

Sales Cycle Manager's automatic prioritization makes planning your day easy.

In Sales, **Winning** is Everything
 Get the powers of advanced **sales methodology**
 working for your business!

Cut-throat competition. Demanding prospects. Dwindling budget. No strangers to adversity - your sales team has seen it all. Expectations are sky-high, and you aim to deliver. Here is your edge.

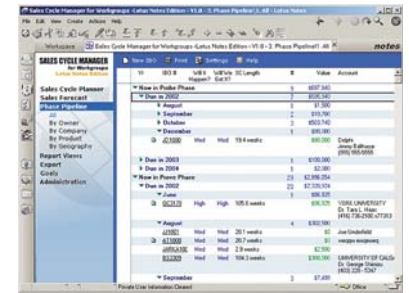
Sales Cycle Manager, Lotus Notes Edition puts the SalesWays patent-pending sales methodology on the most powerful messaging platform available today. Your sales people benefit from advanced workflow that takes out the guess work inherent to selling cycles, and automatically places opportunities in the order that puts precious resources to their best advantage. The results? Increased face time with prospects, enhanced confidence in selling situations, and a reliable sales process that your sales people can count on again and again.

And because Sales Cycle Manager, Lotus Notes Edition is based on an award-winning shared messaging environment, important functions such as real-time forecasting are painless. Replication is bullet-proof. Security is top-notch. And system scalability is world-class. In other words, it's all you need in sales automation, with a price tag that won't raise an eyebrow from the CFO.

Every license of Sales Cycle Manager, Lotus Notes Edition, comes with a comprehensive 70-page manual and methodology guide entitled Working with the Sales Opportunity. Written by SalesWays CEO Dr. Keith T. Thompson, this guide helps you and your salespeople understand the ground-breaking ideas behind Sales Cycle Manager. Also included are handy pre-packaged reports that allow you to extrapolate many useful sales statistics, such as win/loss ratios, sales per product, sales per rep, and much more.

As with all Sales Cycle Manager products, you can take advantage of a 30-day Free Trial offer, and see how the power of sales methodology harmonizes within your organization.

You don't need to spend tens of thousands of dollars to reap the rewards of sales automation. Contact SalesWays today for more details.



The Phase Pipeline View shows you where your opportunities are by key phase: Probe, Prove, and Close.

PRODUCT FEATURES

- Data export capability. Your sales people can export their sales data into a Microsoft Excel 2000 template, and share it with you. Instantly analyze results, draw up accurate forecasts, and more!
- More Views than the Grand Canyon! Including weighted, unweighted, or binary forecast, an opportunity archive, phase pipeline view, and more.

Minimum Effort, Maximum Returns



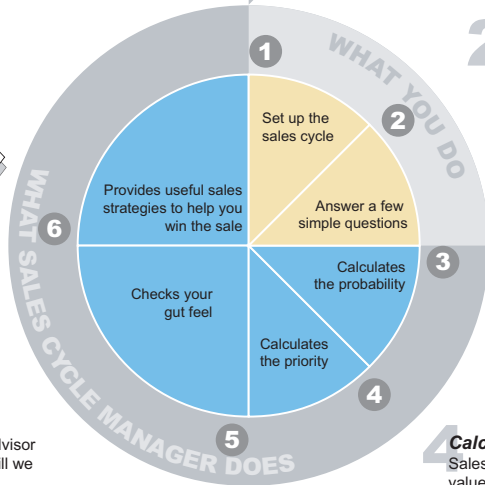
Sales Cycle Manager

LOTUS NOTES® EDITION

Provides useful sales strategies to help you win the sale

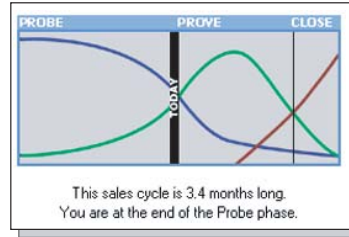
Using patent pending Intelligent Response Technology, the Sales Advisor compares your progress throughout the sales cycle with its own model of the perfect sale, constantly providing you with useful suggestions on how to plan a winning strategy.

- Probe more on these issues:
 - Fully ascertain the customer's requirements
 - You must determine the customer's level
 - Evaluate the match between your solution requirement
 - Can the customer afford your solution
 - Learn more about the customer's organization
 - How competitive is this situation?
 - Identify the economic decision maker
 - Identify the technical decision maker
 - Identify the user decision maker
 - Determine if the customer will receive your product



1 Set up the sales cycle

Enter the start date and the projected date the sale will close. Sales Cycle Manager calculates the sales cycle length and divides it into three phases in which you use the fundamental sales skills of probe, prove and close.



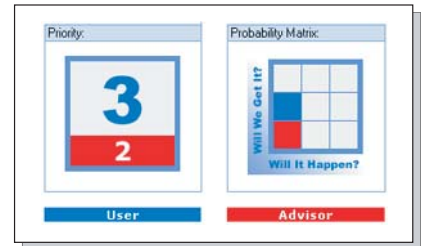
2 Answer a few simple questions

Provide your gut feel answers to "Will it happen?", and "Will we get it?" - High, Medium or Low chance. Sales Cycle Manager plots the answers on a nine-point grid.

Start Date:	06/10/2002
Will It Happen?	Low
Will We Get It?	Low
When Will It Happen?	09/21/2002

3 Calculates the probability

Behind the scenes Sales Cycle Manager assigns one of six probabilities of winning the sale depending on your input. It's simple, consistent and powerful.



5 Checks your gut feel

Check your gut feel on the sale using Sales Advisor. Enter a few pieces of vital information on topics such as urgency, decision makers or relationships, and the Sales Advisor will form its own opinion on "Will we get it?" and "Will it happen?"

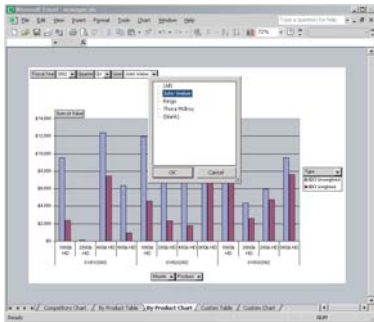
Sales Advisor displays its values of probability and priority with yours, so you have an instant feel that you are on the right track.

4 Calculates the priority

Sales Cycle Manager considers the probability value and where you are in the sales cycle before assigning one of five possible priority values to your opportunity. Your prioritized opportunity list can be worked with confidence no matter which stage of the sales cycle you are at.

Use the Manager Template to obtain a variety of useful information:

manipulate the data to obtain an array of useful information such as forecasts, competitive analysis, revenue per sales rep, and more!



"By Product" chart shows you clearly how various product lines are selling



YTD graph presents a graphical view of forecasts and goals, so you know how your salespeople are doing

ADDITIONAL INFORMATION

Due to the multi-platform capabilities of Lotus Notes, Sales Cycle Manager Lotus Notes Edition, supports a wide variety of operating systems and platforms:

- Windows 95/98/NT/2000/ME/XP
- AIX
- AS/400
- Sun Solaris
- iSeries
- HP-UX
- Linux



The patent pending technology found in Sales Cycle Manager, Lotus Notes Edition is inherited directly from Dr. Keith T. Thompson's first book *sales automation done right*.

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