

Account	Spoke with customer	Left Message	Sent Email	Customer Download	Trial Ended	Notes	

How can I convert the lead to a sale?

- Find out the customer's needs, address pain points
- Suggest demo by Bluebeam
- Offer competitive pricing or bundle (with services or complementary products)
- Contact Bluebeam Channel Team at 626.296.2143 or partners@bluebeam.com for suggestions

