

QUOTE
FOR THE
FUTURE

FAX MACHINES

QUOTING PROCESS

1979

YEAR

SPREADSHEETS

QUOTING PROCESS

2003

YEAR

SELL

QUOTING PROCESS

NOW

YEAR

Intro

In the 1989 classic *Back to the Future II* Marty McFly and Doc Brown travel to the future to discover a world greatly changed by the marvels of technology. Many of the technological wonders in the movie are parts of our everyday world, conveniences we couldn't see living without.

But if that's the case, why are so many still living with an archaic quoting process? How can anyone expect to keep up with a fast-paced market using outdated programs, antiquated communications, and obsolete technologies?

The future is here, so why are some still quoting like it's 1990?



It's time to move out of the quoting of the past and head into the quoting of the future. **Get ready to quote for the future.**

1 Rejuvenate Your Quoting Process

In Marty McFly's future, rejuvenation clinics are all the rage. One can simply replace an aged face and body with a brand new, younger one in a snap. While this medical miracle can only be found onscreen, you can easily give your quoting process a completely new look and feel to keep up with customer demands.

State-of-the-art when released, Excel and Word are still amazing tools for a variety of office tasks, but not for quoting. One mistake, and *poof*, there goes your beautiful template and your brand's reputation.

Just a little quote inconsistency puts more than a wrinkle in cultivating and sustaining profitable customer relationships. Don't waste valuable time on trying to make your quoting fit the technology. Instead, get the technology that was made for quoting. It's a perfect fit.

ConnectWise Sell was **made** for quoting and proposing. Sell makes it easy for you to rejuvenate the look and appeal of your quotes with a built-in template library you can personalize with your logos, colors, videos, and product information all at the push of a button.



2 Powered by Innovation

Exercise bikes in cafés? Cumbersome, counterintuitive and just plain unappetizing to watch, Marty can't believe his eyes when he sees how far multitasking has gone. But you know what's even more absurd? Wasting time researching old product pricing and checking unreliable availability from multiple sources to insert into your quote or proposal.

In today's world, where using old quoting methods are just preposterous. With a cloud-based quote and proposal solution, you can utilize live pricing feeds to multitask for you. Get up-to-the-minute pricing you can compare side-by-side, making the process more convenient and reliable.



Sell integrates with Etilize, providing you with product data, accurate pricing, and real-time availability feeds from top technology distributors to ensure you're getting the best deal.

3 Faster Than a Flying Car



Sell is built in the cloud, so your reps can create their quotes from anywhere at any time. Your client approves with an e-signature and the order is approved. Voila!

Hover boards and flying cars made it easy to get from one place to another and get a lot done in modern-day Hill Valley. Though we haven't come that far yet, today's workforce is more mobile than ever before, conducting business anywhere and everywhere.

The reality is clients don't have time to wait for your reps to go back to the office to create a quote, then hover around waiting to receive it. Cloud technology makes it possible for reps and clients to access their quotes and proposals from anywhere at any time.

