

SMART

Sales Management And Referral Tracking

"Work Smarter, Not Harder"

Automated sales and referral tracking

Are you manually tracking your sales results?

If you spend more time compiling your sales results than actively managing the process, then the Sales Management And Referral Tracking application (SMART) is the tool for you.

SMART provides an automated, efficient, and effective method for tracking sales referrals and matching active referrals to booked products. SMART eliminates the need to manually log and compile sales results. SMART is designed to support your sales goals and performance measurements, allowing you to proactively monitor and manage your sales culture.

SMART is customized to support *your* performance rules, goals, and rewards based on product, user, or groups for specified periods of time.

FEATURES & BENEFITS

- Automated tracking eliminates inefficient manual tracking and compilation of sales results
- Tracks current progress against goals
- Provides proactive management of your sales culture
- Use the system you already own to create referrals and book products
- Customized to support your sales and performance goals
- Supports incentive plans or performance measurements for employees or groups



For More Information:

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or visit [www.intellectualdimensions.com/contact us](http://www.intellectualdimensions.com/contact-us)

"Helping Credit Unions Work Smarter, Not Harder"

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