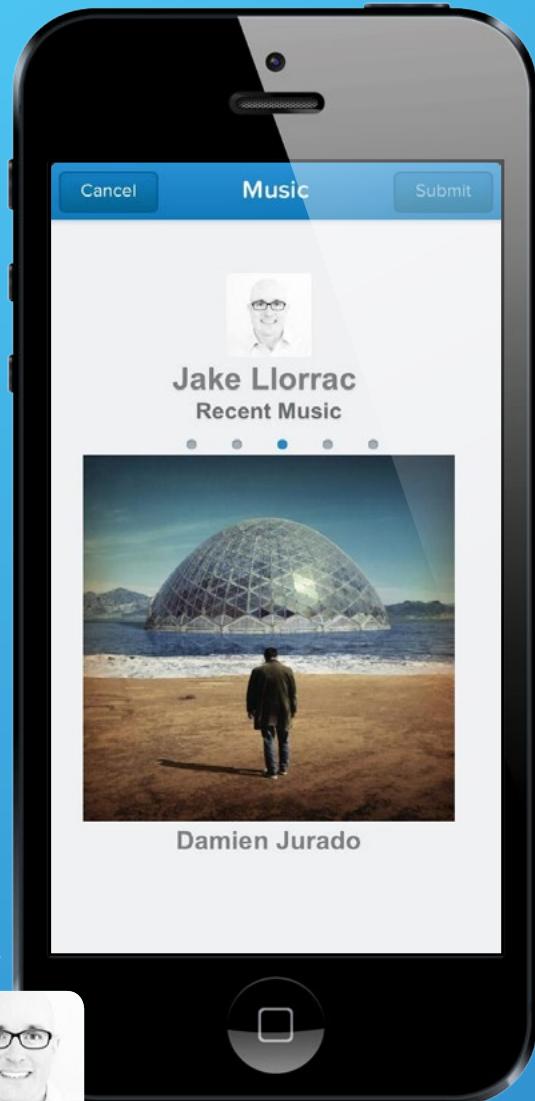
6.



**Bill Doyel**  
@wdoyel

"#salesforce1selfie - Loving the ability to create custom publisher actions for the app!"

## Research your prospects



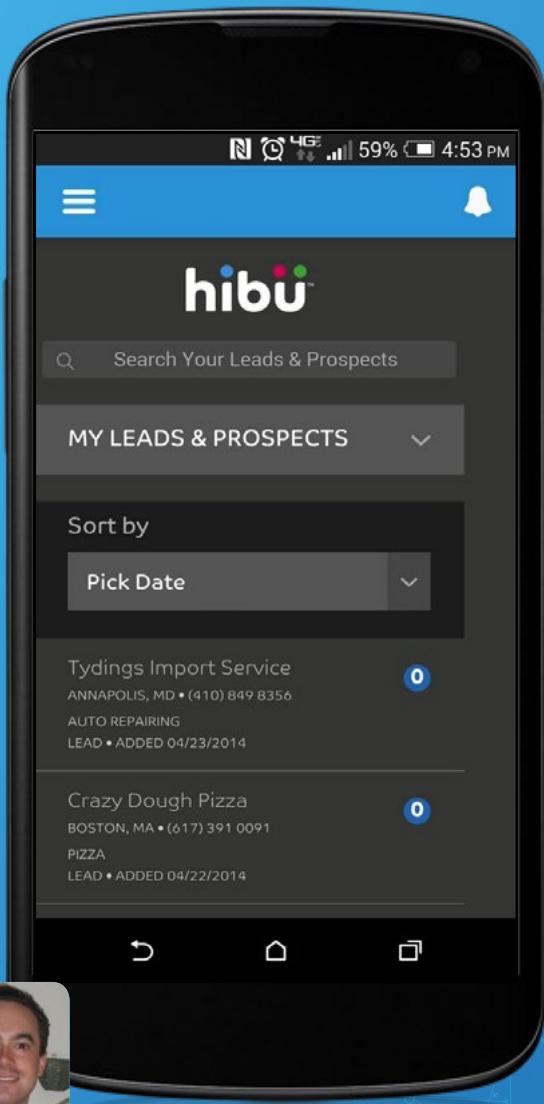
7.



**Matt Welch**  
 @\_MattWelch\_

"With SF1, I can check up on my contacts musical tastes before a meeting.  
#salesforce1selfie"

## Manage your leads

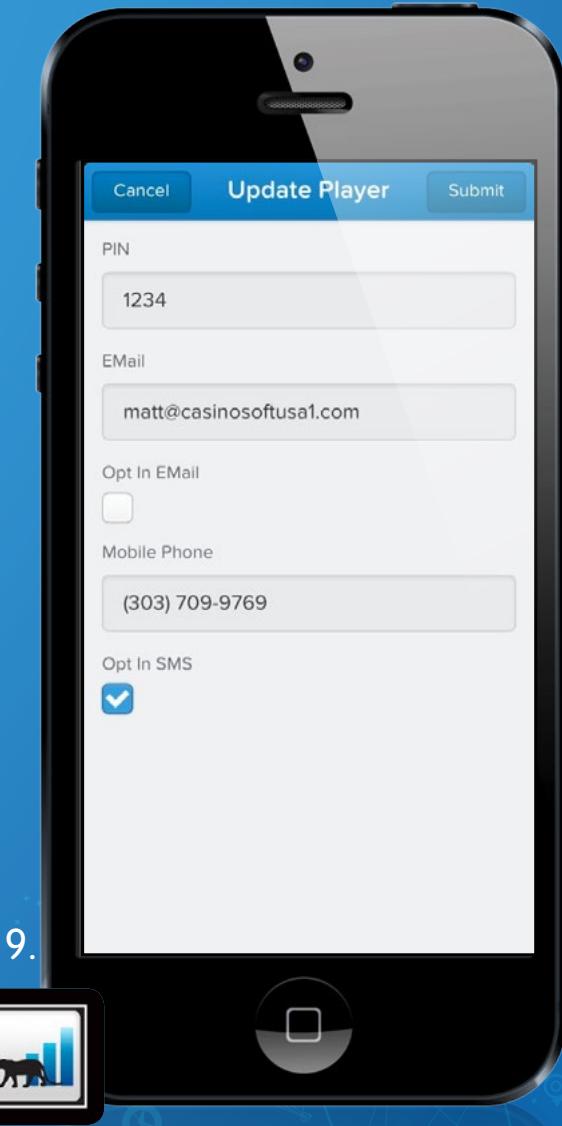


8.



**Aaron Brodsky**  
 @AaronBrodsky  
 "@salesforce Custom VF Lead Management  
 Page designed by Salesforce Services.  
 #salesforce1selfie"

## Update customer information

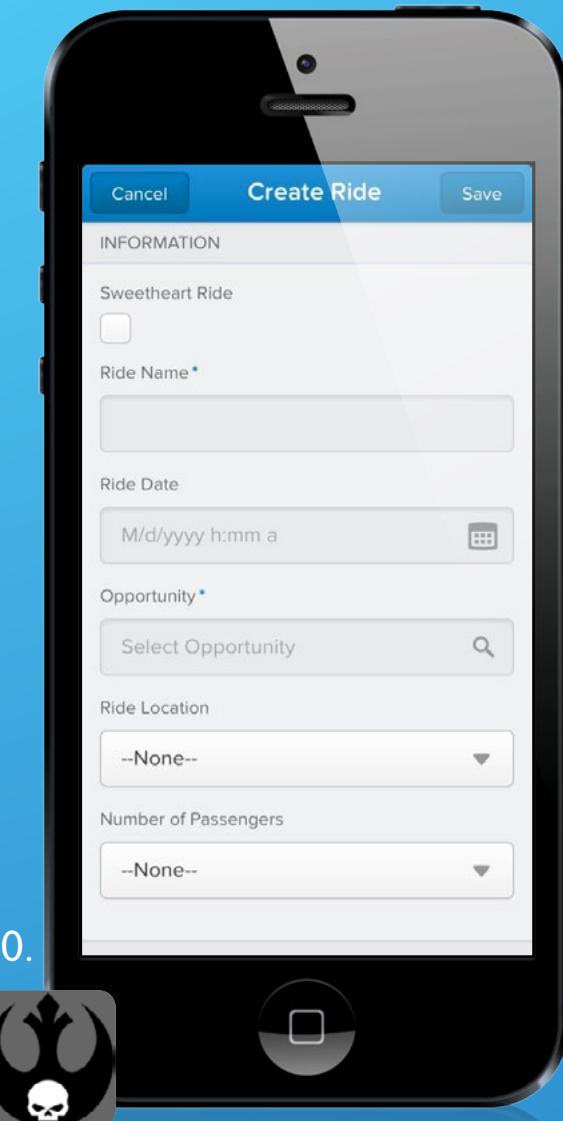


9.

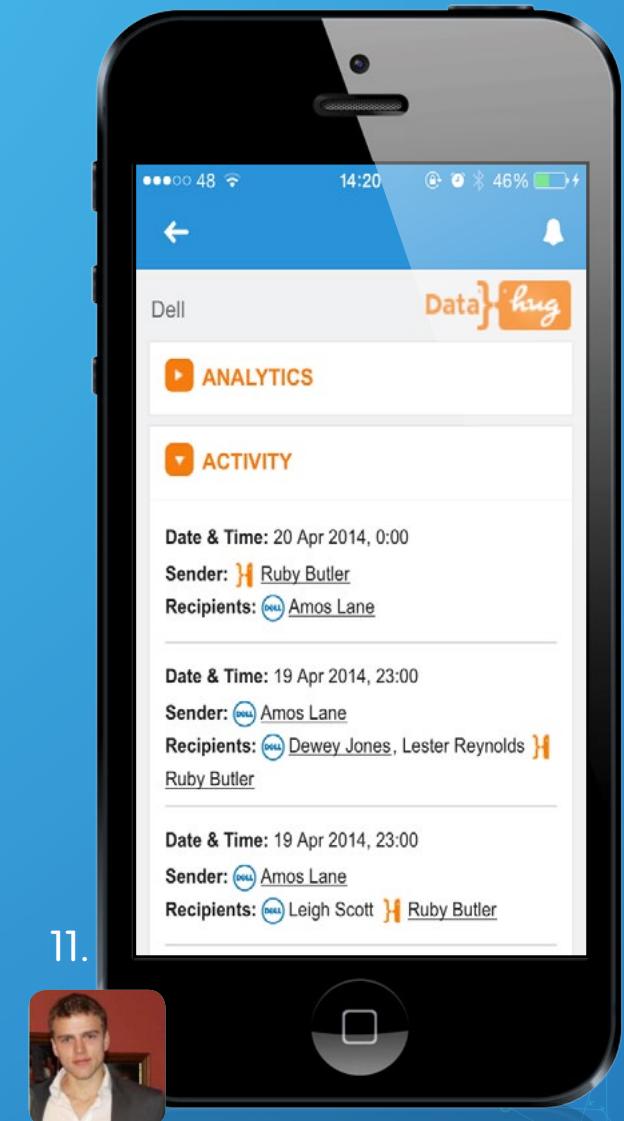


**CasinoSoft**  
 @casinosoft  
 "Updating casino player information live  
 from the floor. No waiting in players club line.  
 #salesforce1selfie"

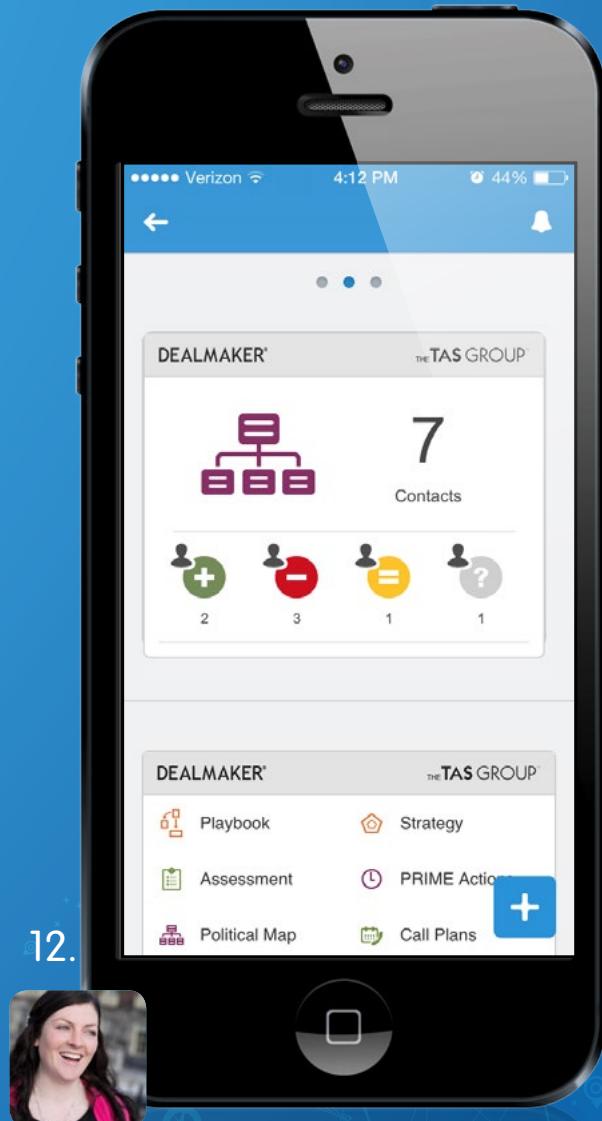
## Create sales bookings



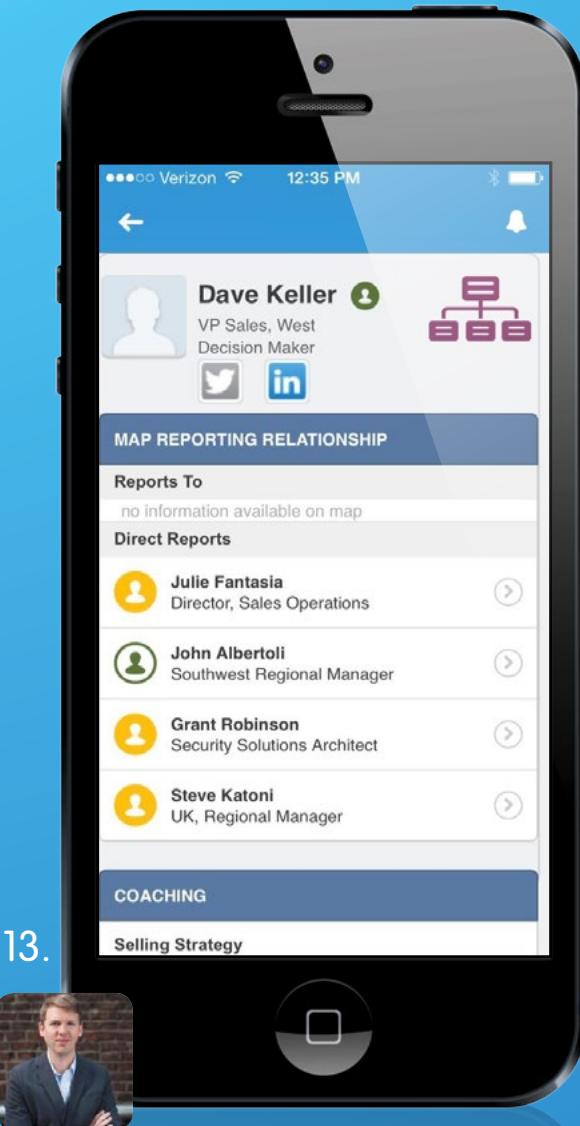
## Track account activity



## Identify decision-makers



## Identify key influencers

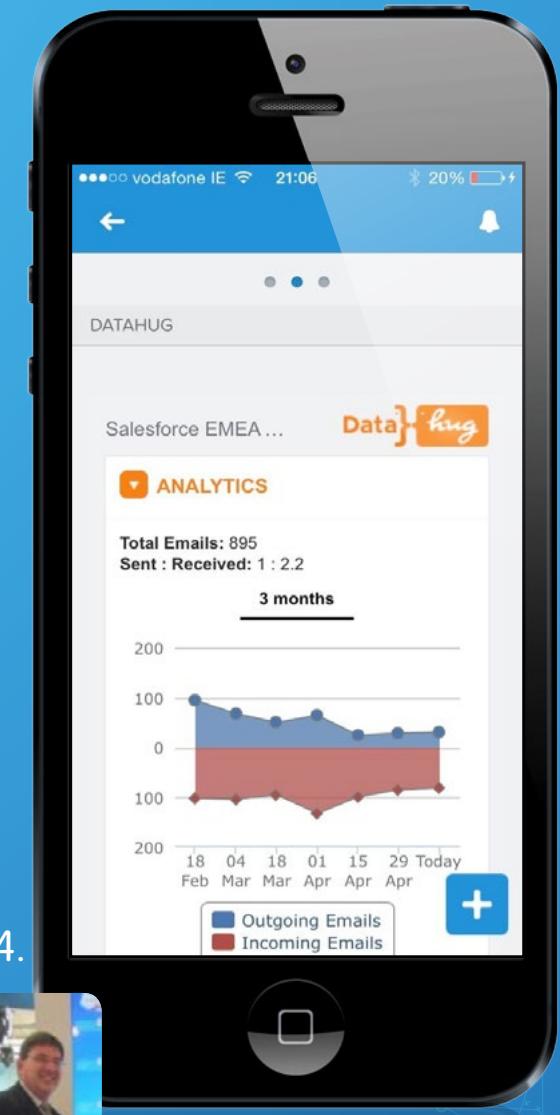


13.

Travis Hill  
@travhill22

"#salesforce1selfie loving my political maps on S1 #thetasgroup."

## Track customer communication

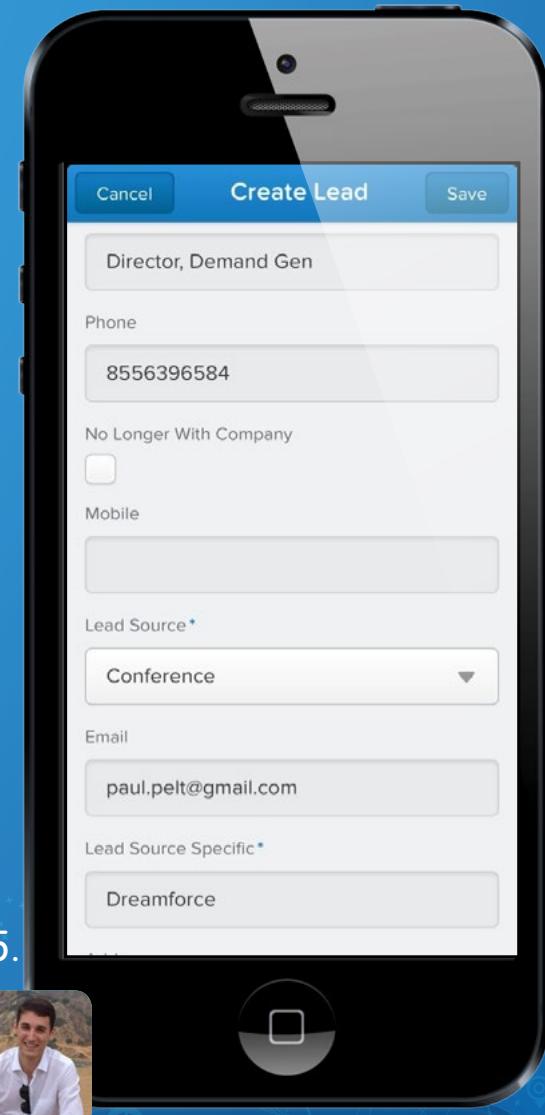


14.

Kieran Carrick  
@kierancarrick

"#salesforce1selfie Datahug running our business on Salesforce1."

## Log leads and tasks

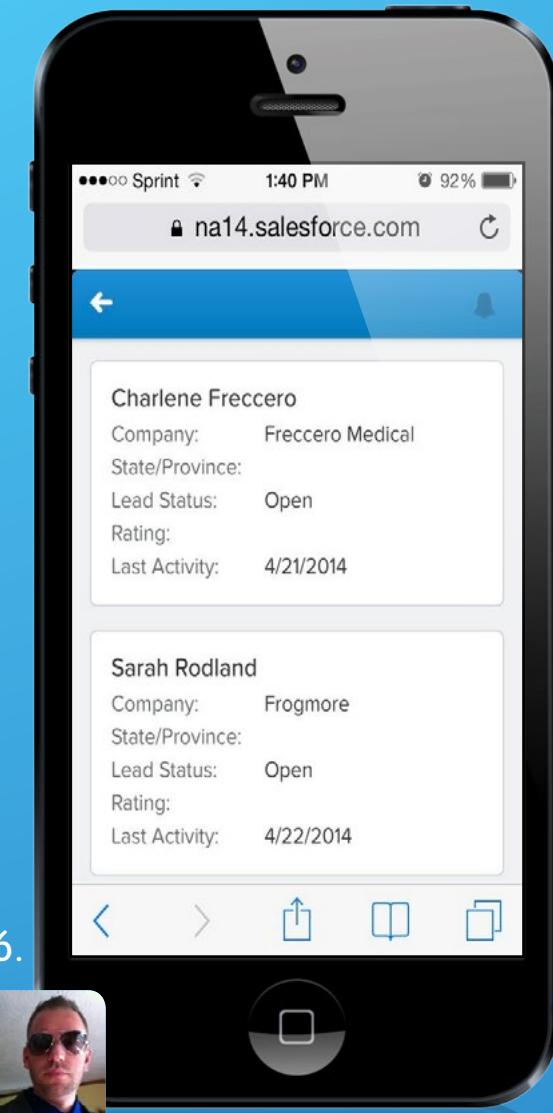


15.

Adam Lewites  
@ALewites

"#salesforce1selfie When @ conferences not enough time to import leads. Use SF1 to quickly create leads & task actions!"

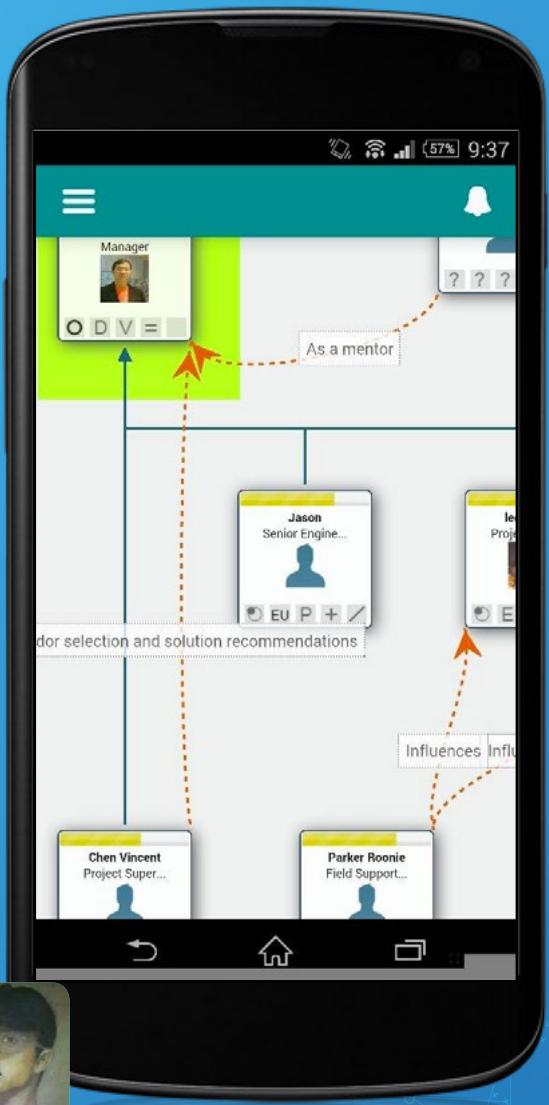
## Manage top customers



Kristopher Lovell  
@Kristopherlove2

"I use Salesforce to manage current and prospective clients as well as keep appointments. #salesforce1selfie"