4 The Next Dimension

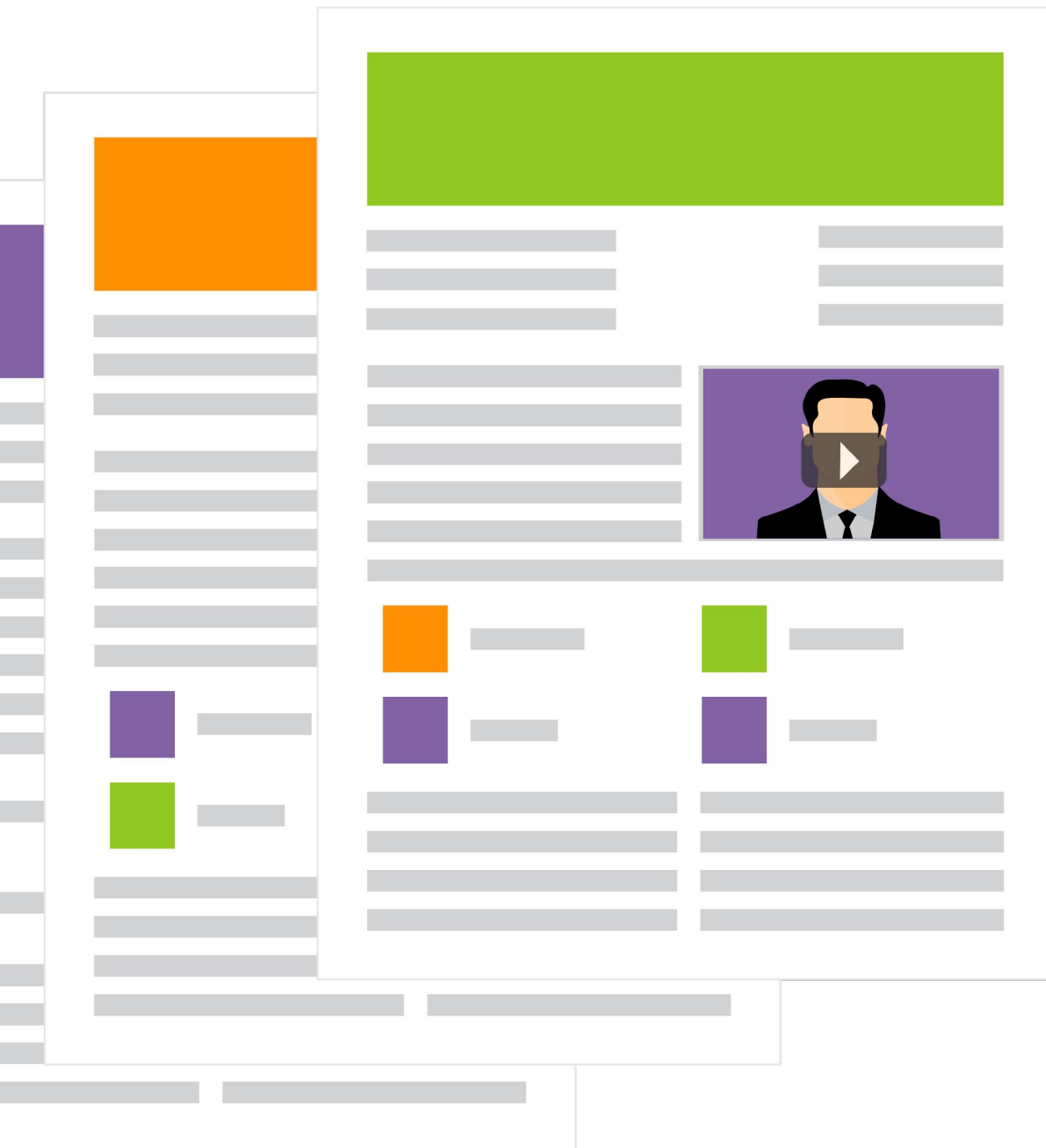
Back to the Future II's visionaries saw the future in clear 3D enough to make *Jaws* look even more menacing. Today, we expect that added dimension not just in movies, but TV shows, video games, and even comic books.

Even the quoting process has grown from the 2D format of manually creating a quote and sending it to the client via email to an interactive experience where your clients can be fully engaged in the quoting process. Providing your clients online access to their quotes anytime, anywhere enables them to be part of the picture, not just observers.



Sells Order Porter™ delivers interactive quotes online, giving your clients the opportunity to select quantities—and upsell themselves—so your sales reps can focus on the big picture.

5 Picture This



Just 25 years ago, the thought of video conferencing on a flat-screen TV, or sending a picture or video to someone on a computer was reserved for the movies. Today, toddlers to grandparents are sharing everyday moments on the Web recorded with their smartphones or computers, making impersonal technology personal again.

