

# The Conquer Way™

**If your enterprise currently uses Outreach or Salesloft, or is considering a Sales Engagement Platform, you need to read this.**

**Our competitors claim you get benefits – we guarantee your results**

Other vendors claim to increase sales effectiveness. We go much further. Conquer will shorten your sales cycle, increase your win percentage, and grow your pipeline like never before. And only Conquer guarantees your results.

**How we make this happen for you**

Conquer is focused on results. We work every day with enterprise clients, so we have a history of what works (and what doesn't). We invest the time to have our experts work with you and your team to take your best sales processes and automate them. Every team member utilizes a guided selling experience to unlock the full selling potential of your organization.

**What we need from you to ensure we can help**

Frankness, honesty, and some investment of your time as we conduct discovery seat rides with your team. This data will inform our assessment to determine what you can expect. And Conquer will guarantee these results.

**The sales process done The Conquer Way™ includes:**

- A call together.
- We provide a summary of your objectives.
- Seat rides – we witness your sales team in action and listen to what they do and how much time it takes today.
- Assessment – we provide an analysis to mutually confirm that our solutions are a good fit for you and what results you can expect.
- Financial model – we prepare a financial analysis to demonstrate the impact Conquer will have on your sales team.
- Proposal – we earn the right to provide you a detailed proposal of the results you will achieve, and we will guarantee those results.
- Proof – Our implementation methods ensure user adoption. You will generate daily reports to show how your sales team is using Conquer's guided selling methodology to shorten your sales cycle and increase your win percentage.

**The cloud and the source of truth**

Conquer services are cloud-based and always on. And since Conquer solutions are truly native inside the CRM, your data and reports are always accurate, without ever requiring a data sync. There's never a doubt about the source of truth. None of our competitors can make this claim.

**Let's get started, The Conquer Way.**

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