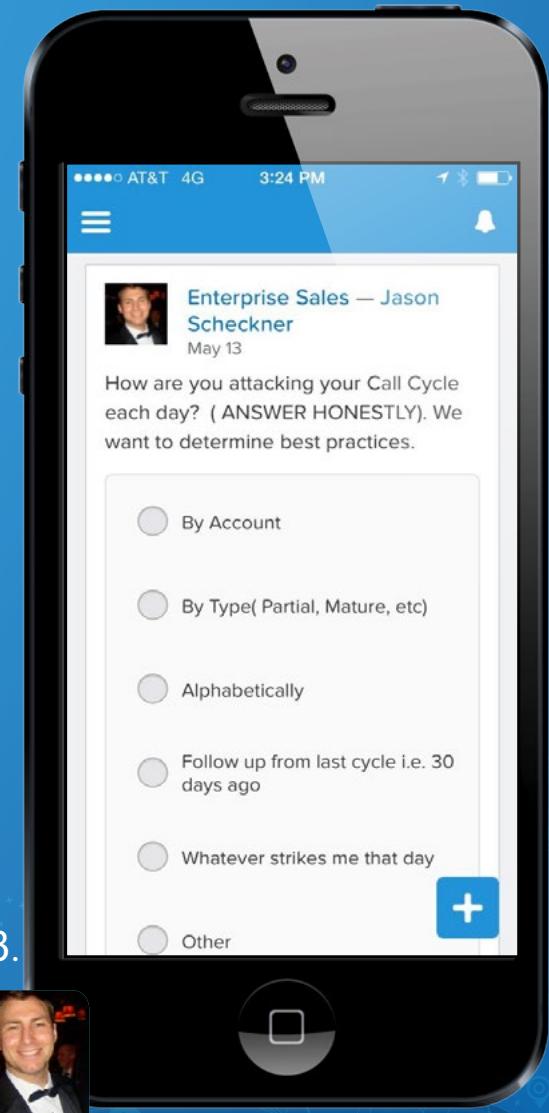
## Review account stakeholders



Graham Lin  
@BrahmsianLin

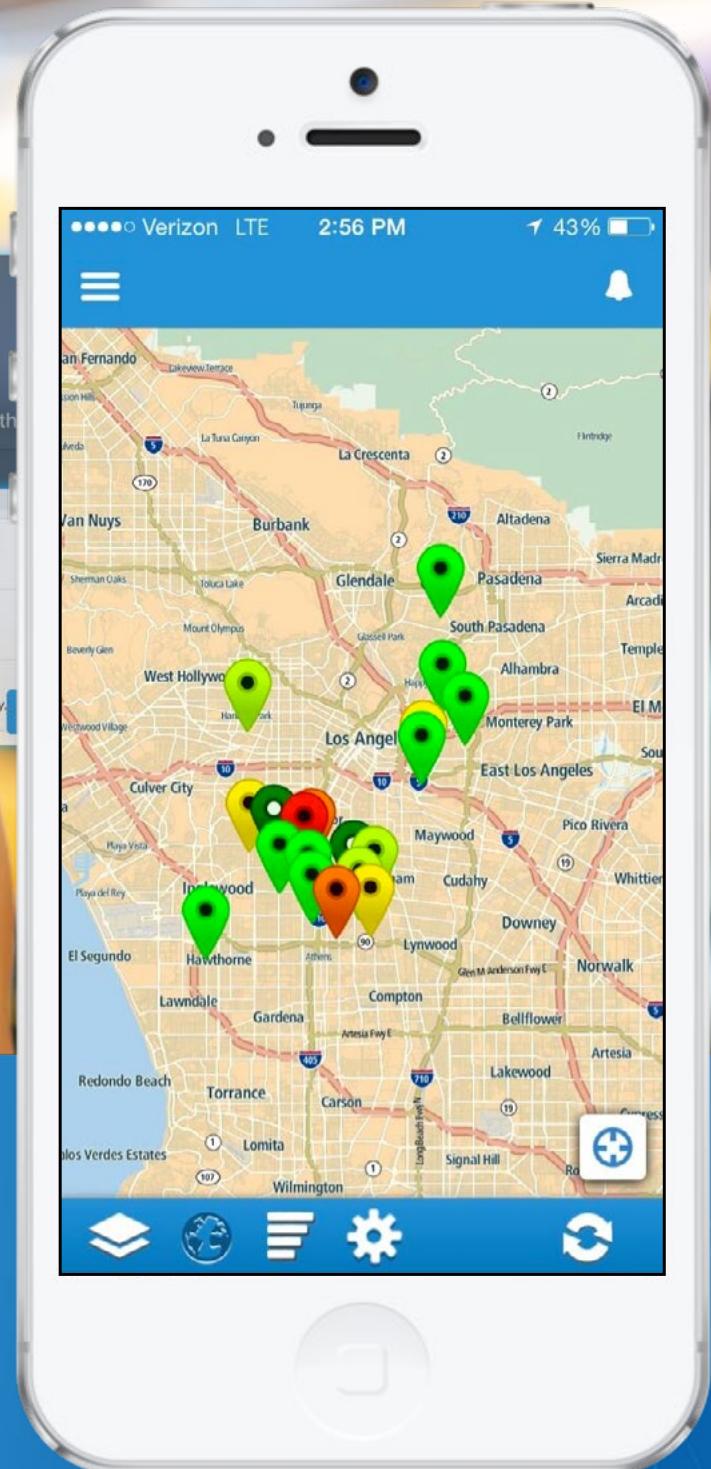
"Know your customer and plan your visiting strategy before you go. #salesforce1selfie"

## Crowdsource best practices



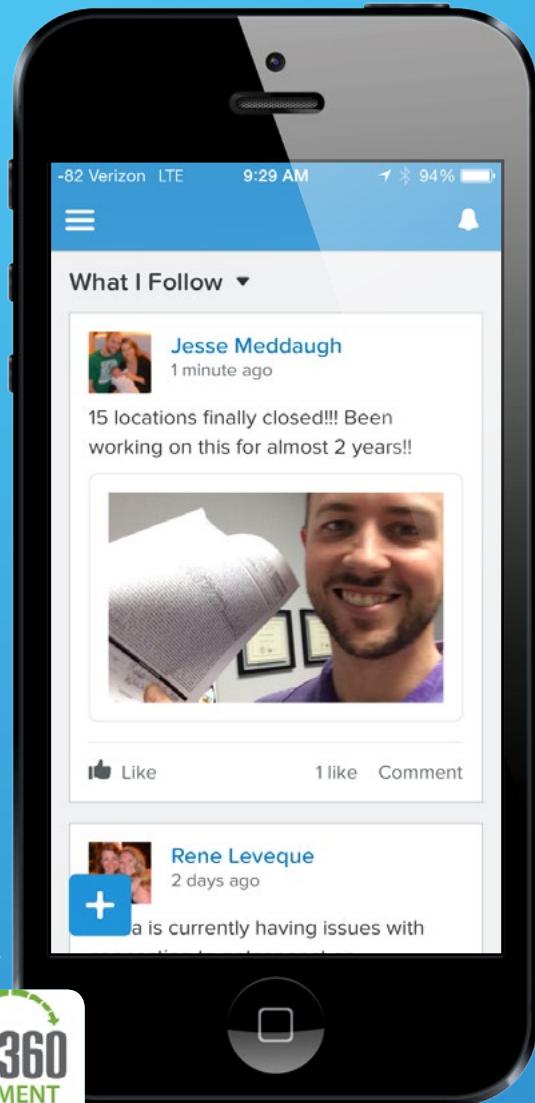
Jason Scheckner  
@jscheckner

"#salesforce1selfie"



Connect with field reps and track performance on the go

## Gamify sales



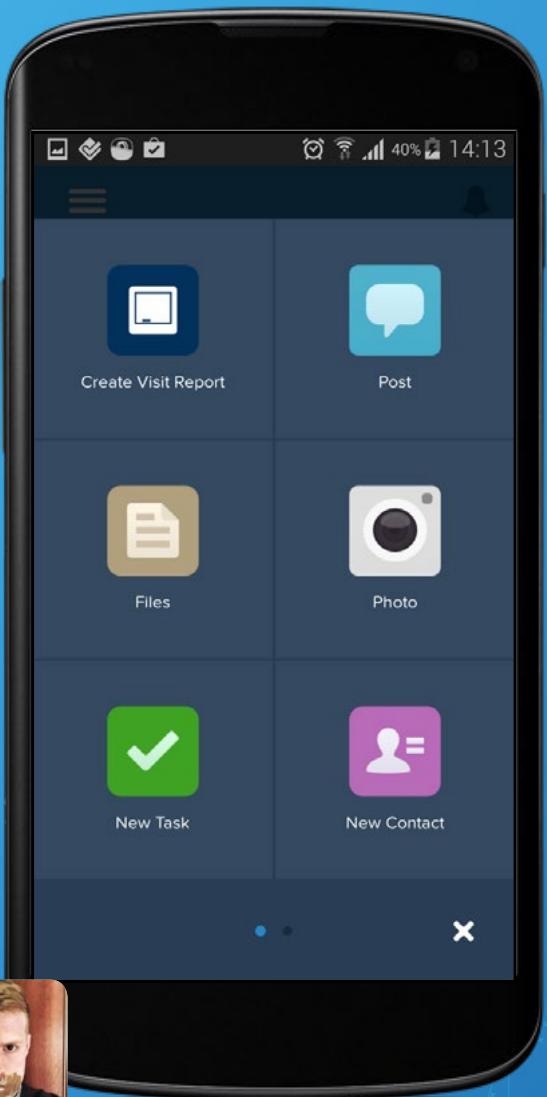
19.



360Payment Solutions  
@360Payments

"Our Outside Sales Rep Chatter and Compete while in the field egging each other on! #salesforce1selfie"

## Log a customer visit



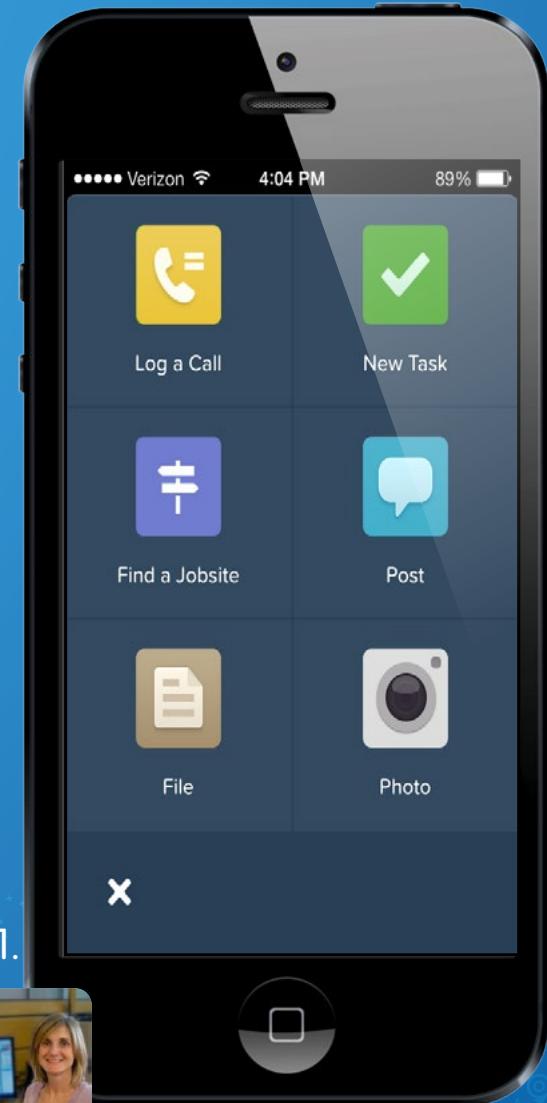
20.



Ivar Gunnarsson  
@ivargu

"Enter a Visit Report custom object related to an account on-site, giving instant feedback to HQ. #salesforce1selfie"

## Find a project location



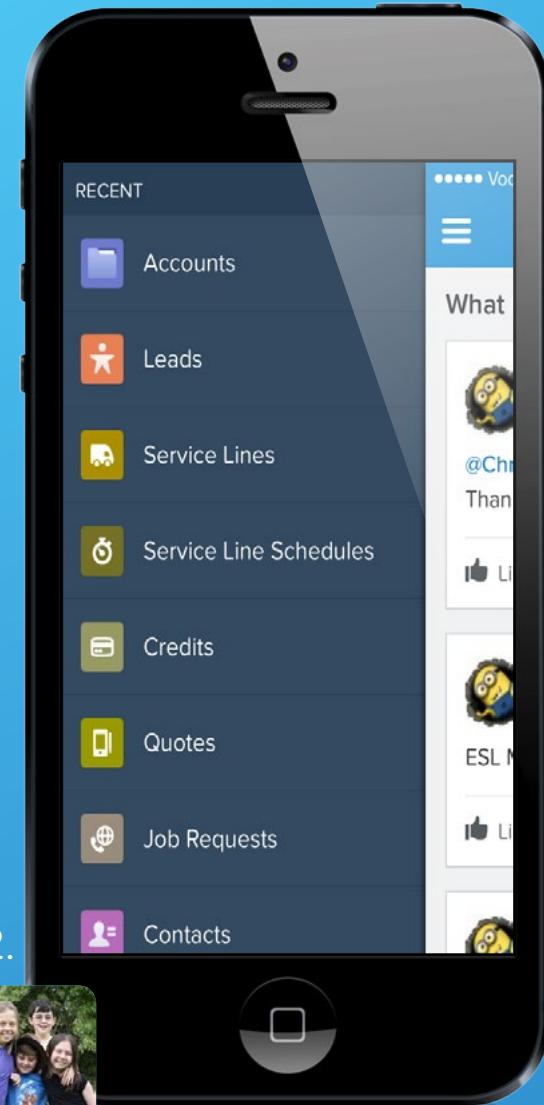
21.



Carol McBarrel  
@CarolRWade

"You wanna locate a jobsite from your mobile? No prob! #salesforce1selfie"

## Create a job request



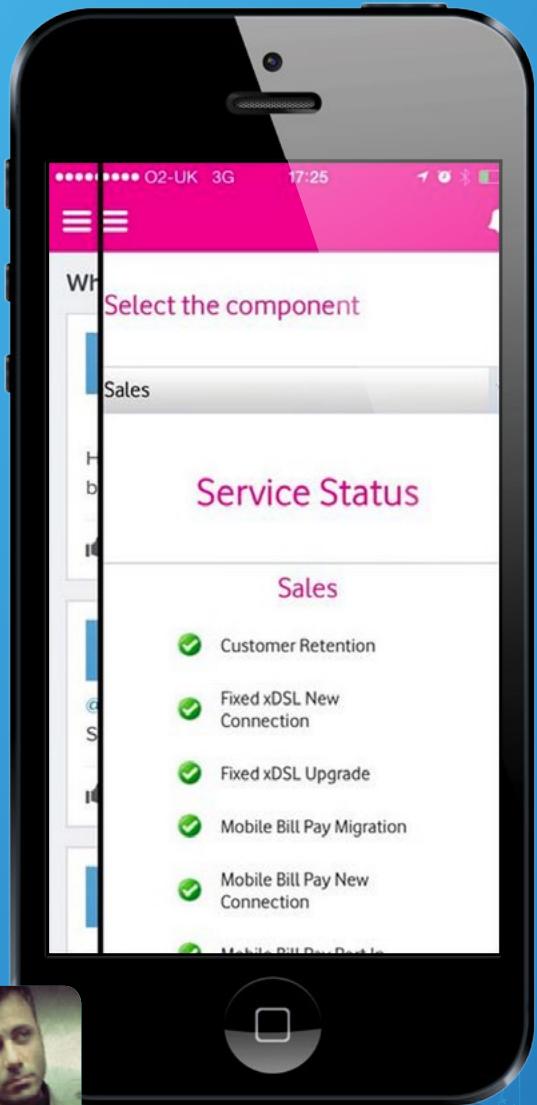
22.



Kirsten Jury  
@kirstjury

"Salesforce1 app great for on the go action excellent to create JRs on road or check Cust info. #salesforce1selfie"

## Check customer status



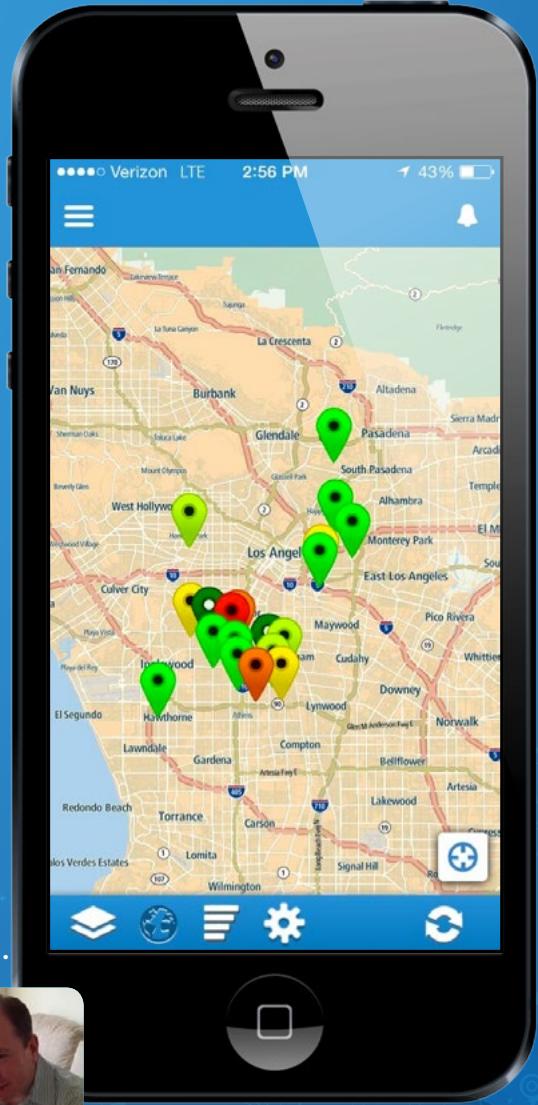
23.



Iervolino Francesco  
@socialcloudtech

"How cool is this dashboard? Clear, simple and accessible everywhere. #salesforce1selfie"

## Map top prospects



24.

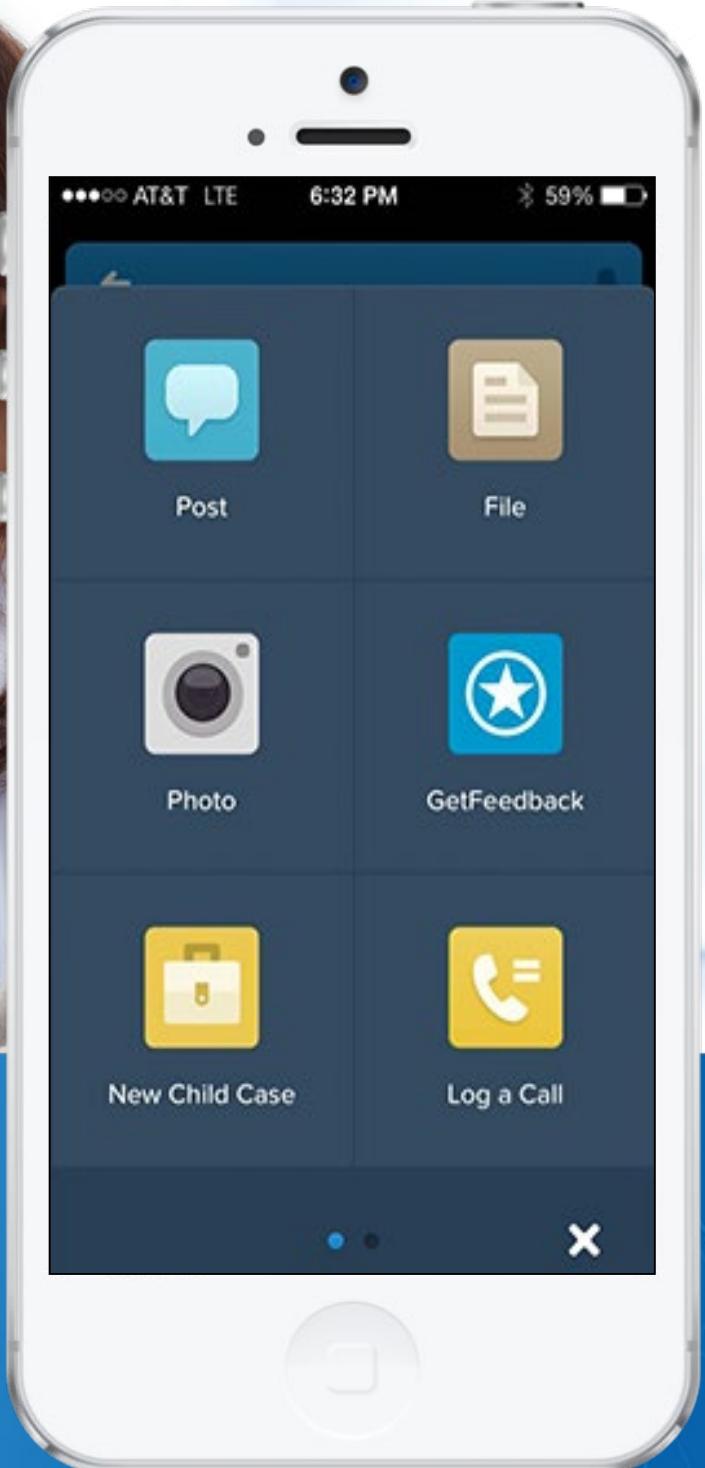


David Fisher  
@dfisher\_sfdc

"#salesforce1selfie map integration, dashboards, e-signature for efficient recruiting of US Army Future Soldiers!"



Deliver impeccable service to  
every customer



## Review service orders



Mark Yarrish  
@mark\_yarrish

#salesforce1selfie managing my potential backlog to train, hire, manage, and stay ahead of the service backlog."

## Monitor your support queue



Ryan Nelson  
@gobychicago

#salesforce1selfie Our Case Mgmt Dashboard @gobygreen."

## Get customer feedback



GetFeedback  
@getfeedback

"Now send @getfeedback customer sat surveys and handle responses in real-time. #salesforce1selfie"

## Track customer loyalty



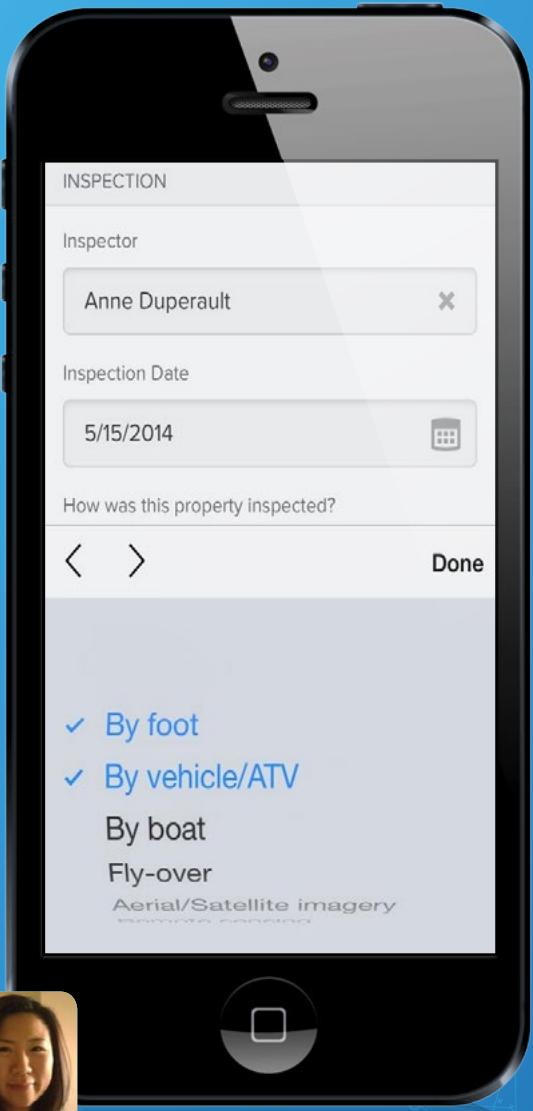
28.



Jonathan Bunford  
@JonathanBunford

"I like being able to see up to date dashboards easily while on the go! #salesforce1selfie"

## Log inspections



29.



Anne Duperault  
@aduperault

"Now we can remotely inspect & report our properties thanks to #salesforce1 #salesforce1selfie"

## Review case volume



30.