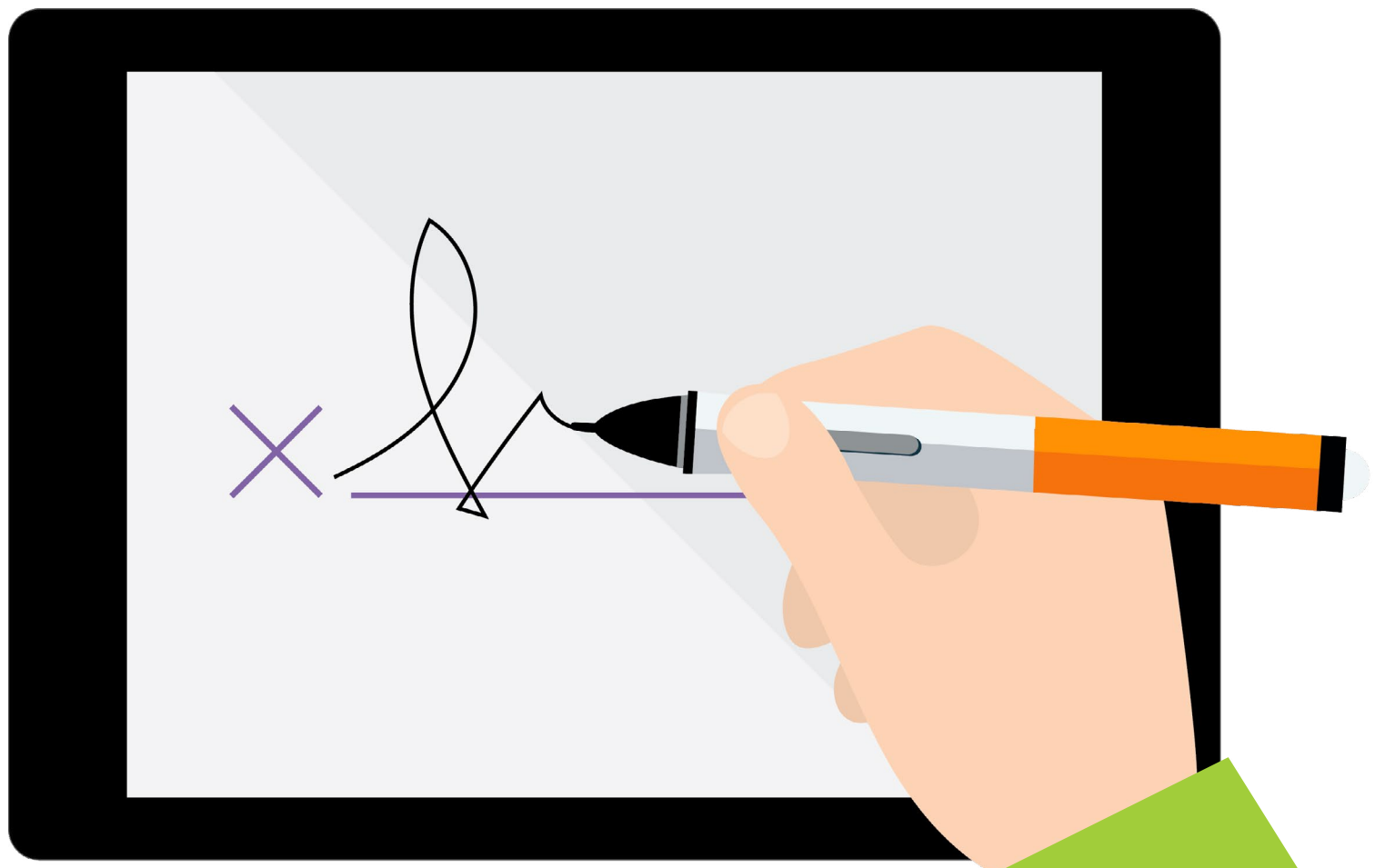
Savvy sales professionals understand that people buy from people. Incorporating a picture (or video) in your quote is worth more than 1,000 words; it's worth dollars. When you put a face to your quote, your clients will feel more comfortable spending money with you.

Sell enables you to include your photo or personalized video in your quote, so you can bring the personal side back to selling.

6 Just the Fax. Not!

Imagine if *Back to the Future II* would have been, well, factual. Our leading mode of communication would be faxes. Once a mind-bending mode of sending and receiving messages and information, this antiquated technology has gone the way of the 20-pound mobile phone. Almost nobody uses a fax machine anymore. Yes, there are some holdouts, but you don't have to be one of them.

Kiss that old piece of office equipment goodbye, and free up some table space. Find a new way to send and receive quotes that don't involve multiple steps. You'll make the job easier for your reps, and make it easier for your clients to say 'yes.'

