

## SDR PROSPECTING ACCELERATOR

In today's new age of stay-at-home selling, it's more important than ever that SDR teams stay consistent and productive in order to hit pipeline targets. This means following the defined "SDR Prospecting Playbook" for your organization to the letter, and making sure the entire team is aligned on agreed-upon processes and best practices.

Enableocity has created a ground-breaking program for SDR teams of 5 or larger to accelerate pipeline growth even during Covid times. Not only will we build a complete prospecting playbook for your SDR team, we will also drive adoption of the playbook with a hands-on virtual workshop.

## AND IT WORKS!



According to **JOE GLASS**  
SVP of Sales at LiveRamp



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The SDR Prospecting Accelerator has been transformative for our SDR team at LiveRamp. We had inconsistencies in how our SDRs were prospecting, and they weren't using all of the tools at their disposal in the right way. The Accelerator drove a ton of progress and team wide alignment.

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TO LEARN MORE ABOUT **ENABLEOCITY'S** PROSPECTING ACADEMY & BOOTCAMP

## In The 3-4 Week Engagement, Your Team Will Get:

- ✓ **A customized SDR Prospecting Playbook** with the entire workflow and steps defined and explained
- ✓ **Recommendations on additional tools and best practices** to expand Targeted Account Penetration techniques and approaches
- ✓ **Process improvements for your existing tools** to maximize adoption and ROI, including new cadence/sequence design if needed
- ✓ **Best practice personalized email templates, call scripts, voice mails, and other outreach techniques**
- ✓ Coaching on how to use **video** to maximize 1st meeting accepts
- ✓ **Prospecting Bootcamp** executed remotely for your entire team that includes fun and engaging hands-on training, role playing, and that actually builds PIPELINE!

## Results You Can Expect:

- ✓ Better qualified leads
- ✓ Improved team morale and productivity
- ✓ Higher ROI and usage of sales productivity tools and tech
- ✓ More successful first meetings and faster pipeline growth

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[www.Enableocity.com](http://www.Enableocity.com)