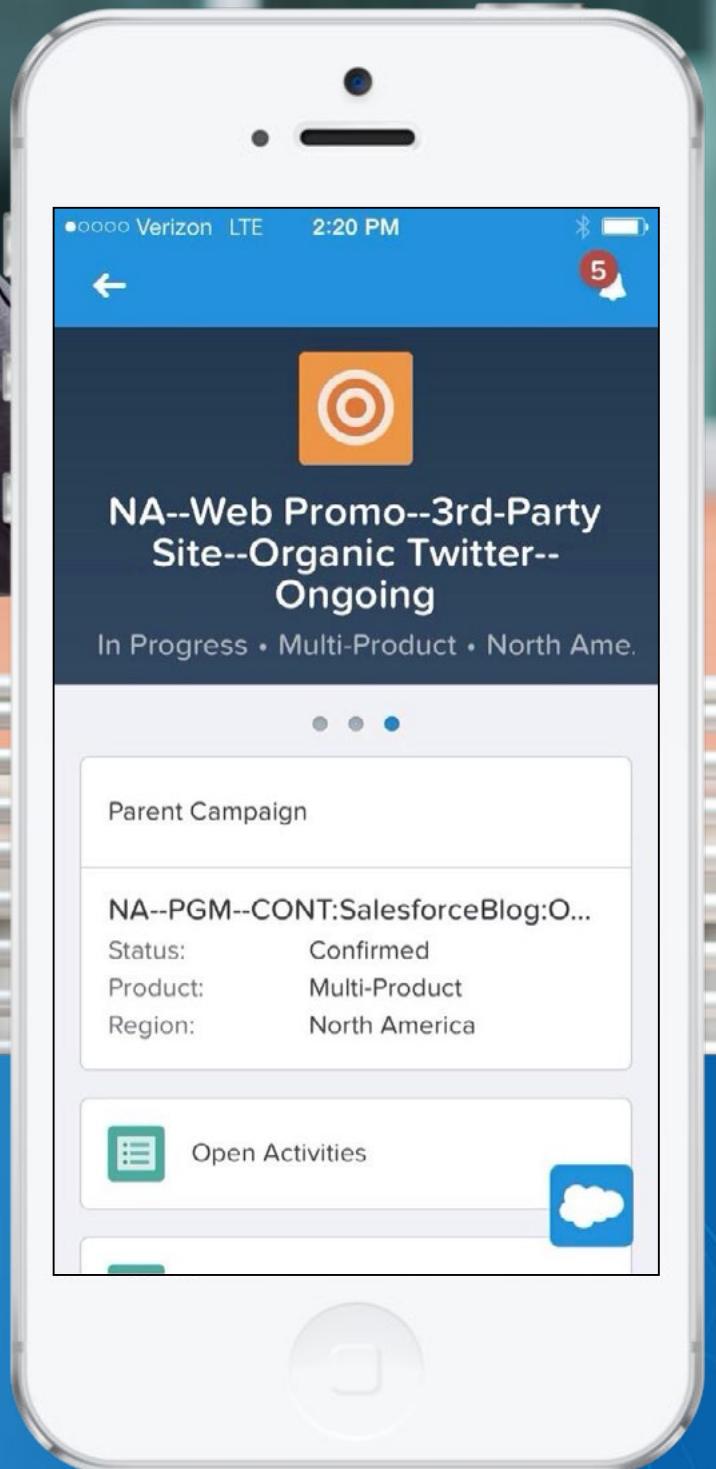


Rakesh  
@RakeshL

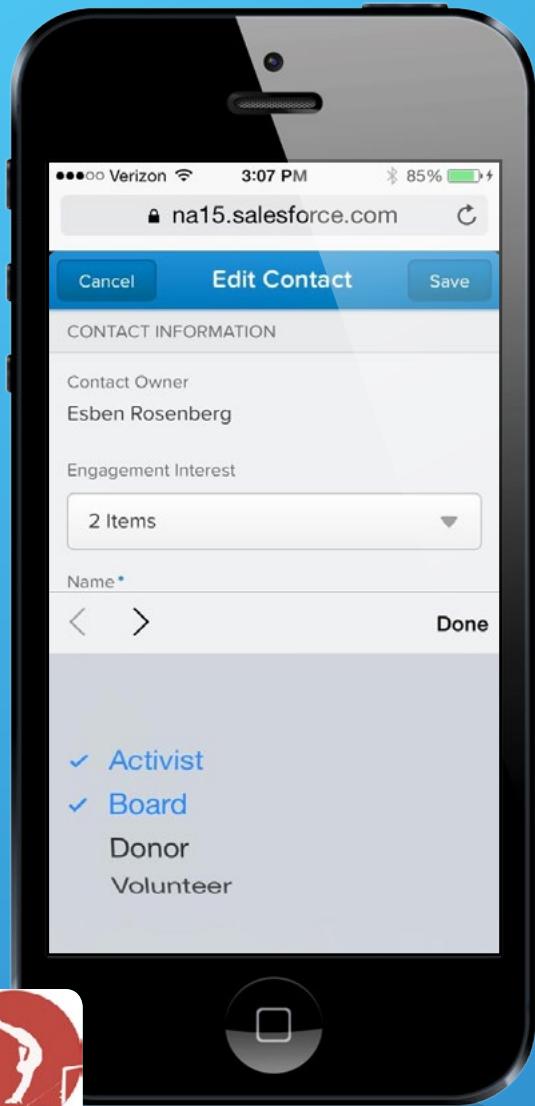
"Salesforce1 screenshot of dashboard #salesforce1selfie"



Track marketing campaigns  
and measure results



## Update campaign members



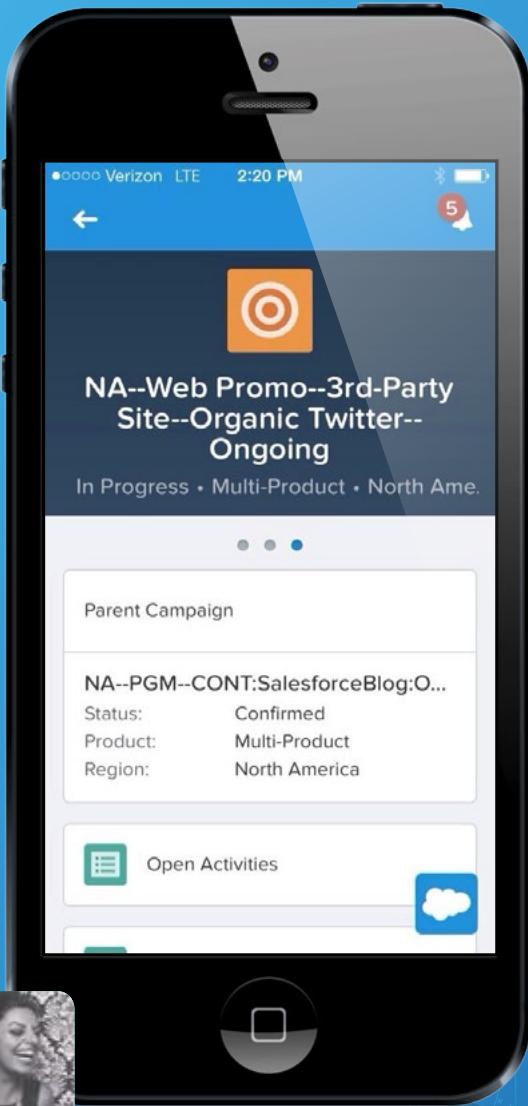
31.



CampaignFlow  
@CampaignFlow

#salesforce1selfie updated contact's engagement interest which added them to 2 campaigns, sent 1 email, with 1touch."

## Check campaign performance



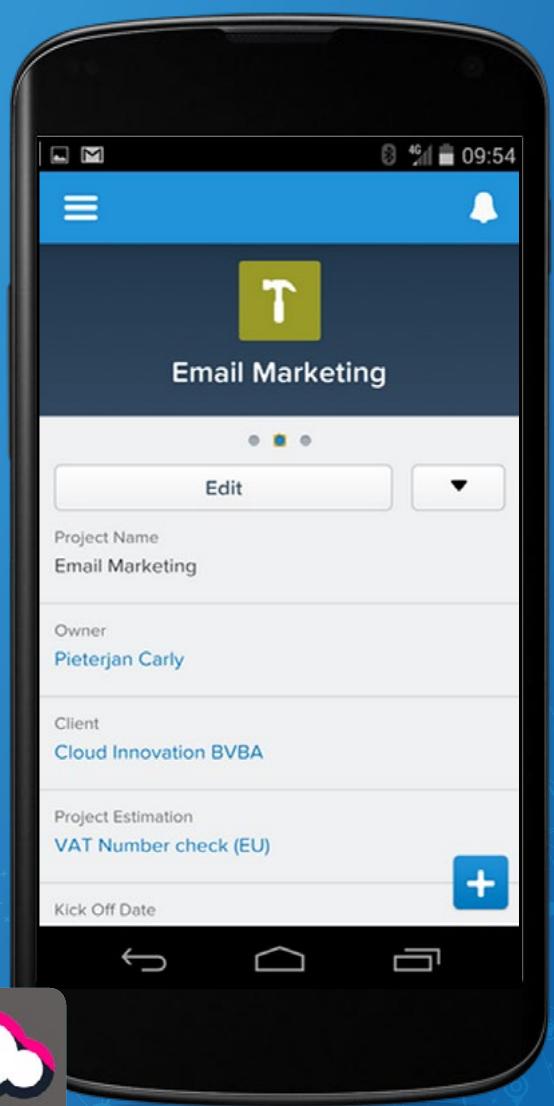
32.



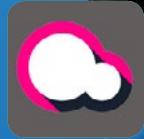
Asma Stephan  
@asmageorge

"Checking on organic twitter campaign performance while stepping out for coffee. #salesforce1selfie"

## Collaborate on campaigns



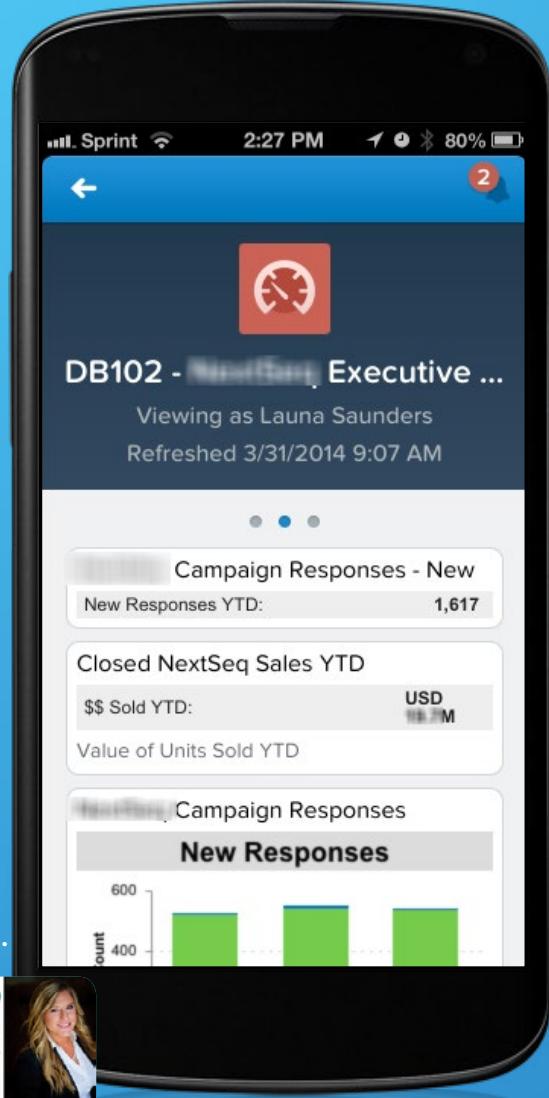
33.



Cloud Innovation  
@cloudinnovate

"Follow-up on projects with @salesforce1 mobile. #salesforce1selfie"

## Track key metrics



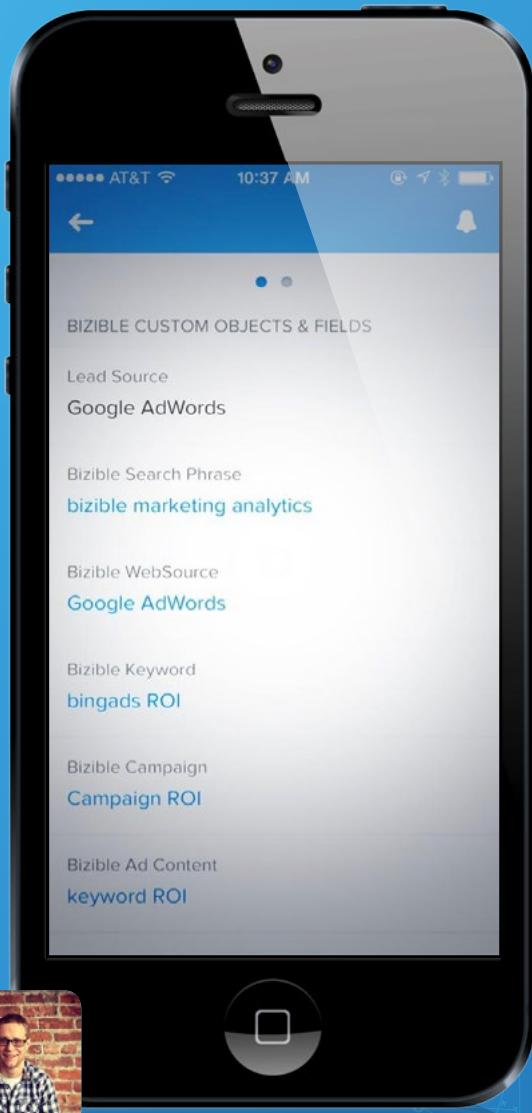
34.



Launa Saunders  
@LaunaSaunders

"No laptop, no problem! Pulling up marketing product metrics in the elevator, real time! #salesforce1selfie"

## View lead details



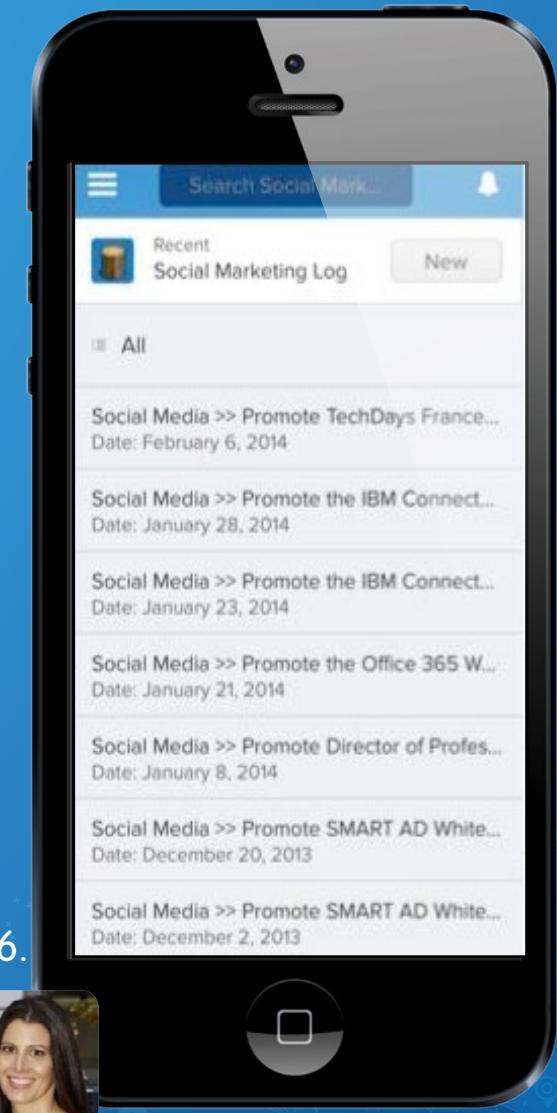
35.



Dave Rigotti  
@drigotti

"See marketing details of leads with @bizable so I know what they know before calling. #salesforce1selfie"

## Monitor social engagement



36.

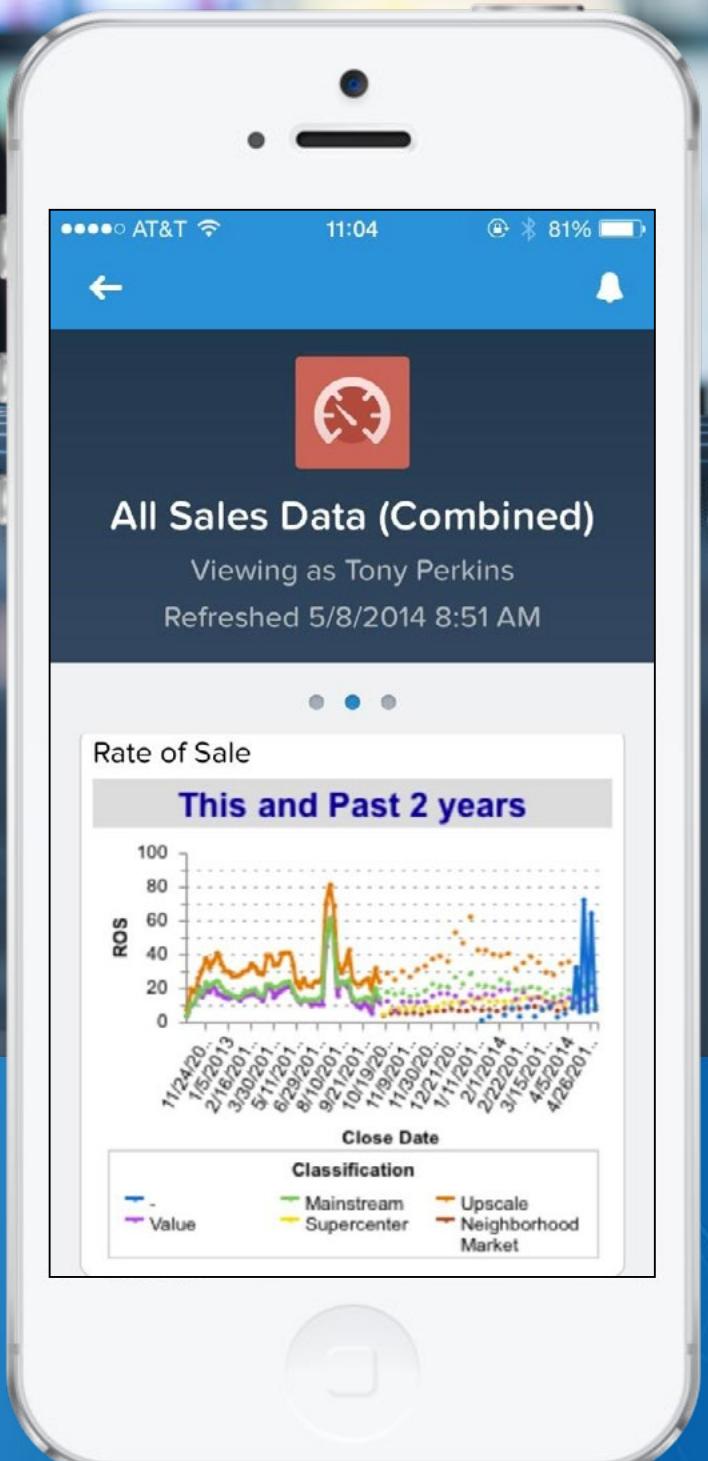


Rennie Filler  
@RennieFiller

"I built an app to capture and monitor our company related social media posts. #salesforce1selfie"



Use mobile dashboards to track performance



Track regional goals



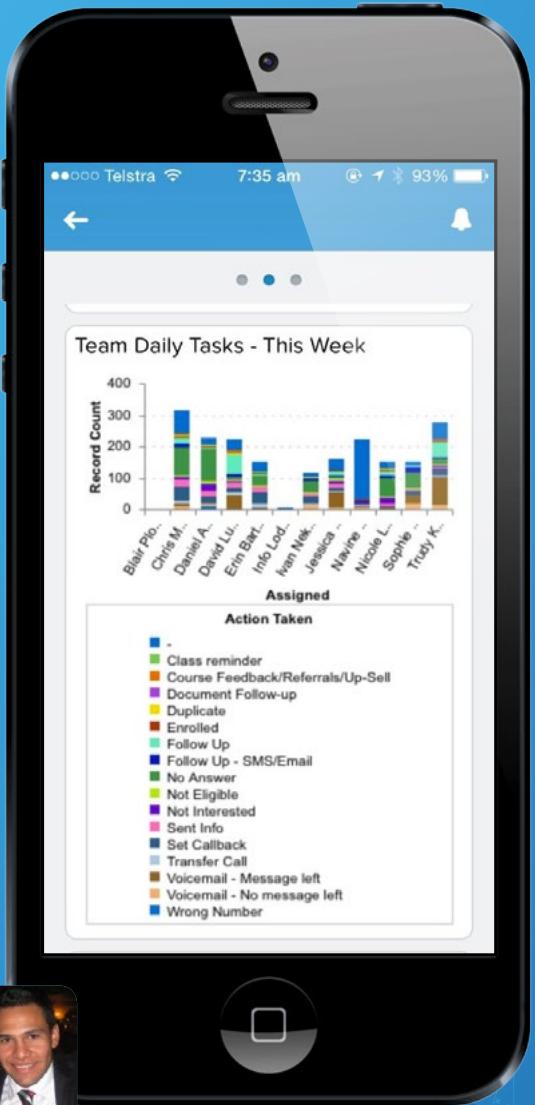
37.



Jen Joy Tsosie  
@JenJoy\_T

"I can get a quick snapshot of my team's goals (personal/group) to send encouragement & coaching! #salesforce1selfie"

Track program performance



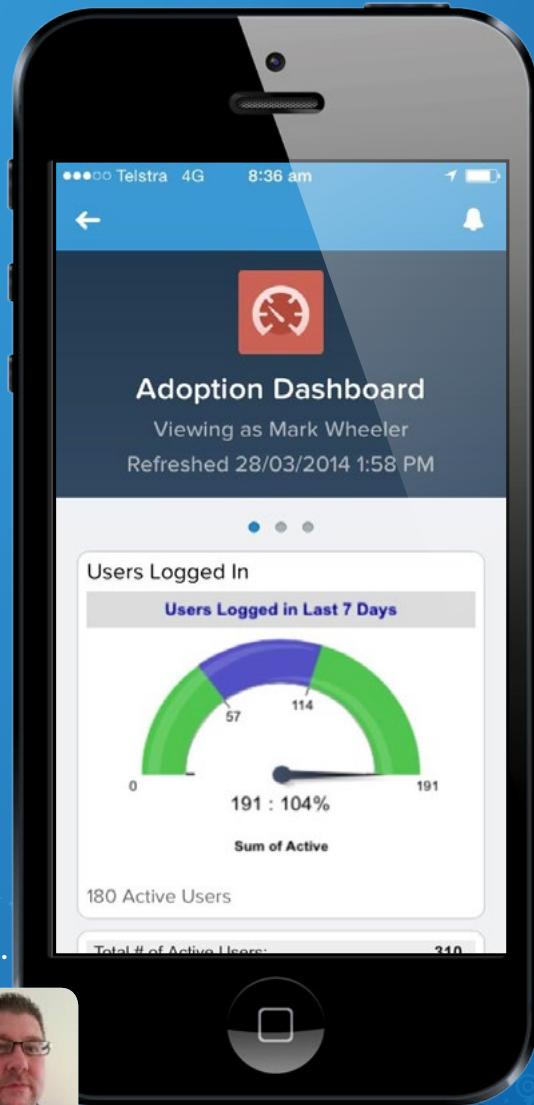
38.



Marco Delgado  
@marcoakis

"With Salesforce1 we manage the performance of 740,000+ Uni students on the go. #salesforce1selfie"

Review user adoption



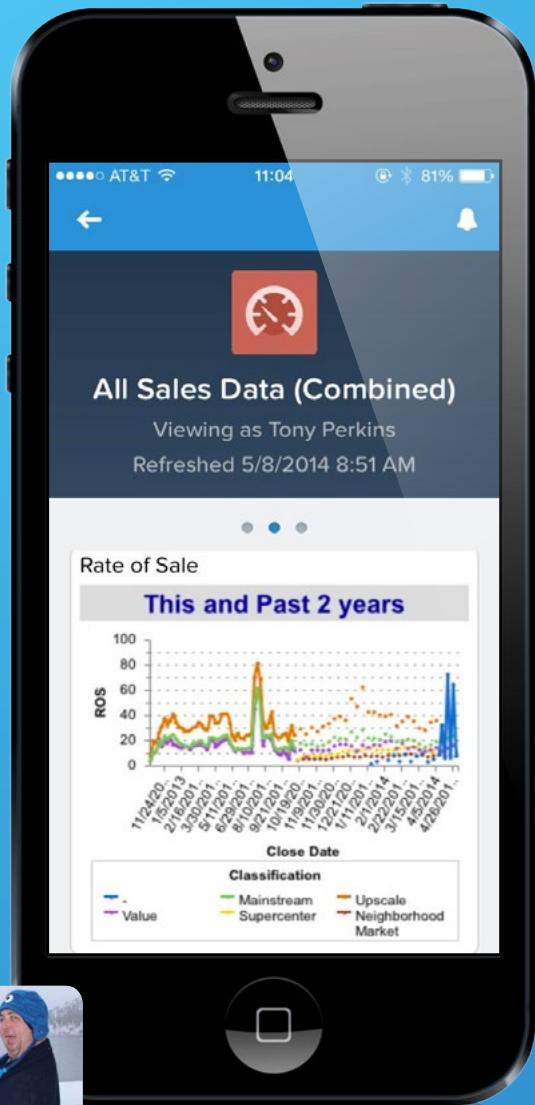
39.



Mark Wheeler  
@WheelerForce

"#salesforce1selfie Are you kidding me....What? 104% Niiice!"

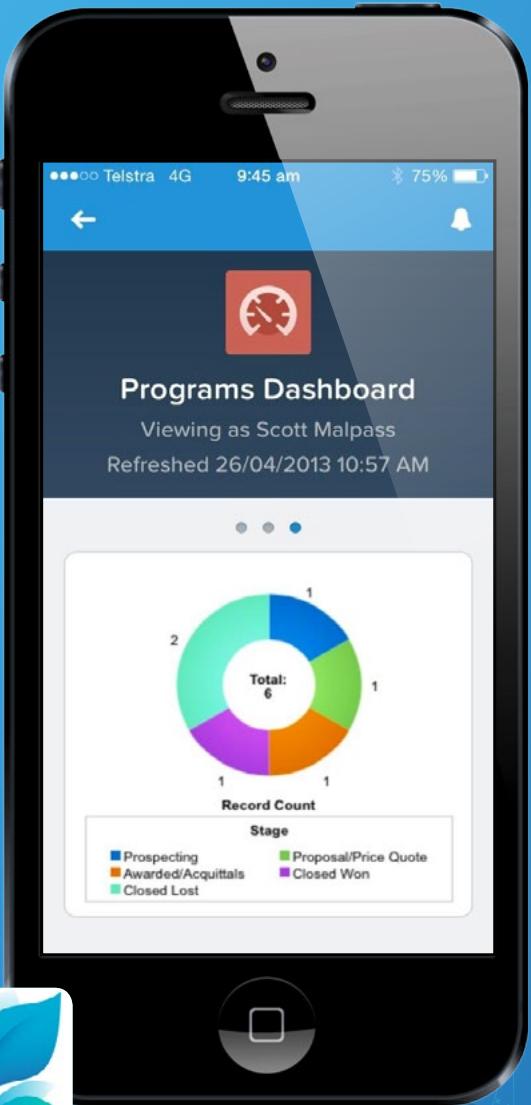
## Understand sales trends



Tony Perkins  
@sf\_bgydude

“#salesforce1selfie I love using customized dashboards from my phone! Great tool!”