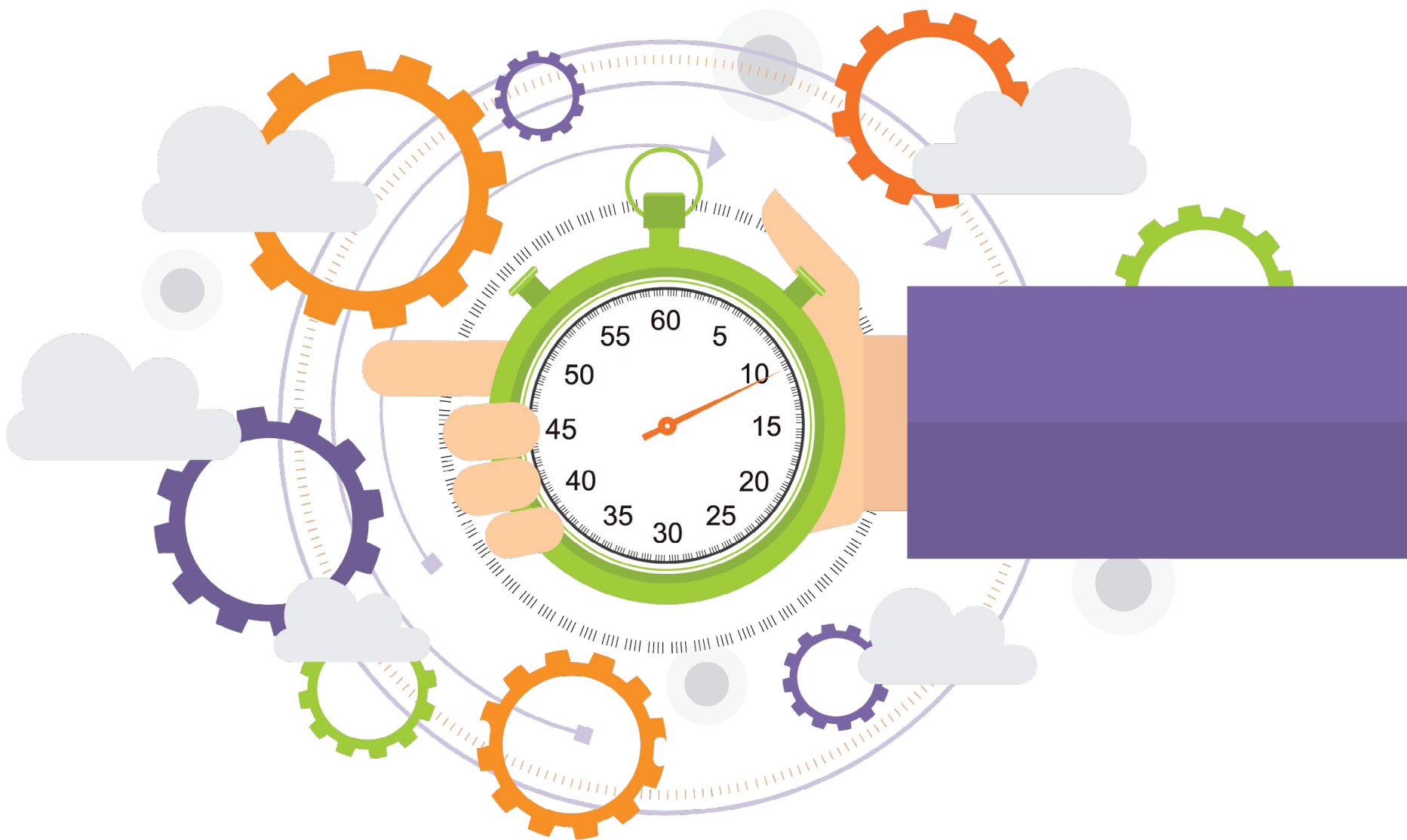


With Sell, your clients can review, e-sign, and accept your quote without ever having to print, sign, and fax it back. Saves times, saves money, saves trees.

7 Déjà Vu All Over Again

The Time-Traveler's Paradox: Never come face-to-face with yourself in your timeline. Two of you sharing one space in time is the show-stopping redundancy that tops all redundancies. It could be catastrophic and change the world as we know it.

Not quite as dramatic, but still costly for your business is double data entry. Manually entering data into your CRM leaves you wide open to errors and siphons time that you could use to win another deal. By using an automated solution, you're not only streamlining the process, but you're also making sure you get it right the first time.



Sell integrates with top CRMs to automatically update quotes and opportunities, so orders can be fulfilled with the click of a button.

Conclusion

It's OK to feel nostalgic, but don't let that get in the way of how you quote. Sell brings your quoting and proposal process into the 21st century, empowering you with easy-to-use, branded templates, live pricing feeds, integration to your CRM, guided selling for your sales reps, and total visibility into your sales pipeline. Quote for the future and your clients will shout "Great Scott! This is the best quote I've ever seen!"

To learn more about how Sell can help you leave the past behind, [visit our website now!](#)



These are just some of the things that make Sell such a great choice for your quote and proposal needs. Our mission is to help you sell more, faster. To see how we can help your company grow sales, [visit our website now!](#) Here, you can watch a Sell overview, sign up for a free trial, or register for a live demo. The choice is yours.

