

## It's time to acknowledge your BIGGEST competitor... The "NO DECISION" outcome

The key to any sale is to **not only** understand your prospects pains and problems, but to also **quantify** how much those problems are costing them!

% of opportunities lost to "No Decision"

20%

Studies show that 40-60% of all opportunities are lost to no decision.

Annual Opportunities lost to "No Decisions"

**50** 

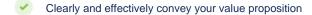
Estimated deals you could have won with better positioning

10

Increase in sales Revenue:

\$2,000,000

## Our Interactive Value Calculators Will



Arm your champion to sell the project internally

Further qualify opportunities

Reduce discounting

Shorten the sales cycle

Separate your company from the competition



Reduce "No Decisions"

40-60% Of your opportunities will end in a no decision

Learn more >



**Arm Your Champion** 

While your competitors talk features... You'll be talking \$\$\$

Learn more >



**Lead Generation** 

Website calculators are a great way to generate leads and capture visitor information

Learn more :