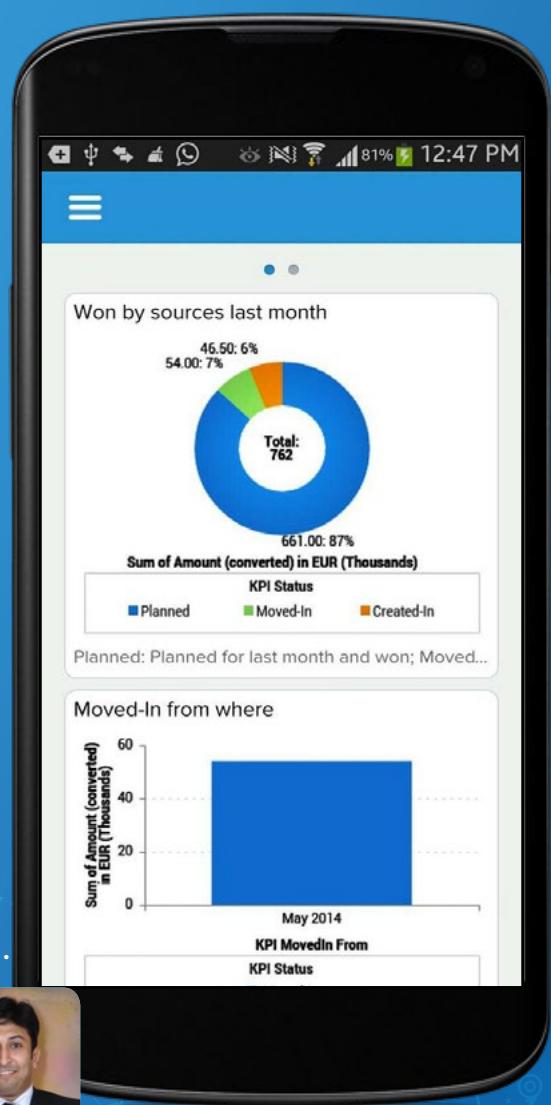
## Monitor sales progress



Aquafruit Media  
@AquafruitMedia

"#salesforce1selfie - helping make a difference for young men and women."

## Follow sales KPIs



Darshit Kavathia  
@j\_Darshit

"Here is the snapshot of flexibility which #salesforce1selfie offers on mobile for dynamic users."

40



S  
e

3

“#salesforce1selfie I love using customized dashboards from my phone! Great tool!”

A blue leaf logo, part of the UN Environment logo, located in the bottom right corner of the slide.

Aquafruit Media  
@AquafruitMedia

"#salesforce1selfie - helping make a difference for young men and women."

42.



Darshit Kavathia  
@j\_Darshit

"Here is the snapshot of flexibility which #salesforce1selfie offers on mobile for dynamic users."

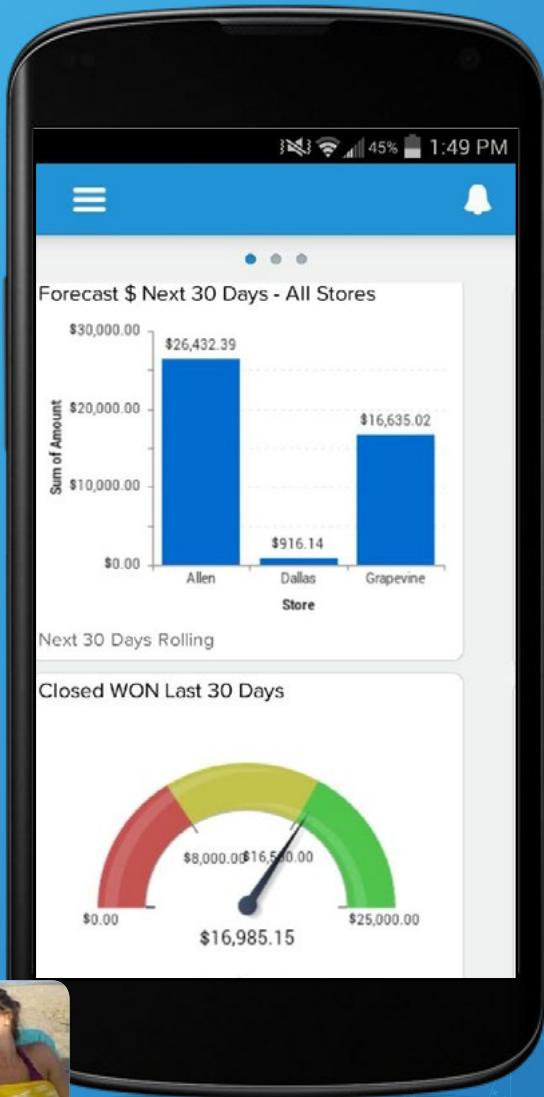
## Track rep performance



Joseph Kennedy  
@JosephFKennedy

"Salesforce1 app great for gamification on the go. No need for 3rd party sales gamification app! #salesforce1selfie"

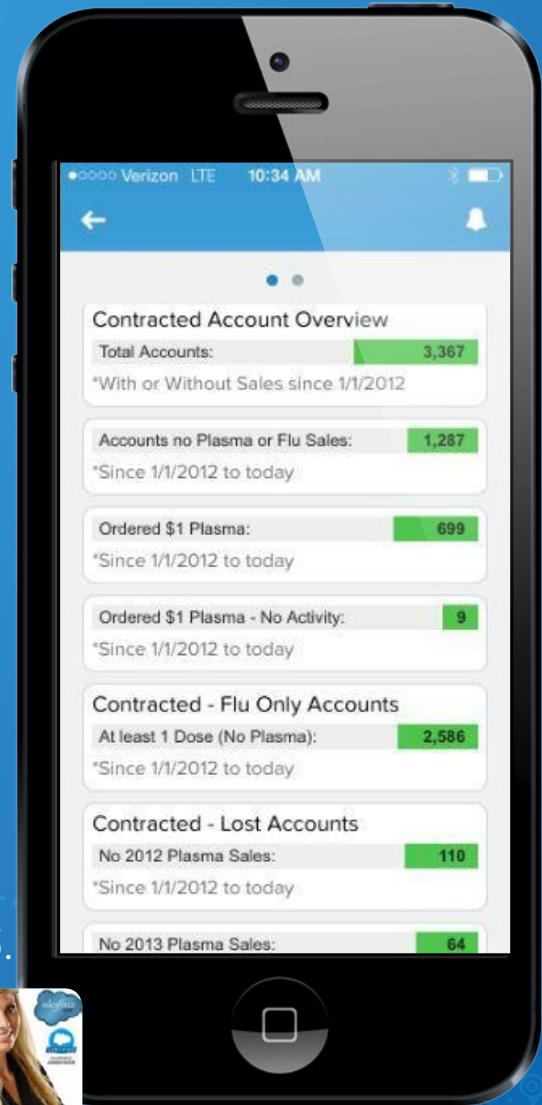
## Review sales forecasts



Paulina Rojas  
 @\_PauRojas\_

"Using reports "on the go" to stay motivated! #salesforce1selfie"

## Monitor critical data



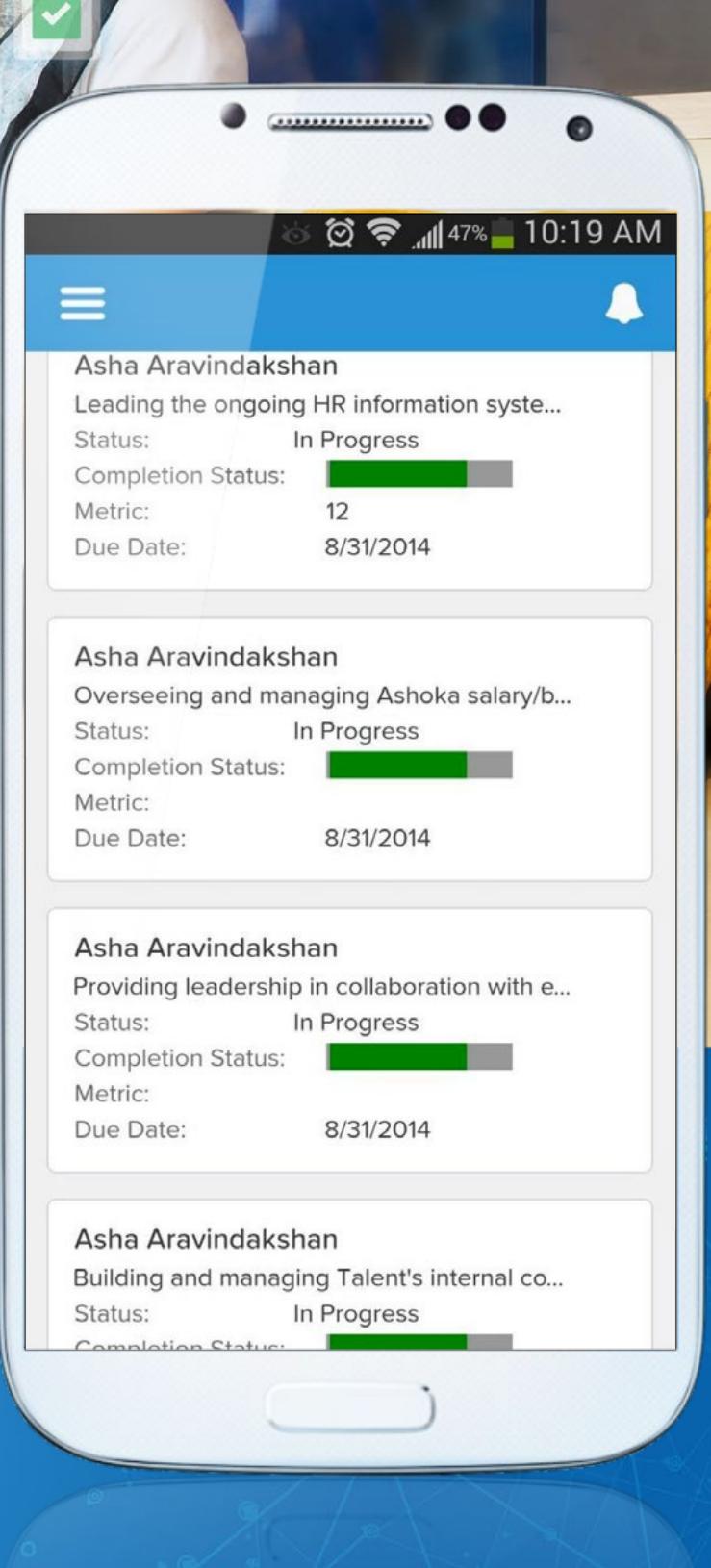
Jennifer Wobser  
 @crmsalesgem

"Critical data points created for exec meeting today using Metric Dashboard Components #salesforce1selfie"

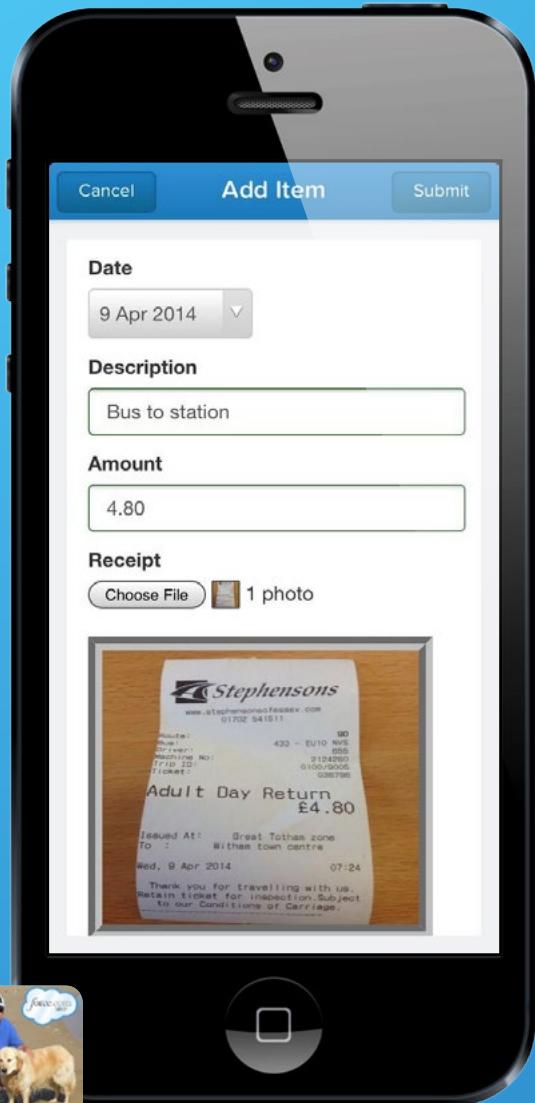
## SECTION 6: PRODUCTIVITY



# Increase your productivity and refine your processes



## Submit an expense report



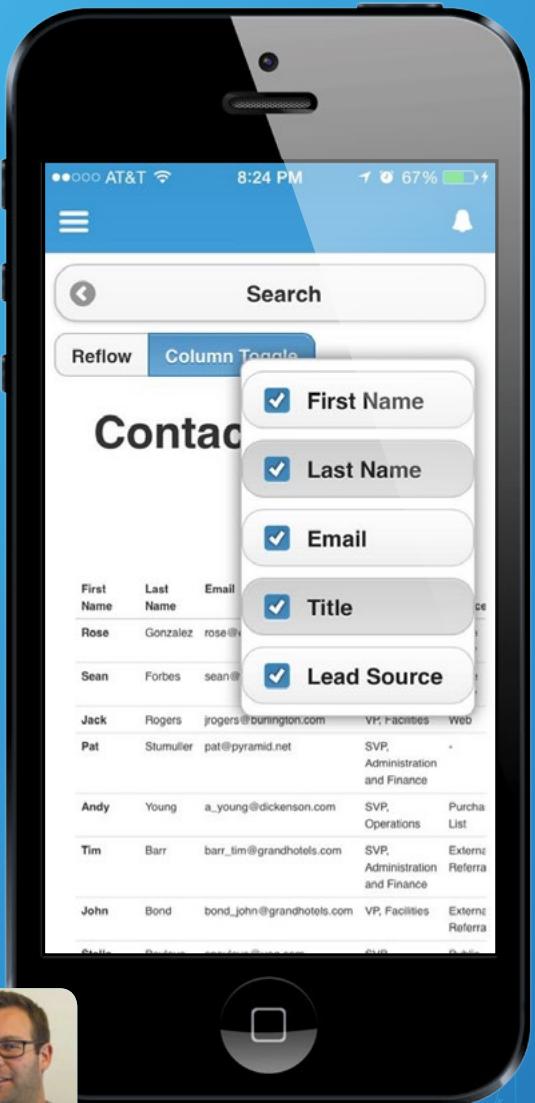
46.



Keir Bowden  
@bob\_buzzard

"Adding an item to my expense claim on the go, photo resized in JavaScript to save bandwidth. #salesforce1selfie"

## Personalize a customer report



47.



Daniel Peter  
@danieljpeter

"Here's my #salesforce1selfie! - Salesforce reports for mobile friendly reporting in sf1."

## Track project progress



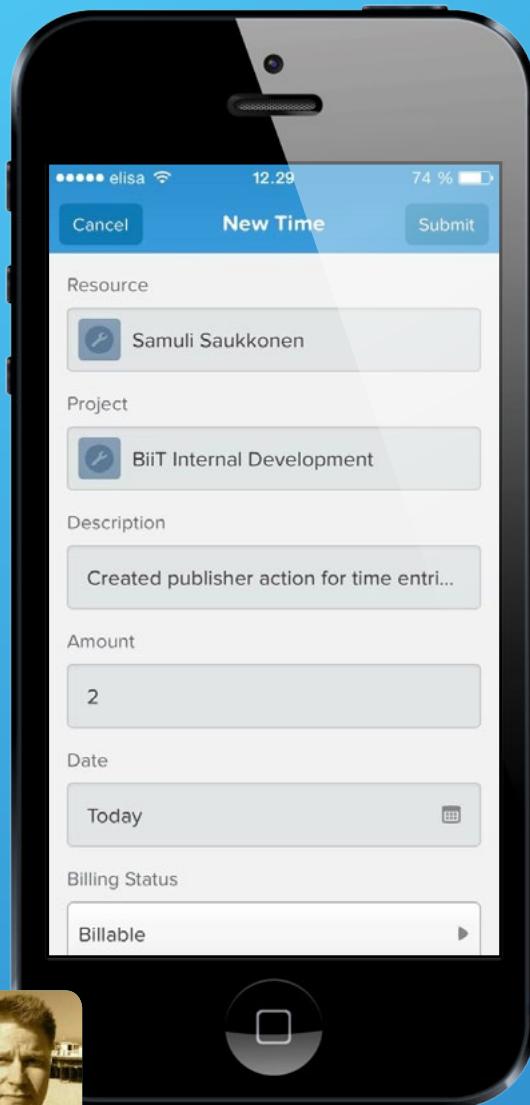
48.



jackie roshan  
@Jackie\_Roshan

"#salesforce1selfie instant updates on # of schools @PencilsOfPromis has broken ground on (221!!)"

## Submit a timecard

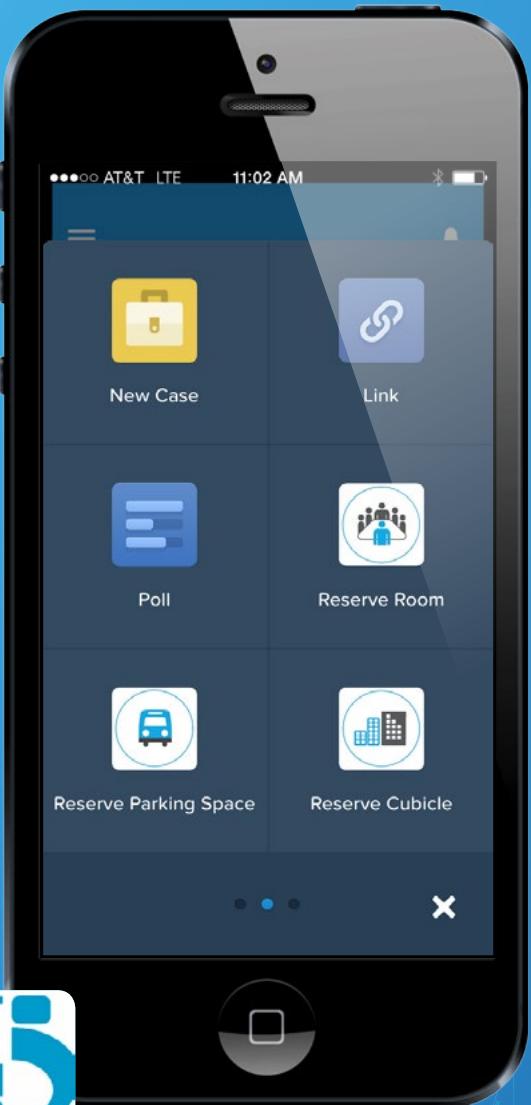


49.



**Samuli Saukkonen**  
@samusauk  
"Micro-moments in professional services business with @salesforce. #salesforce1selfie"

## Book a work space

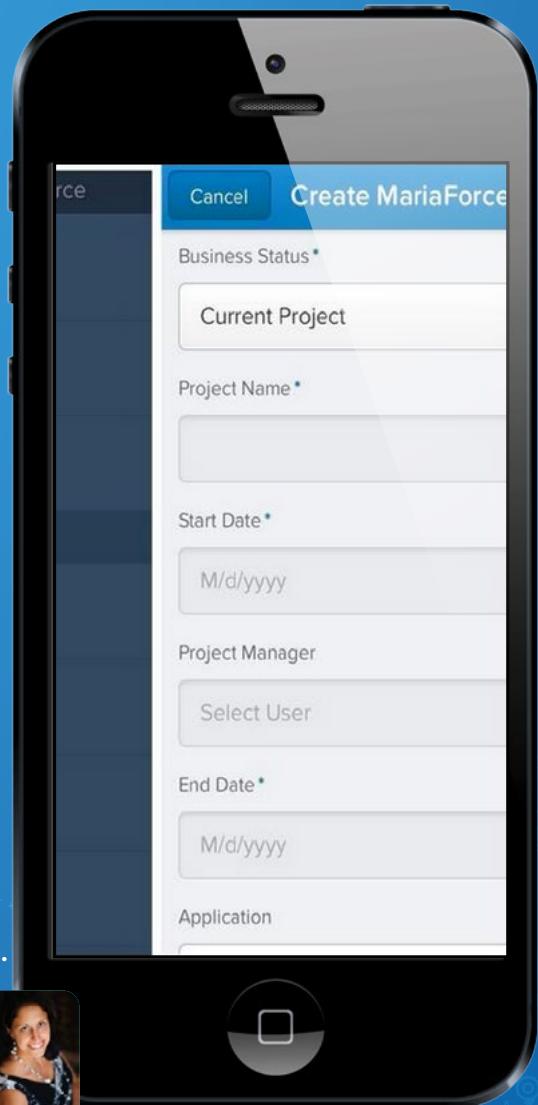


50.



**Creative Sys Con**  
@CreativeSysCon  
"#salesforce1selfie"

## Update a project

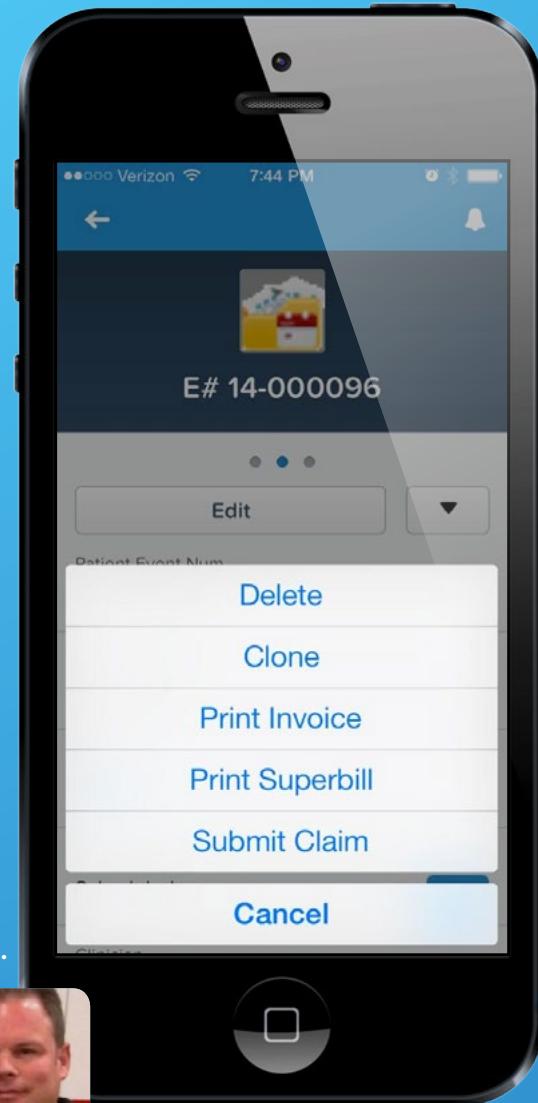


51.



**Maria S Belli**  
@JustAGirlyGeek  
"Managing projects on the go using a custom object. #salesforce1selfie"

## Manage a customer claim



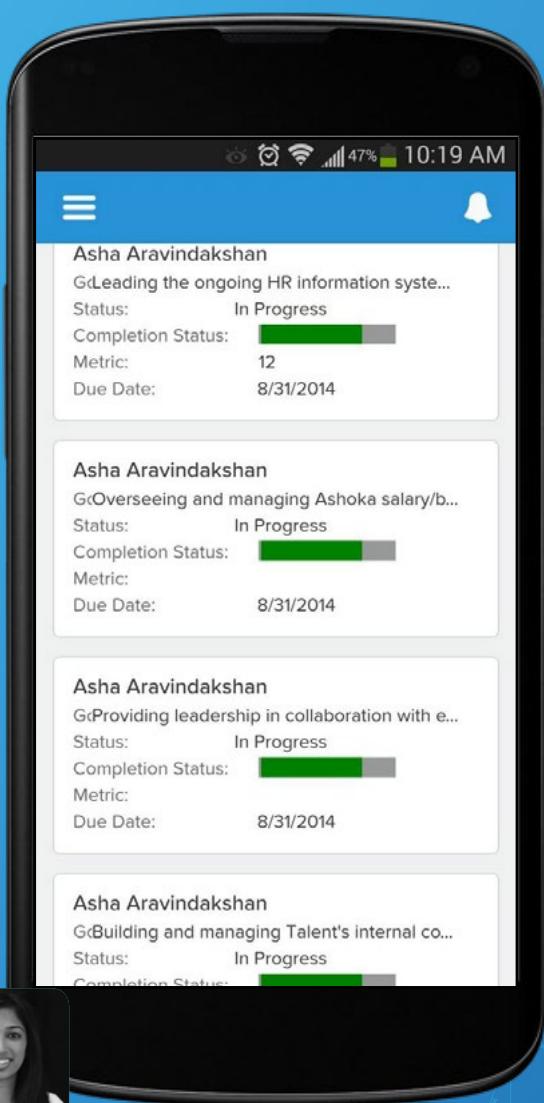
52.



David Ross  
@RossDavidT

#salesforce1selfie Healthcare E-claims using @PracProTherapy practice management /EHR on the go. Awesome!"

## Track HR goals



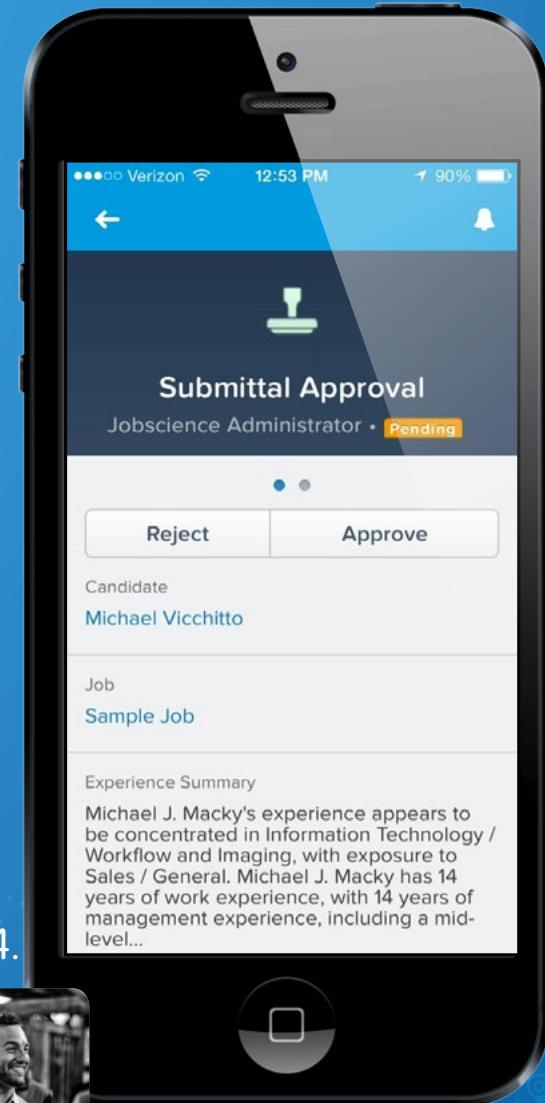
53.



Asha Aravindakshan  
@DCasha

"Using @salesforce integrated @ FinancialForce HCM to share enterprise goals worldwide. #salesforce1selfie"

## Approve a new hire



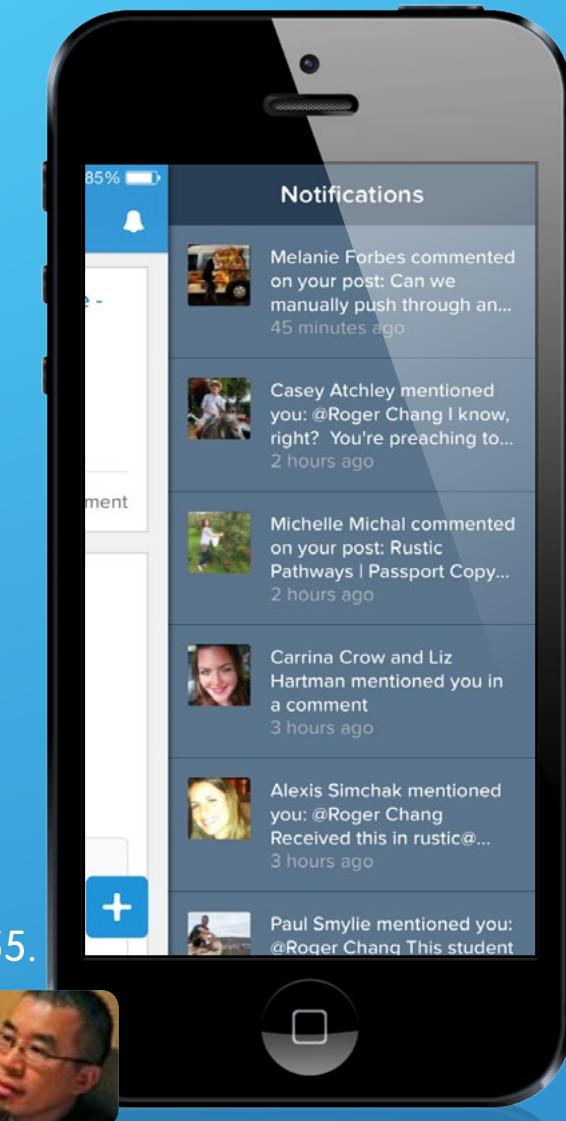
54.



Michael Vicchitto  
@MikeVicchitto

"#salesforce1selfie of @jobscore candidate submittal review on mobile! #recruiting"

## Get account notifications

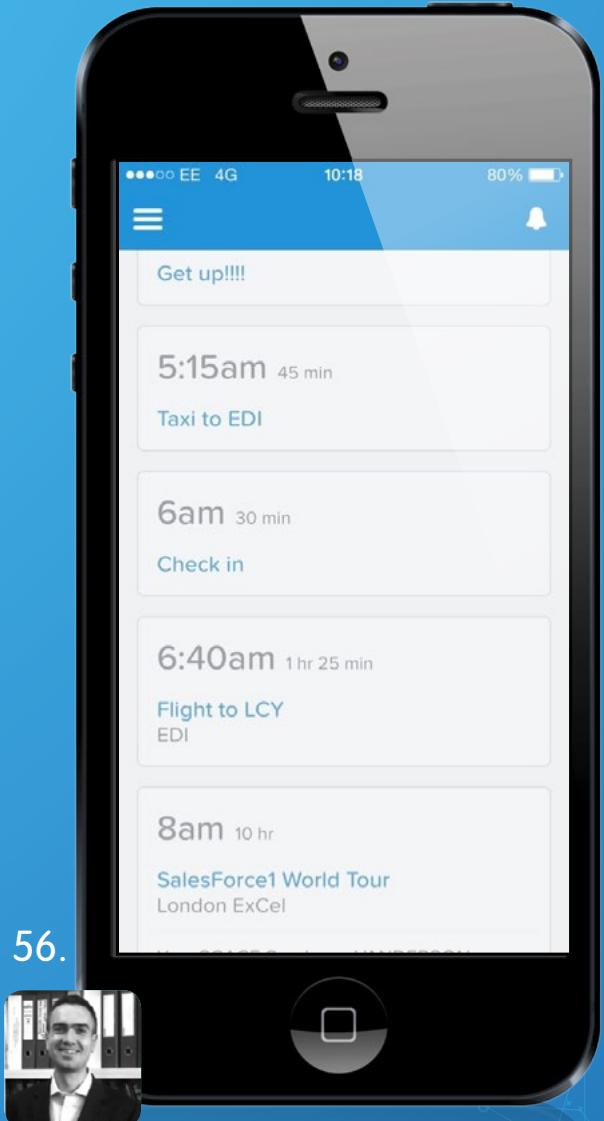


55.

Roger Ah Chang  
@RogerChangRP

"Collaboration and notifications all in one. Great way to make sure things get done, dynamically! #salesforce1selfie"

## Maximize your day

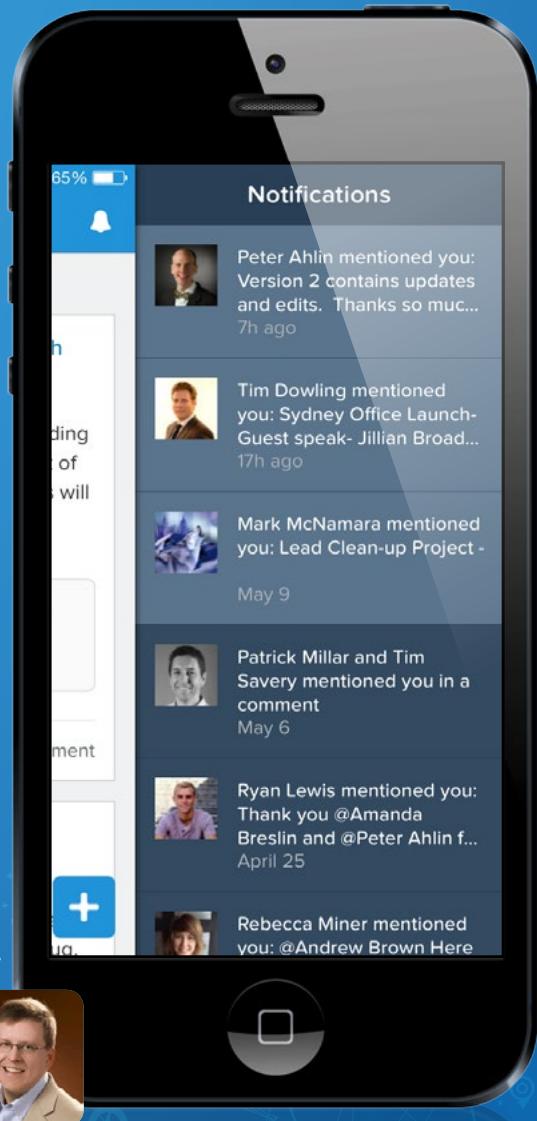


56.

Paul Devlin  
@fifepaul

"My day on @salesforce1 Today screen. 4.45 wake up, but worth it so far... #salesforce1selfie"

## Track global updates



57.

Tim Ernst  
@TimErnst

"#salesforce1selfie love the ease of which I can get my notifications on the Salesforce1 app!"

## Dictate meeting notes



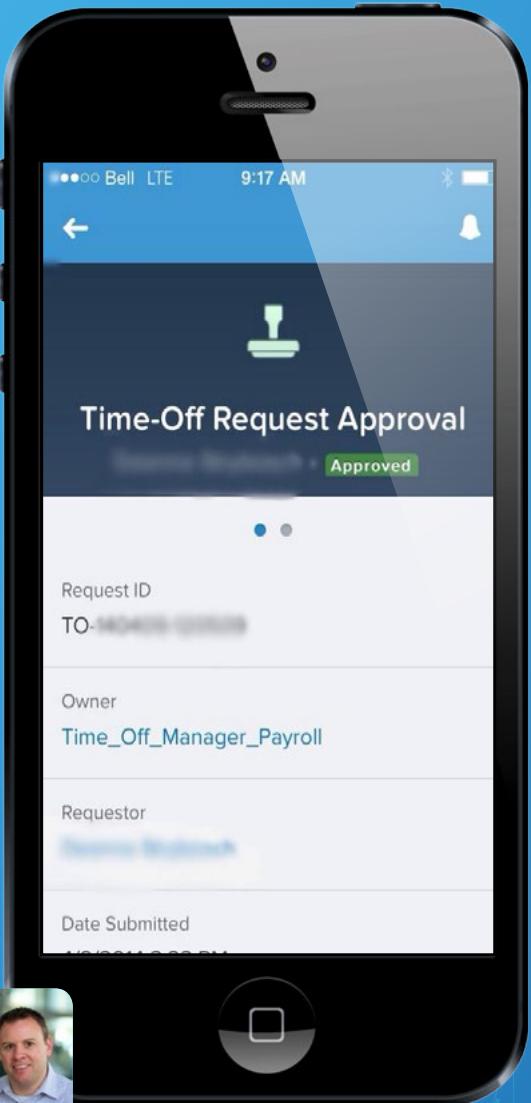
58.



Philip Cleary  
@pclearytweets

#salesforce1selfie Record your meeting notes using Siri on the go between meetings & keep your team up to date."

## Approve requests



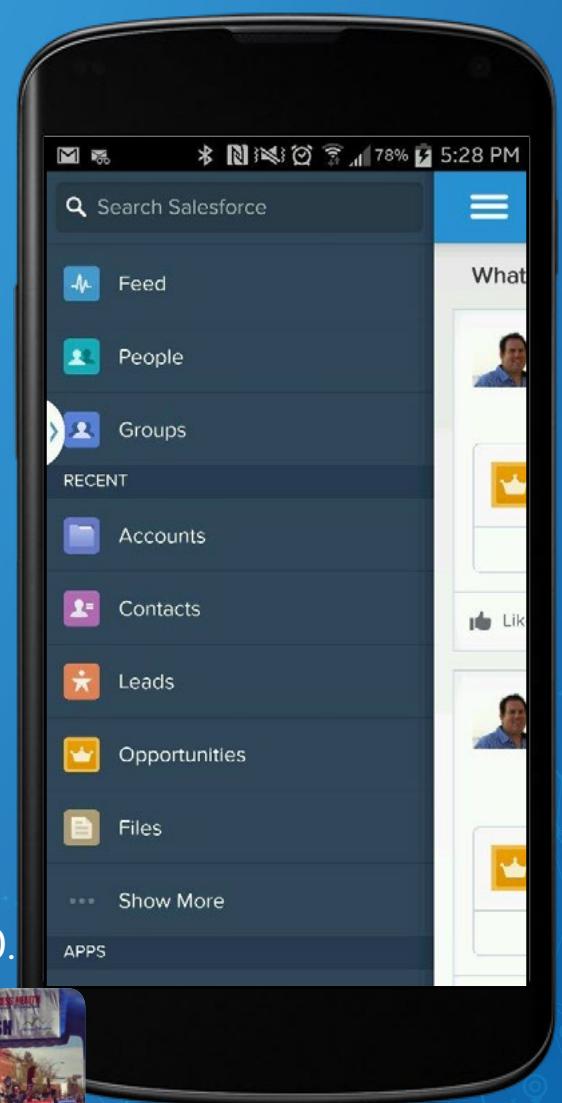
59.



Jeremy Wiggett  
@JCWiggett

"1hr wait at the walk-in clinic? Thumbs feel fine so I'm taking care of business. #salesforce1selfie"

## Update CRM info



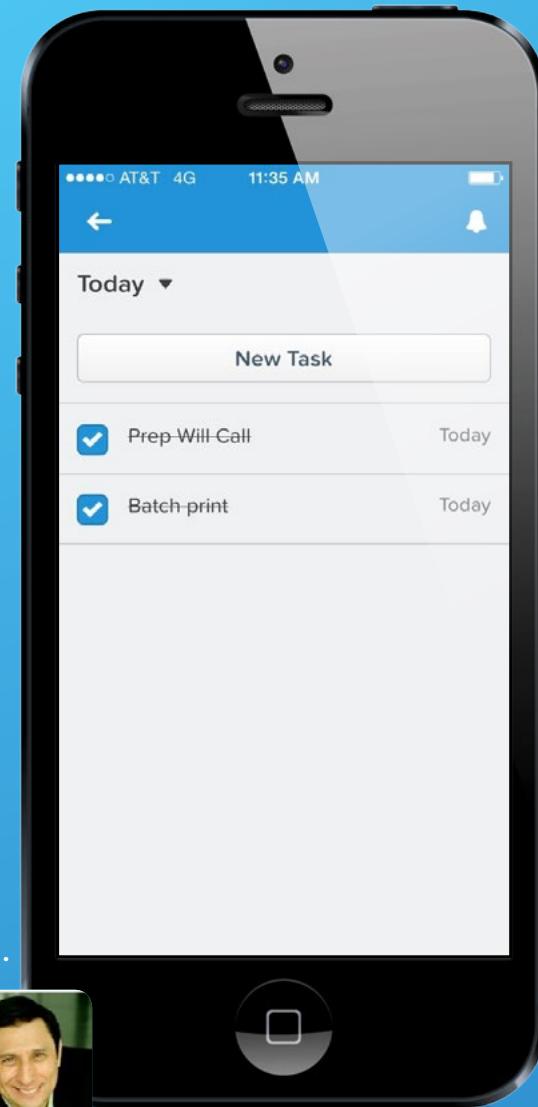
60.



Paul Zicus  
@PaulZicus

"Ability to find contacts quickly and keep records updated in real time. #salesforce1selfie"

## Manage tasks



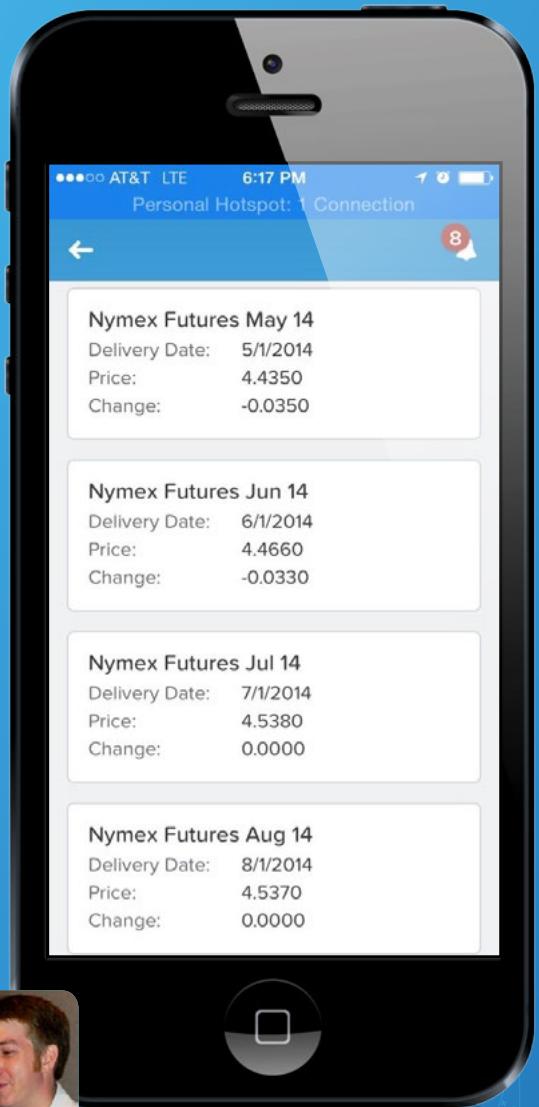
61.



Dennis Yslas  
@dennisoractor

"New to @salesforce loving task completion on phone, I think I'm gonna like this system. #salesforce1selfie"

## Get real-time market quotes



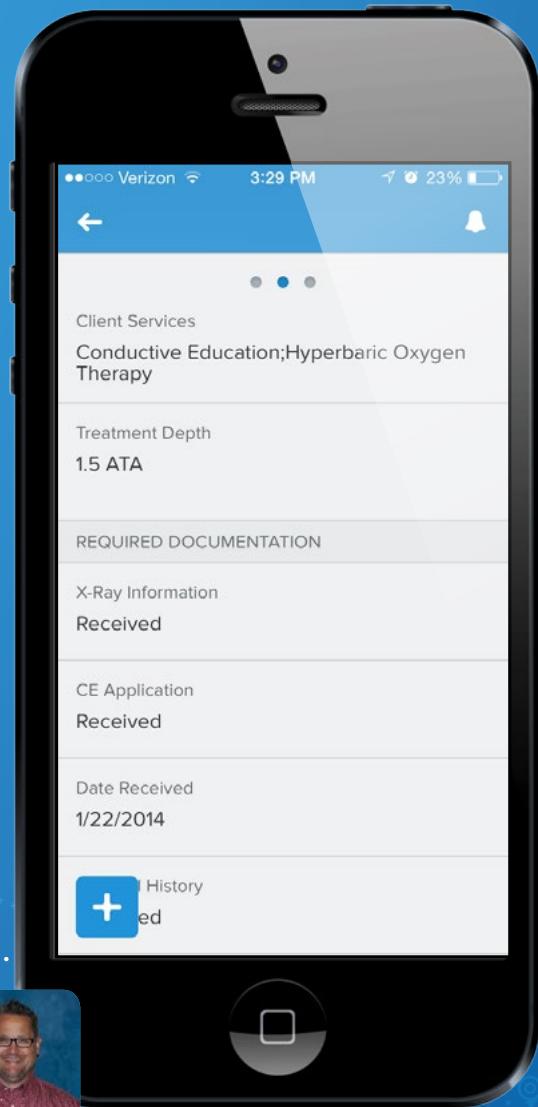
62.



Shane McLaughlin  
@MShaneMc

"Mine shows natural gas markets. We use the values for quotes and hedging in @salesforce. #salesforce1selfie"

## Manage client services



63.

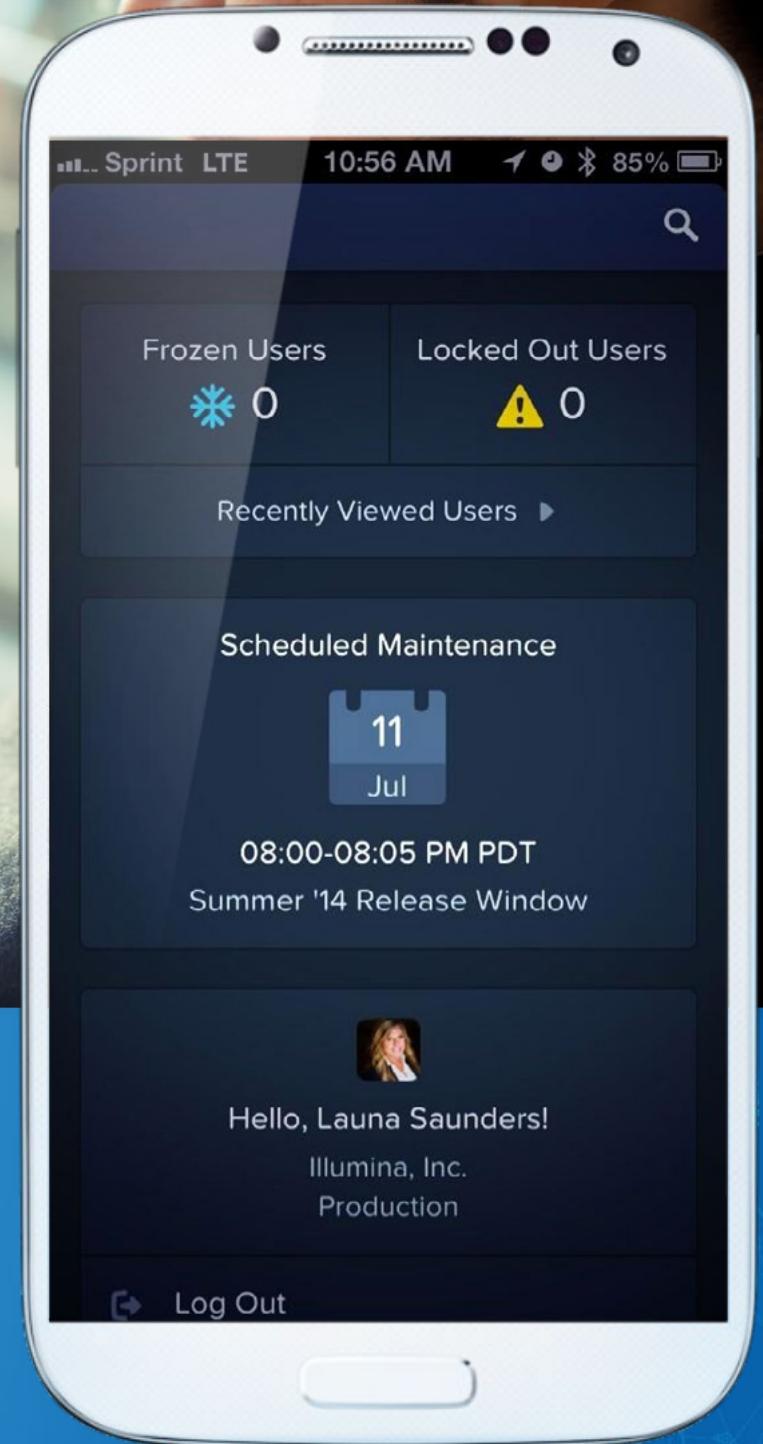


Matt Rychener  
@mattrychener

"@salesforce is amazing. It helps our non-profit manage key client documentation and services. #salesforce1selfie"



Track IT performance and monitor app usage



## Provide user support



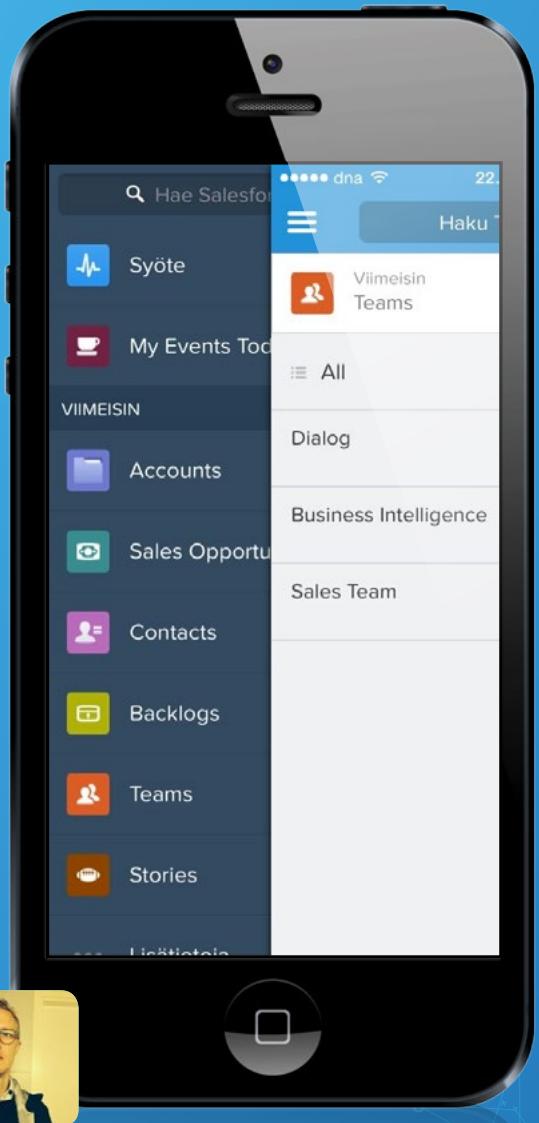
64.



Samir Patel  
@Samir2001Patel

"I can stay on top of my users for support & training. #salesforce1selfie from dev401 class."

## Prioritize IT backlog



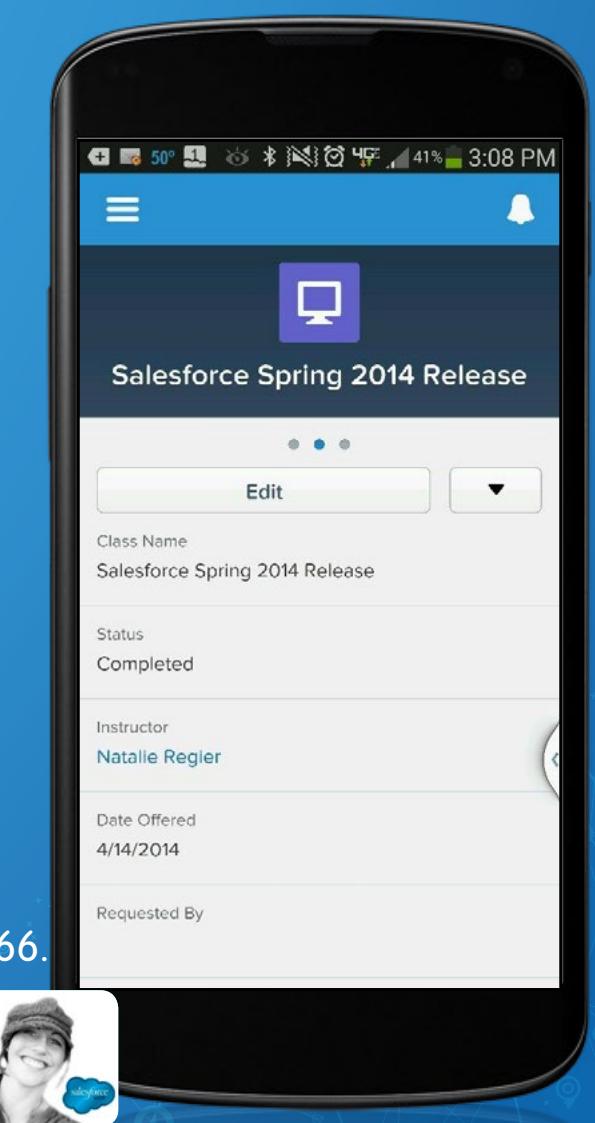
65.



Ville Loppinen  
@villeloppinen

"My team's backlog and stories at #salesforce1 #salesforce1selfie"

## Manage user training



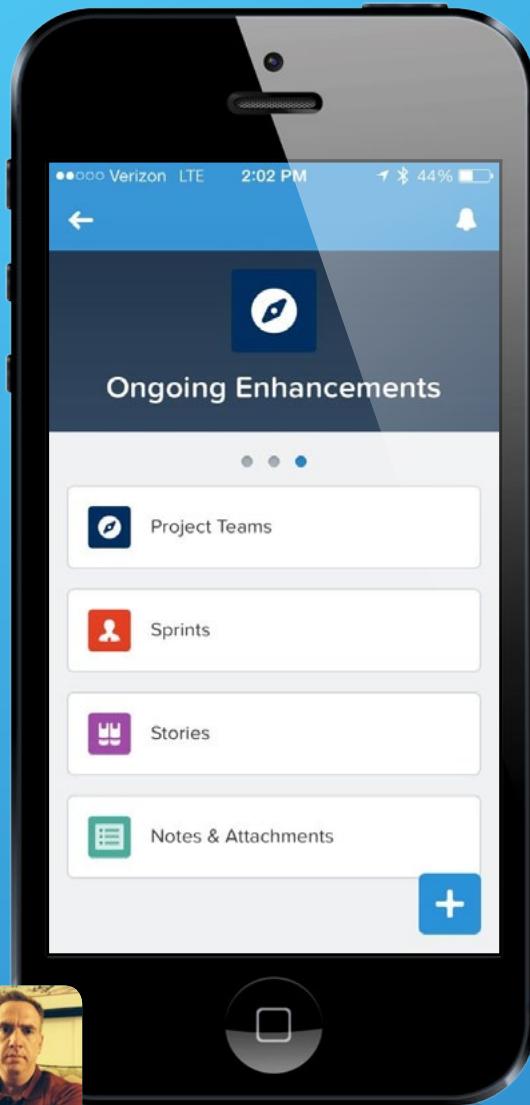
66.



Natalie Regier  
@gnatiae

"Tracking internal trainings with @salesforce1. Launched #Spring14 & custom @TalentPlusInc apps. #salesforce1selfie"

## Track IT projects



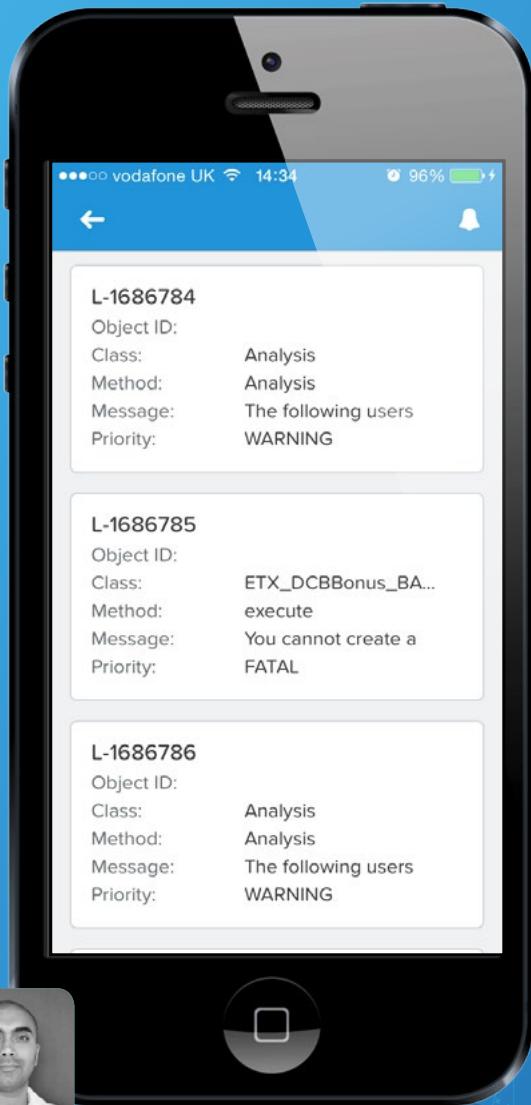
67.



**Brian Peddle**  
@brianpeddle

"We built an Agile tool to manage all of our projects from curriculum to our LMS on the platform. #salesforce1selfie"

## Monitor app performance



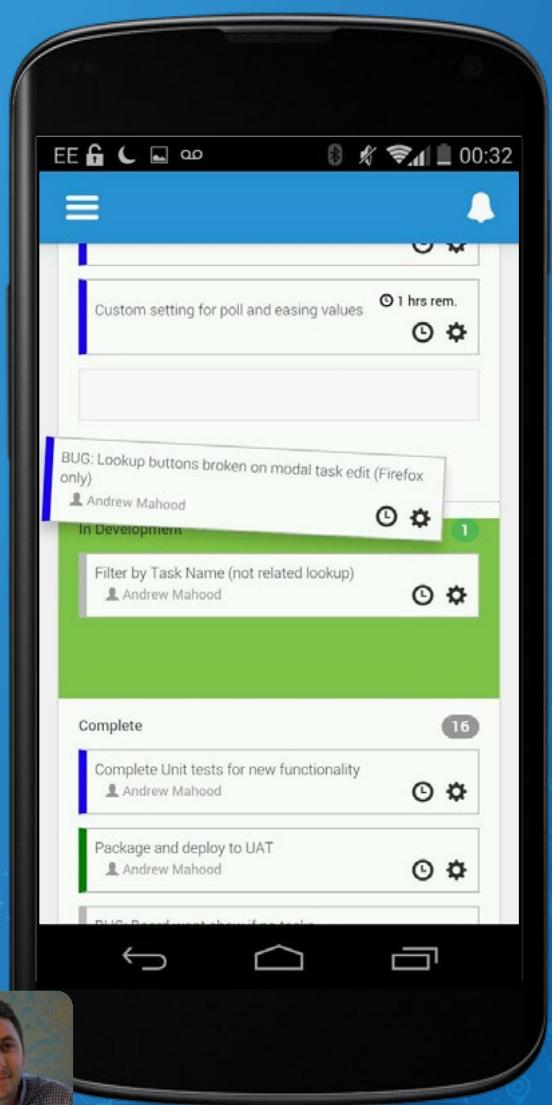
68.



**Nassar Mehmood**  
@NassarMehmood

"#salesforce1selfie using @salesforce to monitor hourly schedules to ensure there are no issues!"

## Manage your IT backlog



69.



**Andy Mahood**  
@andymahood\_c

"My #salesforce1selfie managing my dev backlog for building @TaskfeedApp using @TaskfeedApp on my phone #meta."

## Track IT project hours



70.

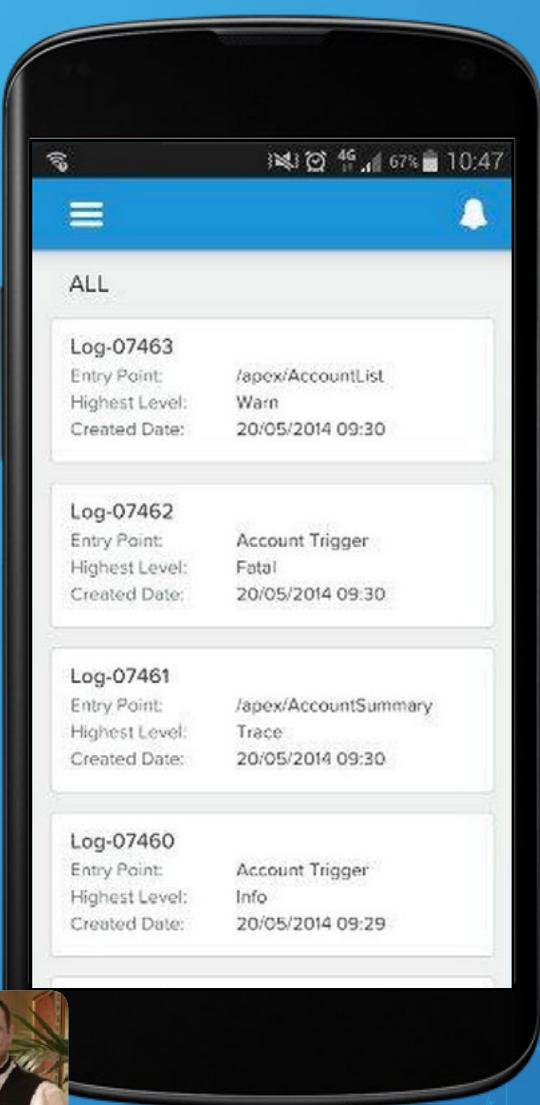


Deepa Patel

@HalakConsulting

"#salesforce1selfie Monthly activity dashboard - duration hours and record count."

## Monitor app logs



71.

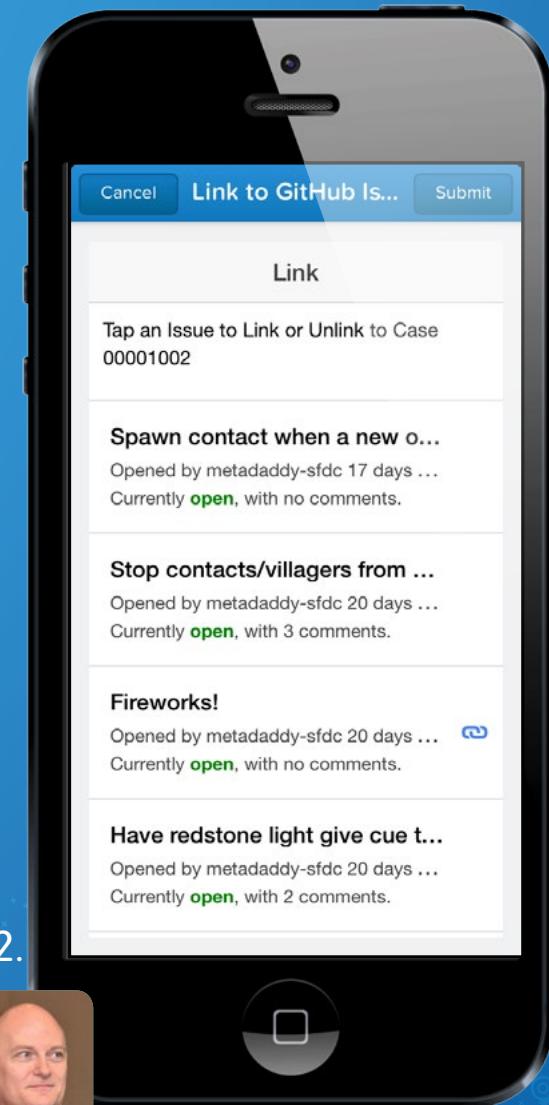


Luke Brindle

@Luke\_sfdc

"#salesforce1selfie I can monitor and support large custom apps on the move."

## Access external systems



72.

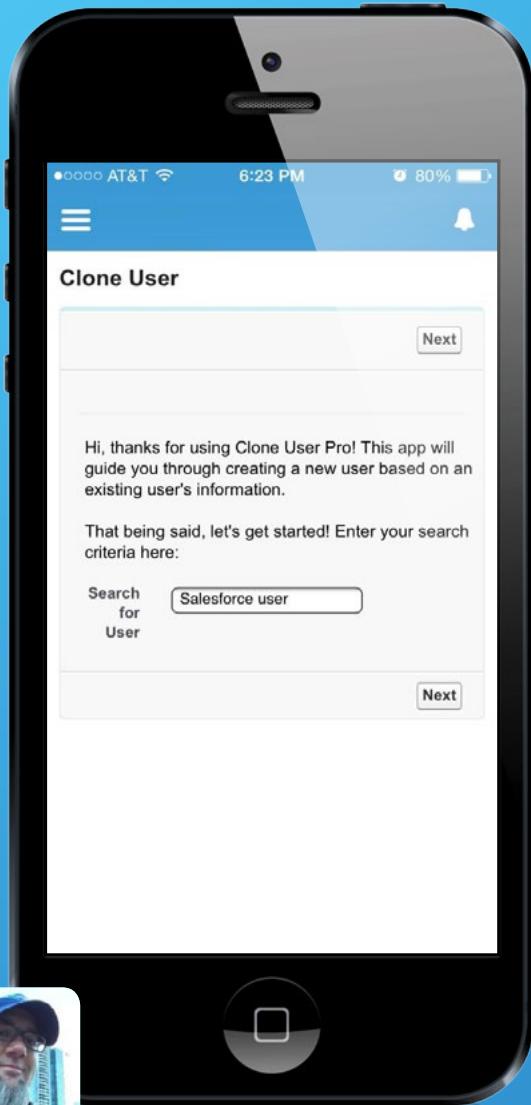


Pat Patterson

@metadaddy

"My #salesforce1selfie: app showing how to call external APIs, e.g. get issues from @GitHubAPI."

## Set up a new user



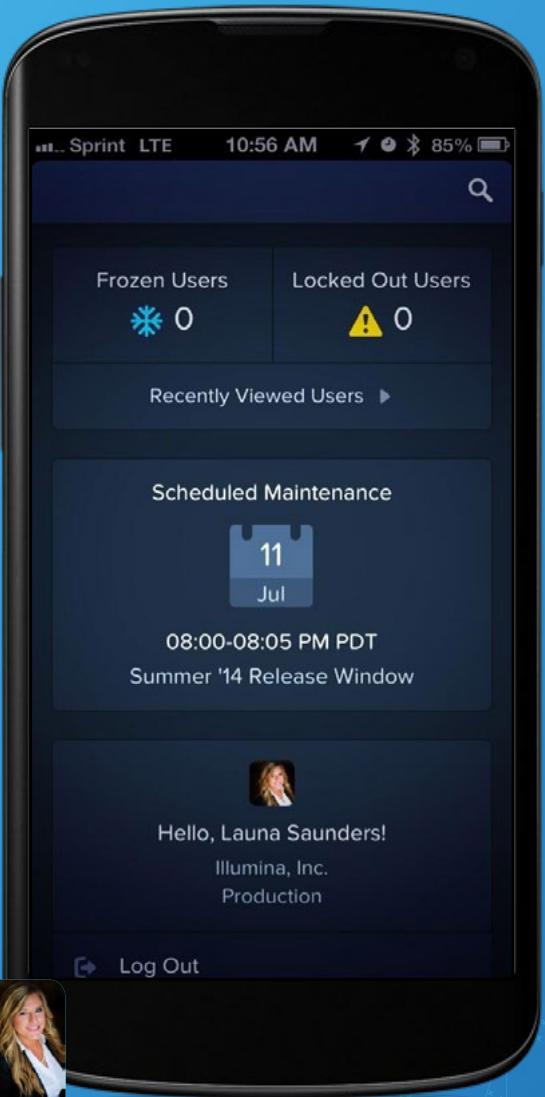
73.



Andrew  
@jok3r4o2

"Take @salesforce flows on a field trip!  
#salesforce1selfie"

## Manage user access



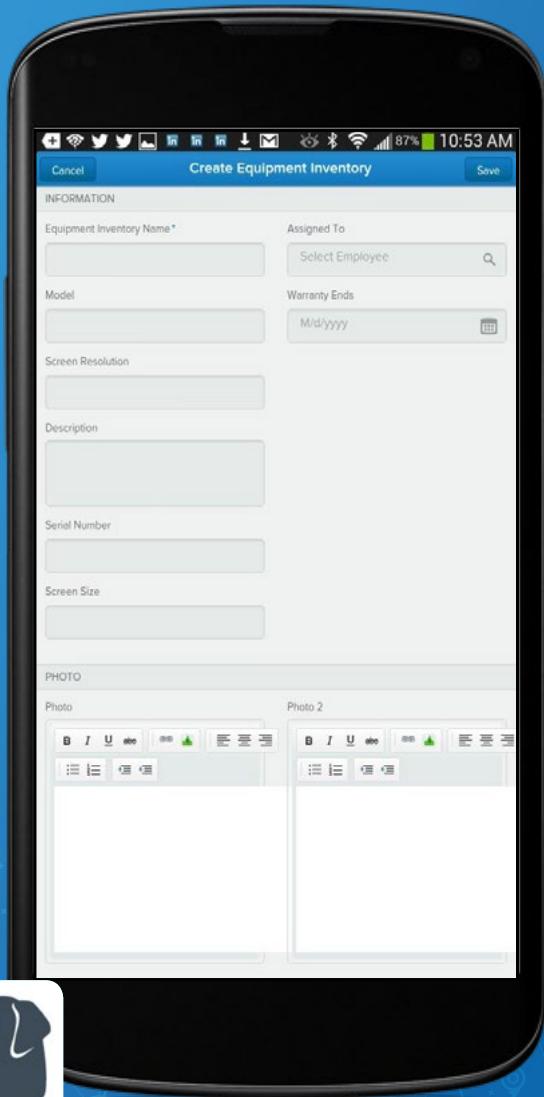
74.



Launa Saunders  
@LaunaSaunders

"Admin info at my fingertips: no users locked out or frozen. Sigh of relief!  
#salesforce1selfie"

## Track IT inventory



75.

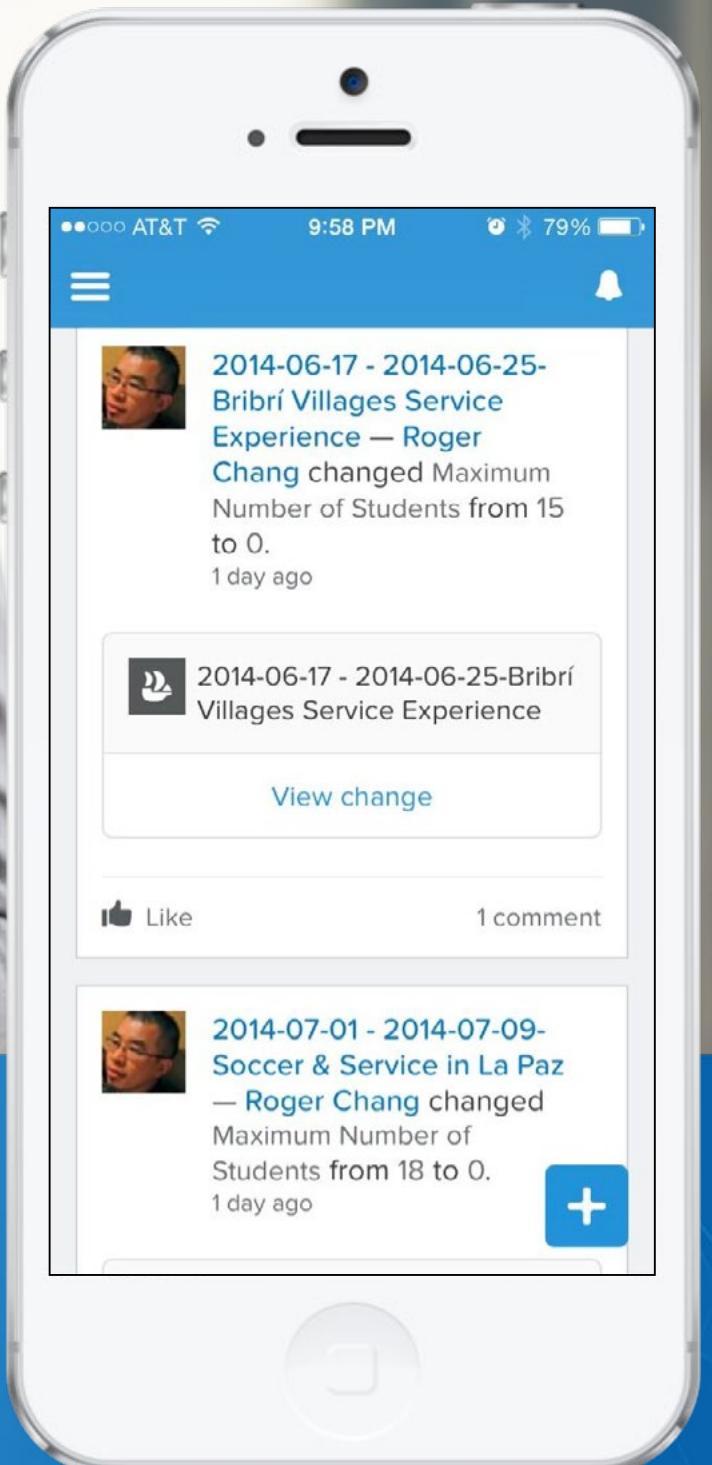


Galvin Technologies  
@galvintech

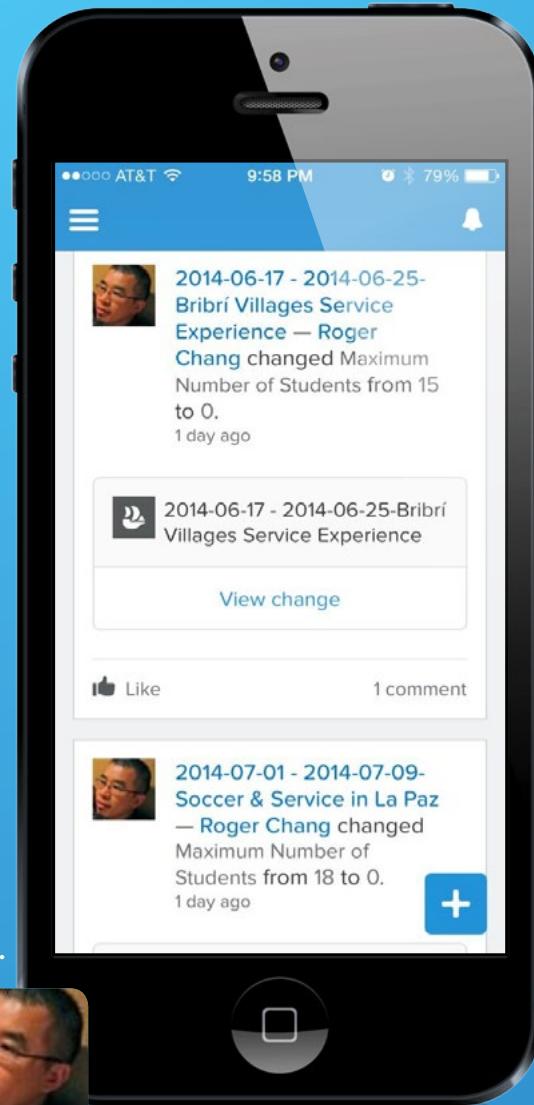
"We handle our computer inventory management from #Salesforce1  
#salesforce1selfie"



# Integrate with backoffice data



## Connect to external systems



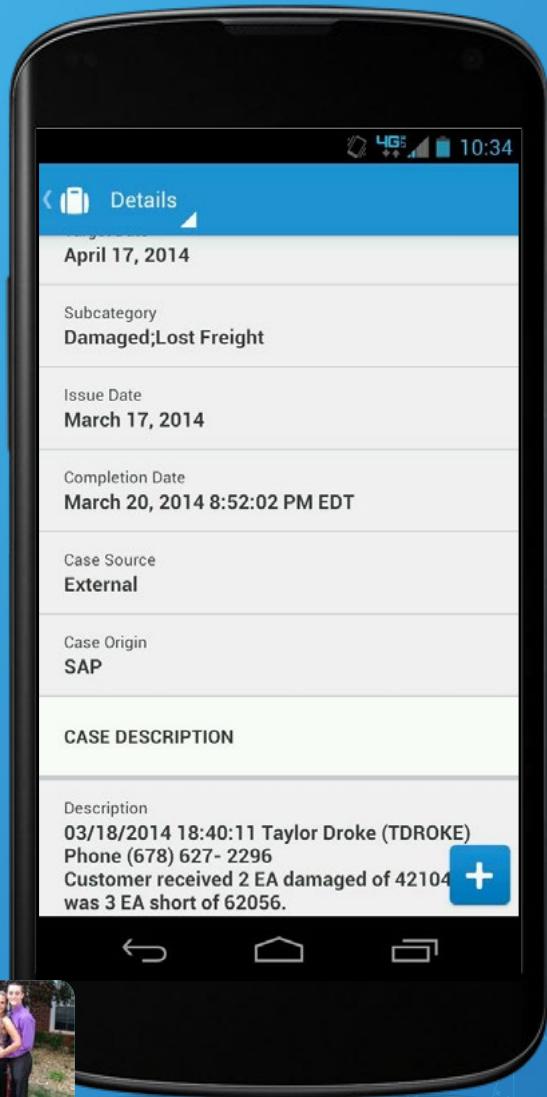
76.



Roger Ah Chang  
@RogerChangRP

"Maintaining our back office #crm using  
@salesforce. #salesforce1selfie"

## Access ERP data



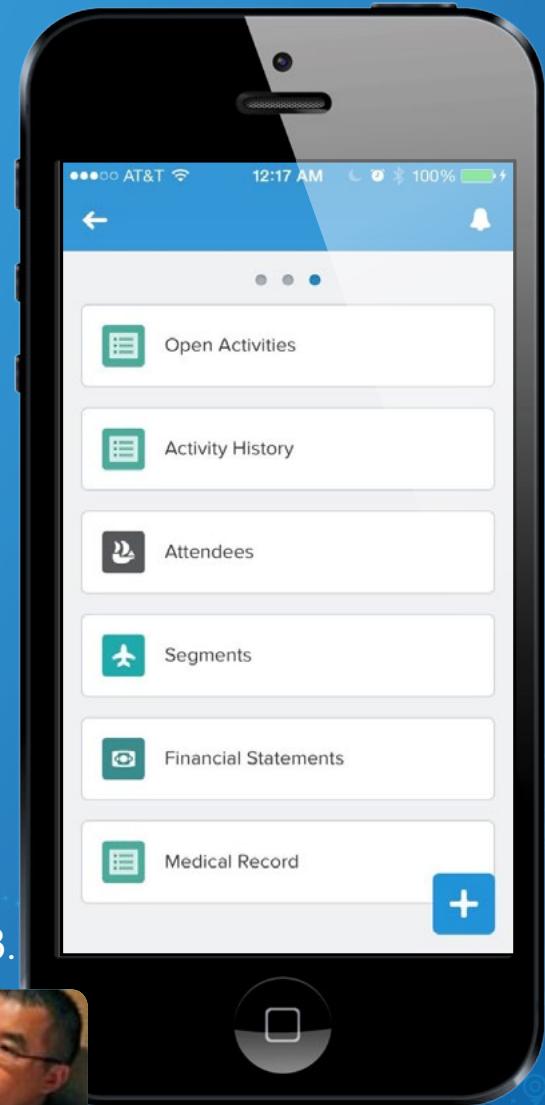
77.



Taylor Droke  
@GiveMe2MrDroke

"We use @SAP's QM module to enter complaints, which interface over for reporting. #salesforce1selfie"

## Track financial statements



78.

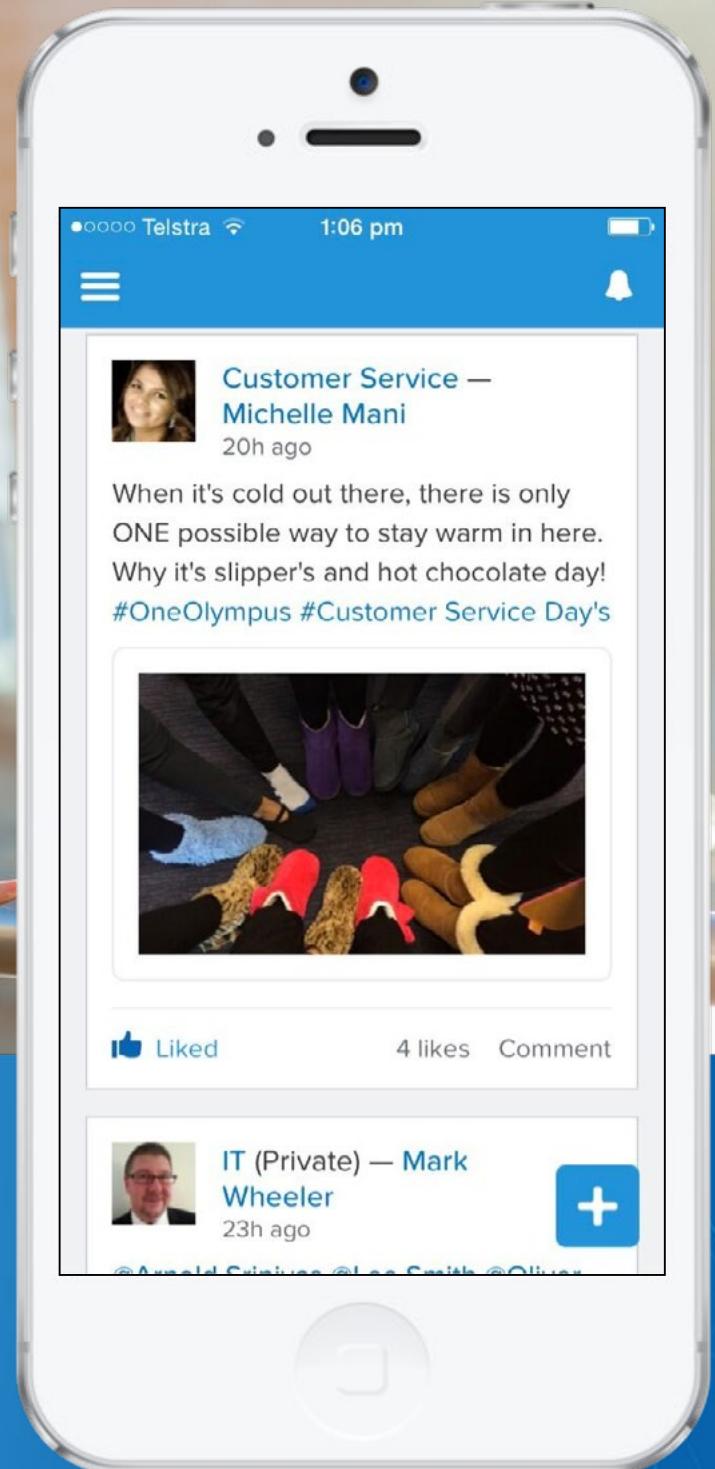


Roger Ah Chang  
@RogerChangRP

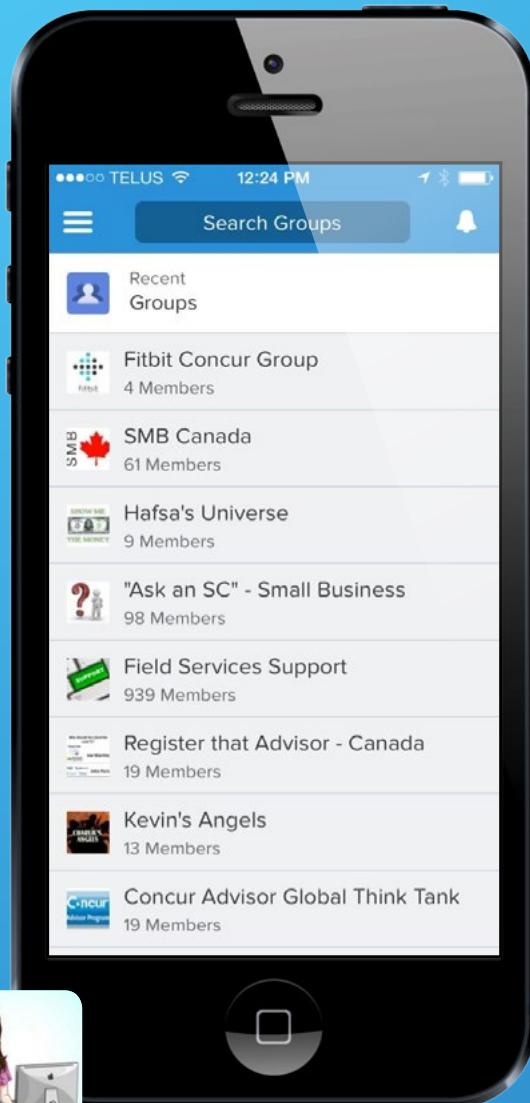
"With our custom objects we've transformed a sales and marketing product into a back office #crm #salesforce1selfie"



Collaborate with team members across your company



## Stay connected to HQ



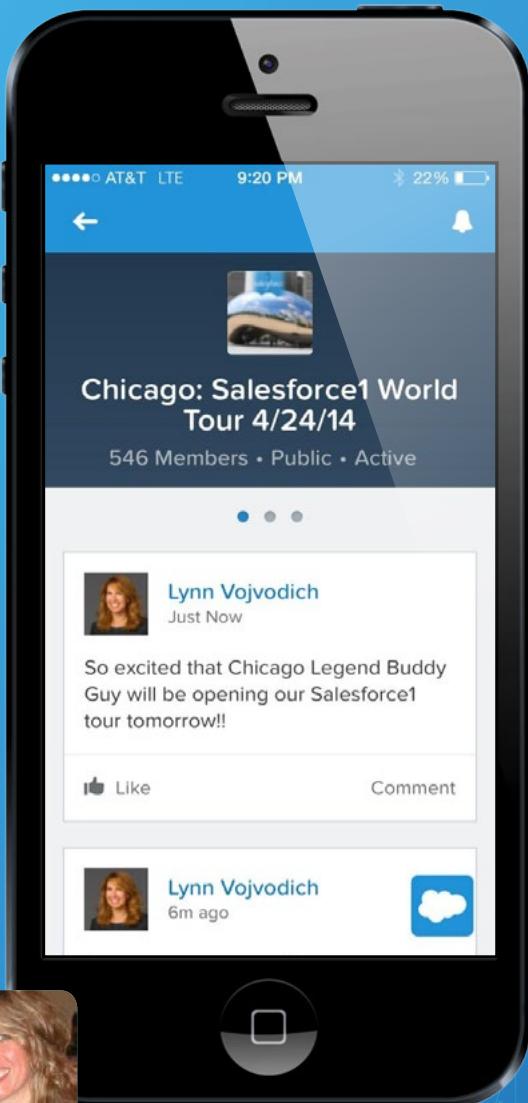
79.



**Sara Hurst**  
@Hurstism

"I use @salesforce1 to stay involved in HQ events even though I'm located in a different country! #salesforce1selfie"

## Share company news



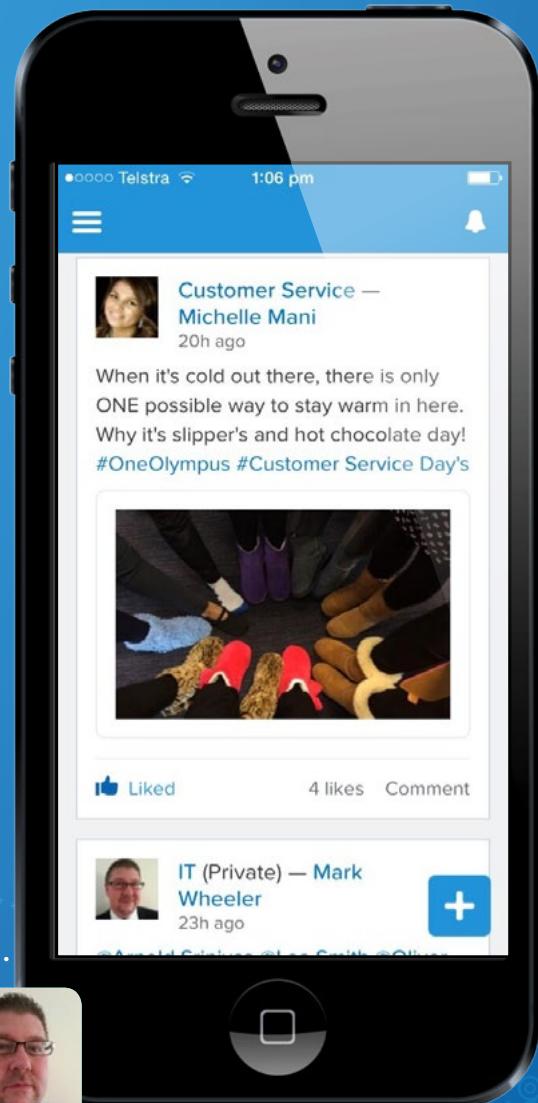
80.



**Lynn Vojvodich**  
@lvojvodich

"Check out my #salesforce1selfie for the Chicago legend that will be opening our salesforce tour tomorrow... woot!"

## Celebrate your culture



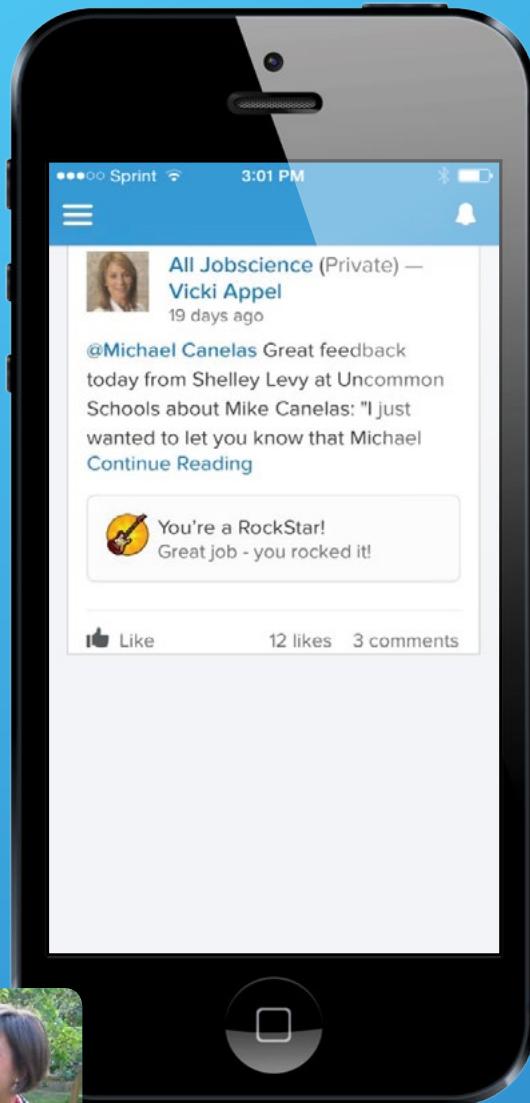
81.



**Mark Wheeler**  
@WheelerForce

"#salesforce1selfie Customer Service JUMPS onboard using Chatter."

## Thank team members



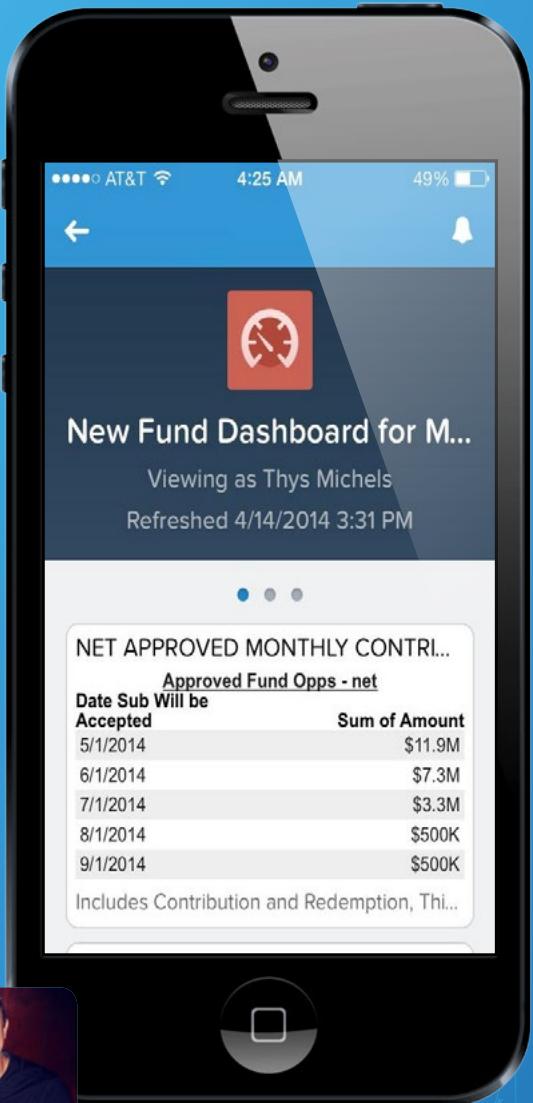
82.



Miranda Nash  
@mirandanash

"My favorite #salesforce1selfie using The Feed to foster positive genuine culture (which also helps recruiting)!"

## Collaborate on approvals



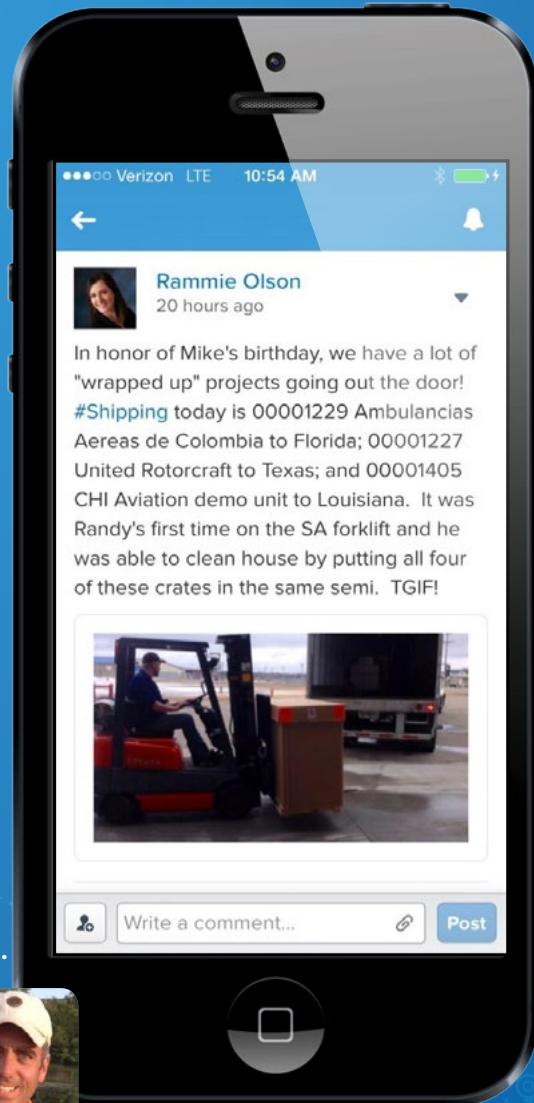
83.



Thys Michels  
@thysmichels

"Love #salesforce1 can view new funds approved every morning! Looks like a good month! #salesforce1selfie"

## Share field updates



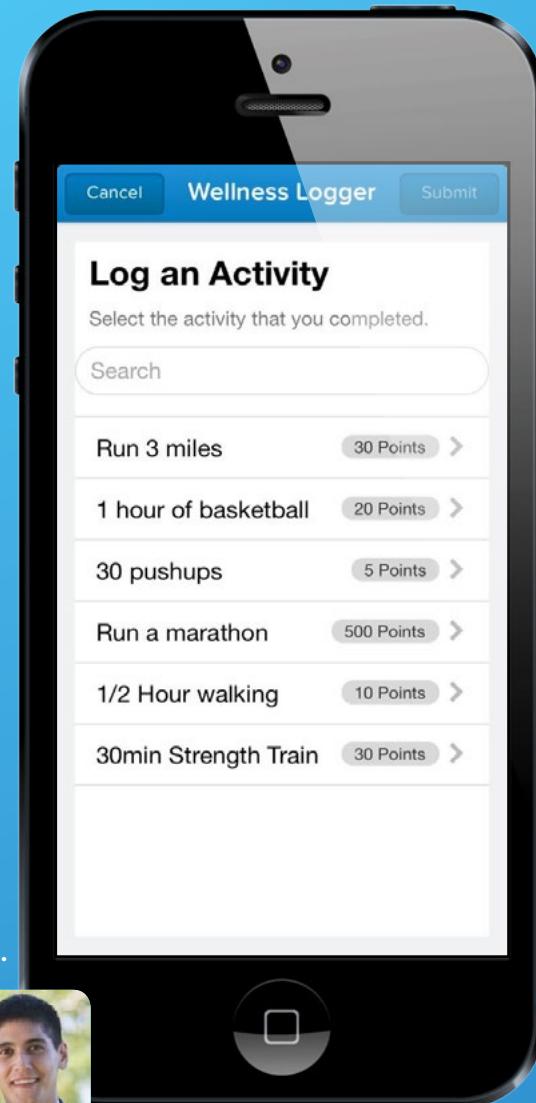
84.



Mike Gallagher  
@gallaghermike

"We use Chatter to keep the off-site team in-the-loop about shipments, bdays. #salesforce1selfie"

Stay fit together



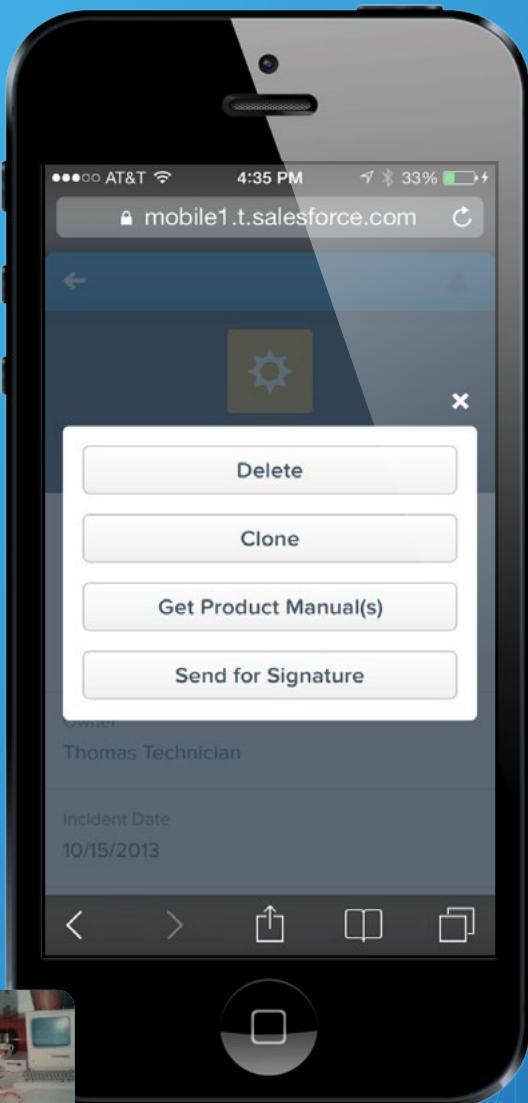
85.



Michael Welburn  
@MichaelWelburn

"Tracking wellness with @salesforce1. Built in hours, not weeks! #salesforce1selfie"

Share files



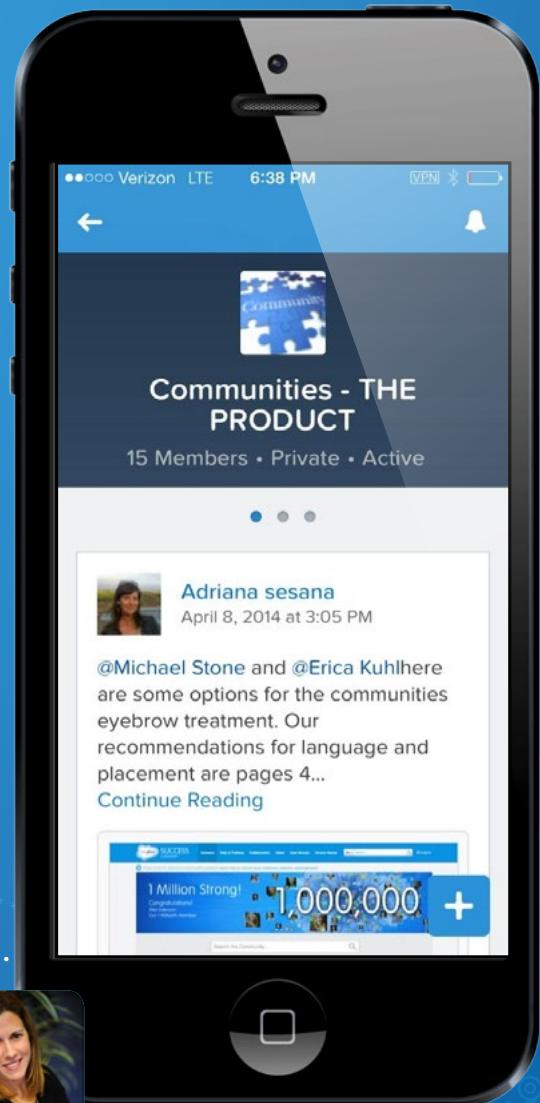
86.



Zach Lawryk  
@zlawryk

"#salesforce1selfie content stored in Box delivered to mobile, thanks to @BoxPlatform and Salesforce1."

Review website designs



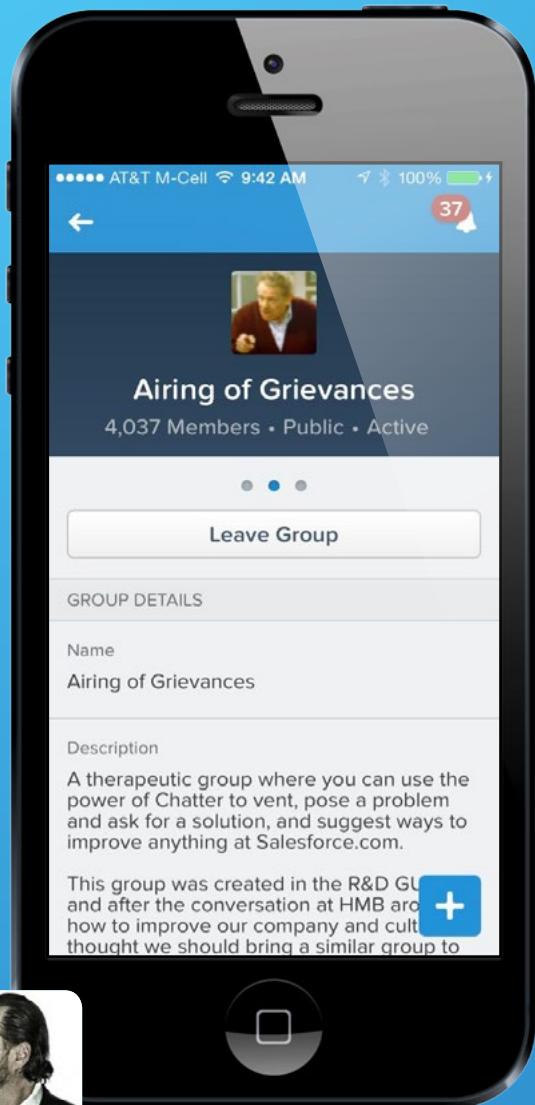
87.



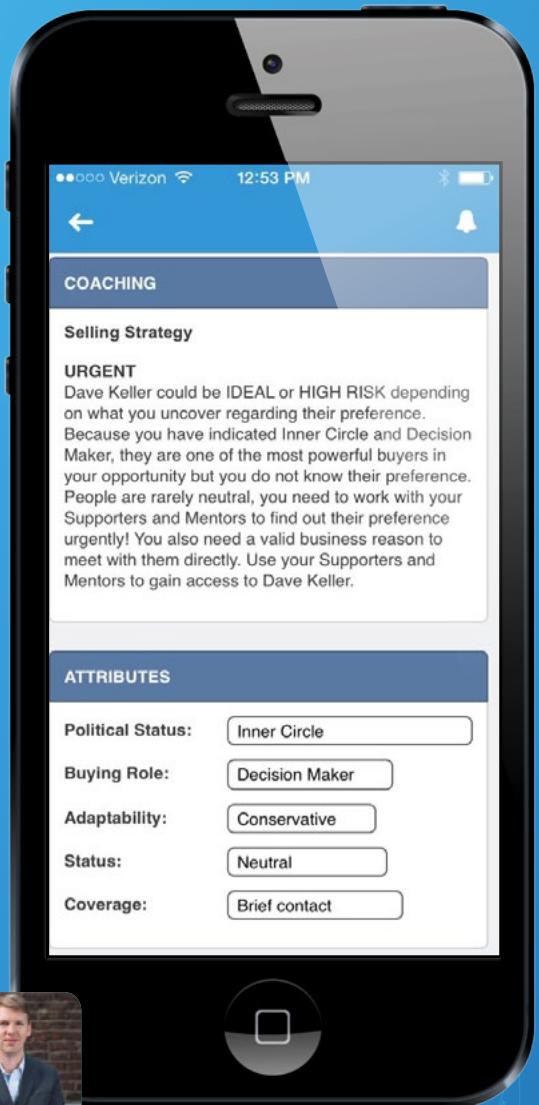
Erica Kuhl  
@ericakuhl

"Loving Salesforce1! Reviewing some new Success Community mockups while watching soccer practice. #salesforce1selfie"

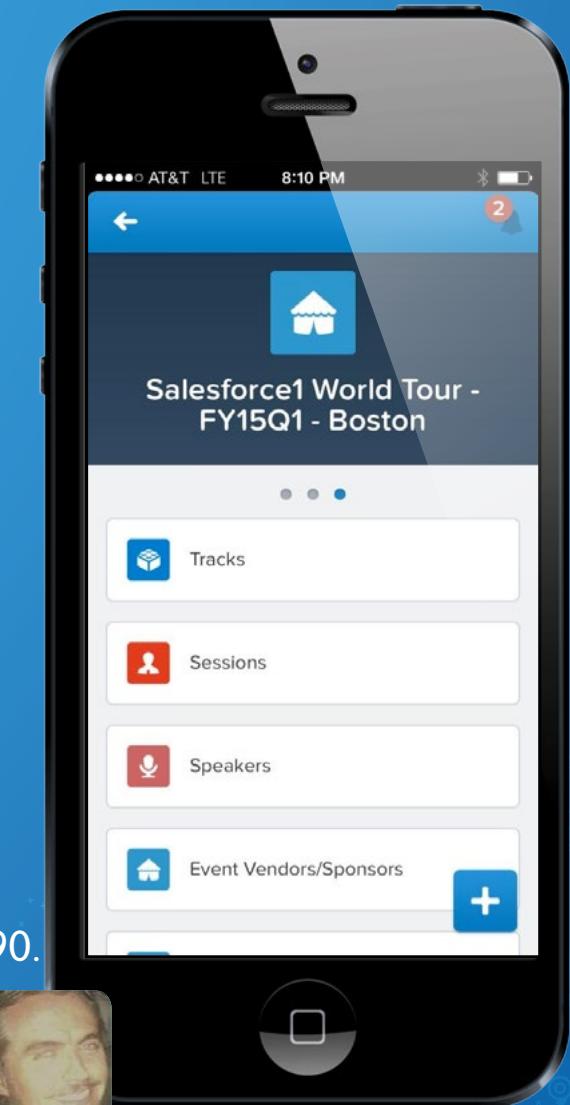
## Track team morale



## Share coaching tips

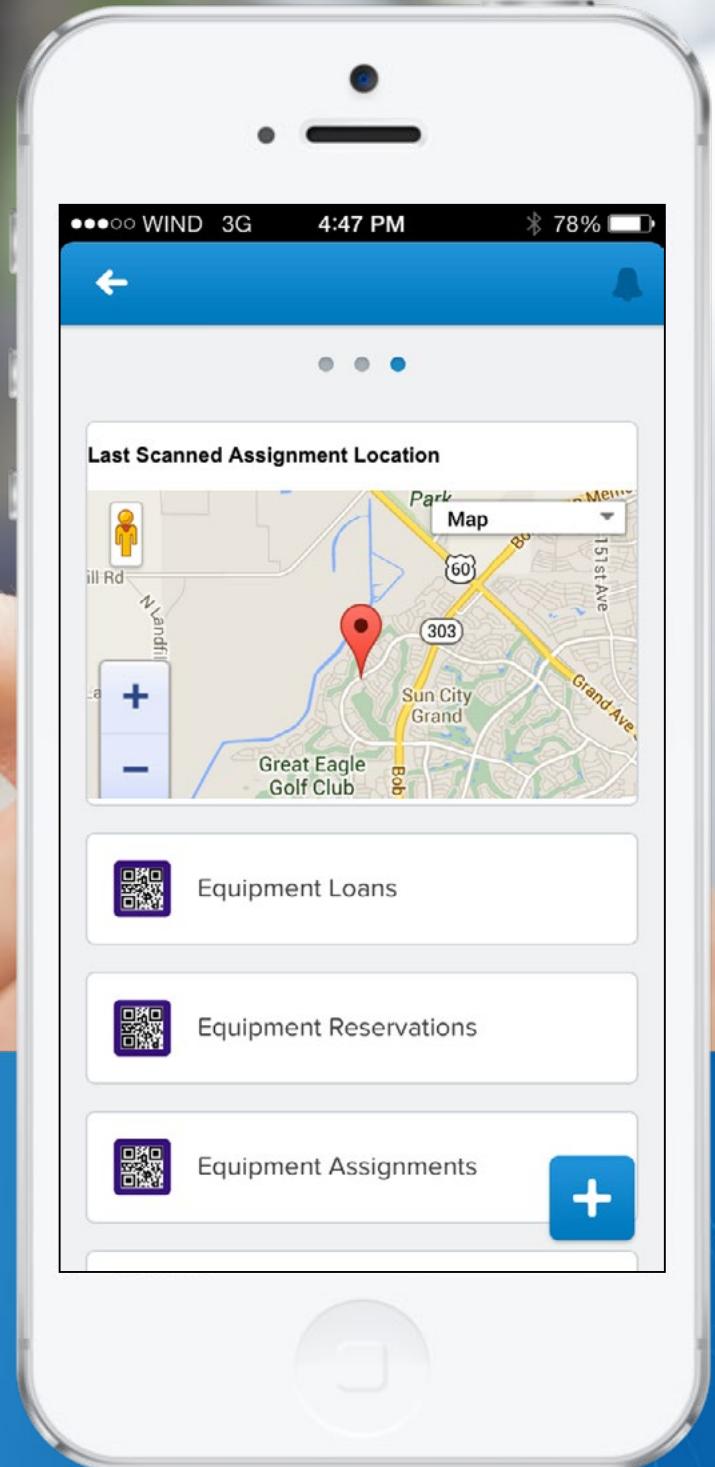


## Plan customer events

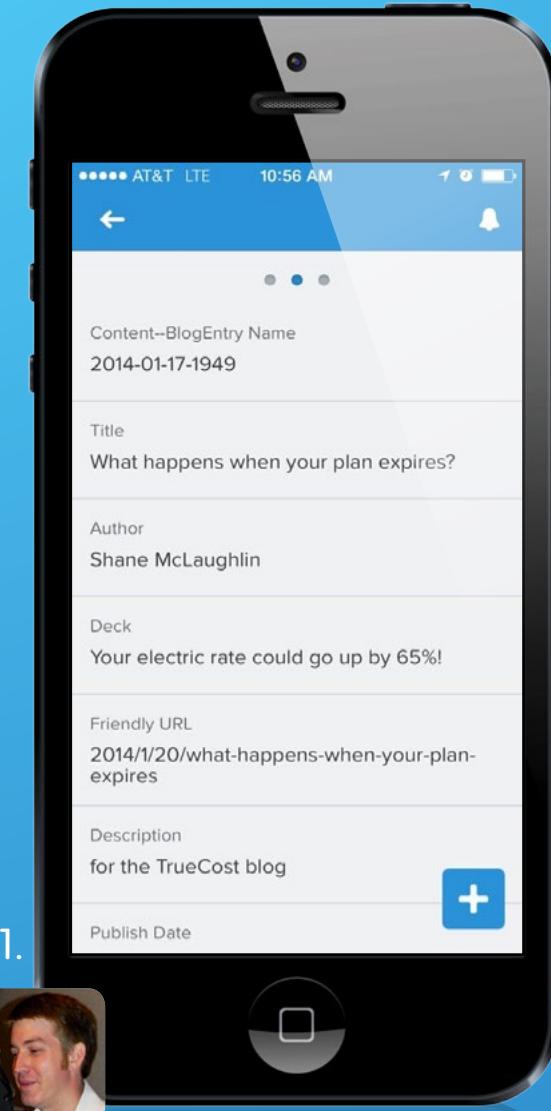




Customize the app to meet  
your business needs



## Publish blog posts



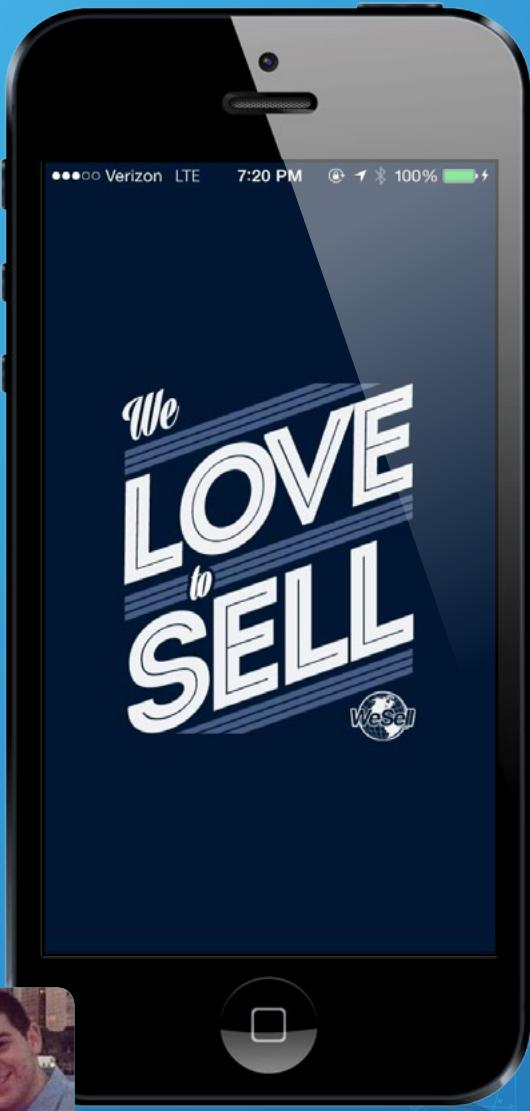
91.



Shane McLaughlin  
@MShaneMc

"I can blog to my @salesforce -hosted site. From my phone. (Blog is a custom object.) #salesforce1selfie"

## Share your mission



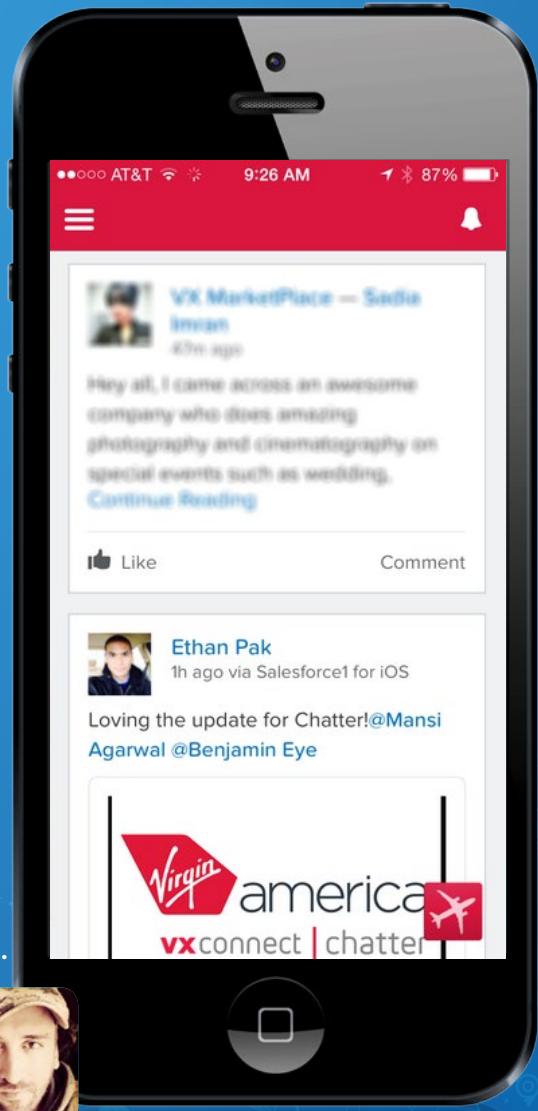
92.



Boris Tsibelman  
@BTsibelman

"New #Salesforce1 load screen.thank you @salesforce awesome spring14 update. #salesforce1selfie"

## Brand the experience



93.



Benjamin Eye  
@VXFlyer

"Love that we can now add some @VirginAmerica branding to the @salesforce1 app! Icing on the cake! #salesforce1selfie"

Make it fun!



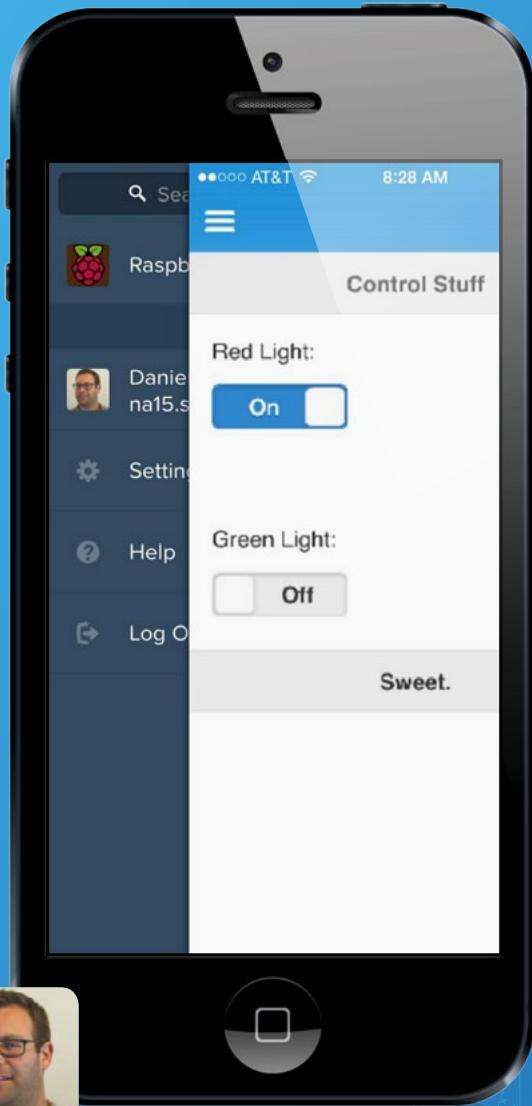
94.



Chris Halvachs  
@ChrisH\_88

"Branding branding branding is the key to user adoption! Here's how we do it in transportation. #salesforce1selfie"

Connect to your products



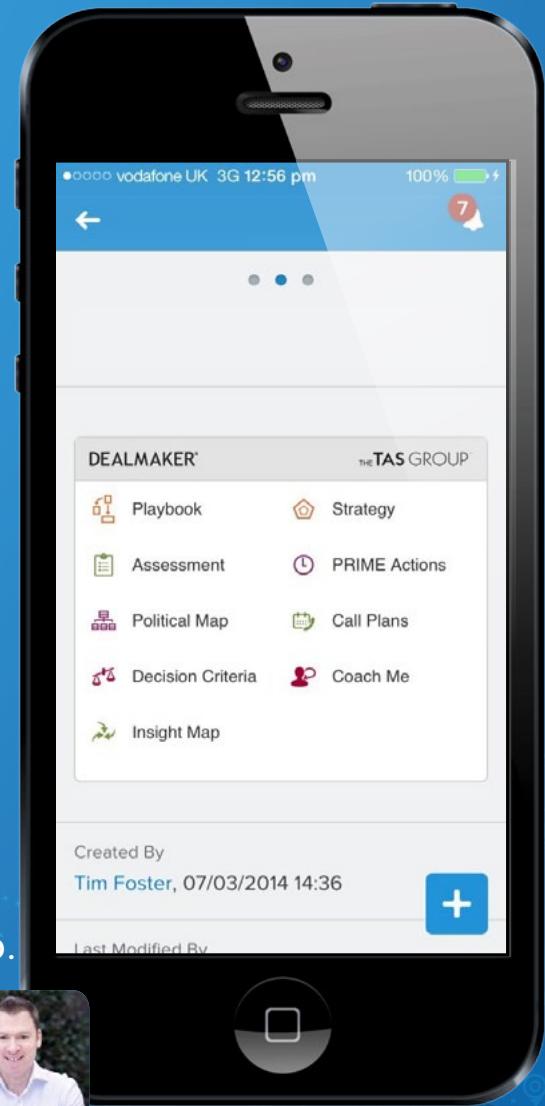
95.



Daniel Peter  
@danieljpeter

"Hello world #salesforce1selfie  
#raspberrypi."

Integrate 3rd-party apps



96.



Tim Foster  
@tgfoster

"#salesforce1selfie deal strategy on my phone - very handy @salesforce @thetasgroup."

## Create custom apps

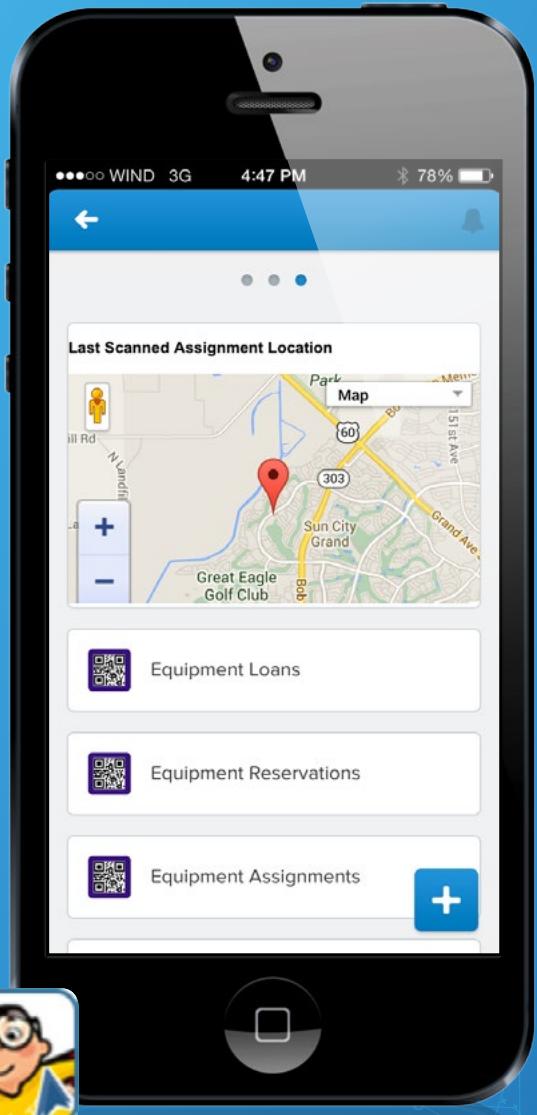


97.

Brian Kwong  
@Kwongerific

"Looks like my @Salesforce1 Check-In app is working! 156 attendees checked in and counting! #salesforce1selfie"

## Track inventory

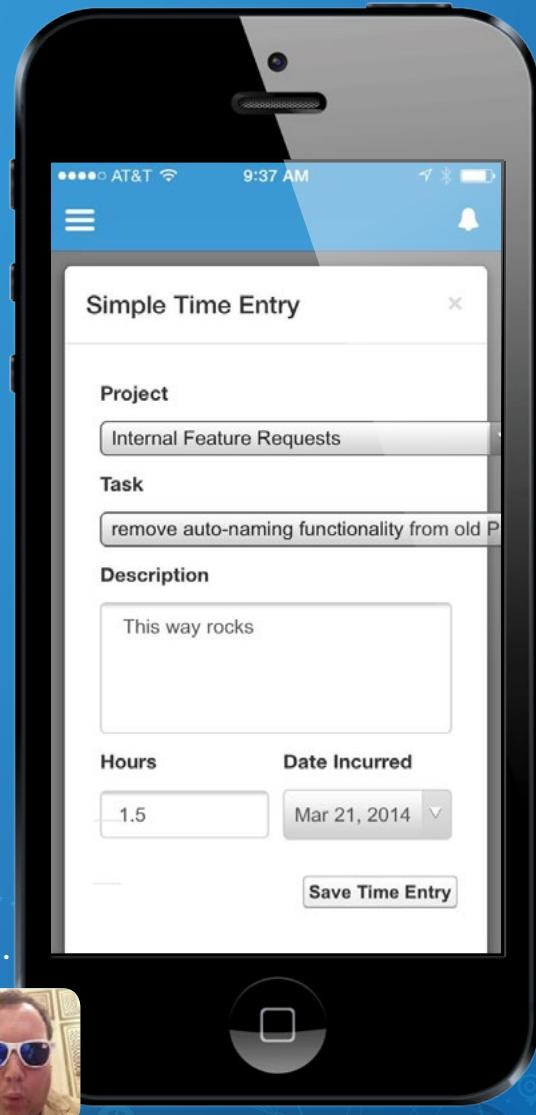


98.

ELTON App  
@elton\_app

"#salesforce1selfie Tracking Equipment with Salesforce1"

## Record project hours

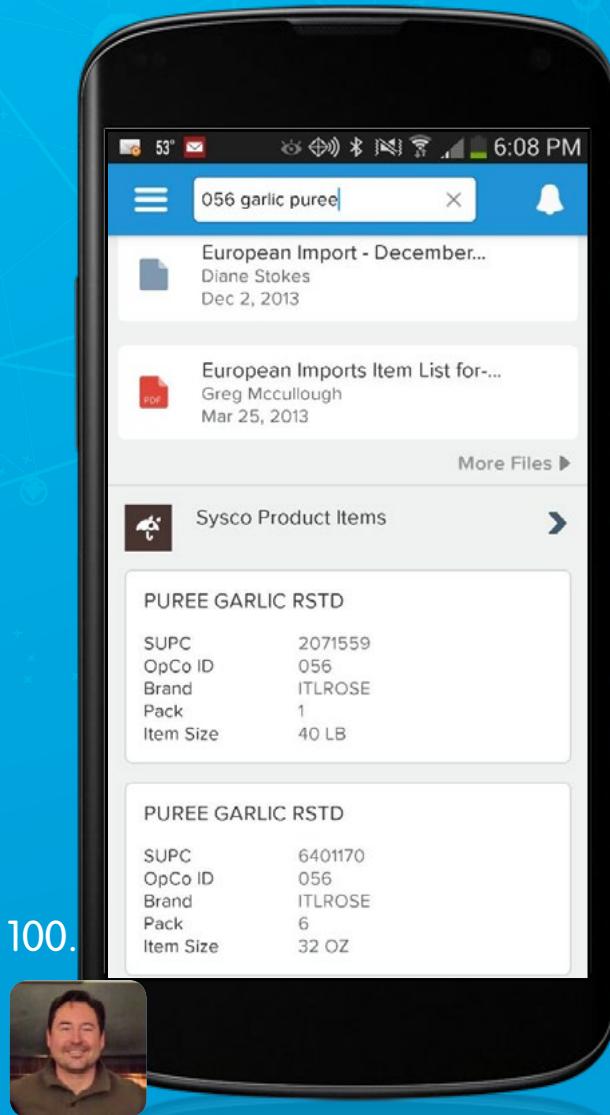


99.

Brad Gross  
@imperialstout

"My #salesforce1selfie - Our new and improved internal time tracking system!"

Search real-time product lists



100.

Chris Spencer  
@Spence391

"Do I have this item? Why yes I do, in two pack sizes. #salesforce1selfie"

1  
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