

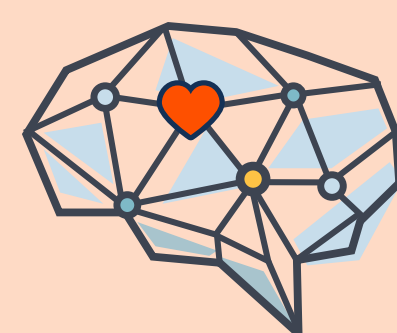
DITCH THE SCRIPT:

How AI Helps Boost Sales

AI in the sales process has changed how successful organizations approach sales scripts. When integrated appropriately, sellers can listen intently to customers, add relevant value and stop thumbing through canned responses that don't sync up with what a customer is saying.

Here's how AI can improve Sales Interactions – **and outcomes.**

Emotional Intelligence Backed by Artificial Intelligence



- Sellers can focus more on the unique human aspects of one-on-one selling and problem solving
- More time spent personally nurturing and closing deals

74% of executives believe that Emotional Intelligence will become a "must-have" skill as use of AI increases¹

Increases Leads while Reducing Time + Costs



AI replicates what works and applies specific winning patterns continuously across your sales team.

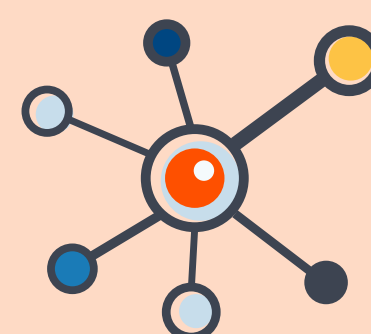
Companies who have adopted AI in sales have noted²:

50%
spike in leads
+ appointments

40-60%
reduction
in costs

60-70%
decreased
call time

Helps Streamline Customer Conversations with *The 3 P's*:



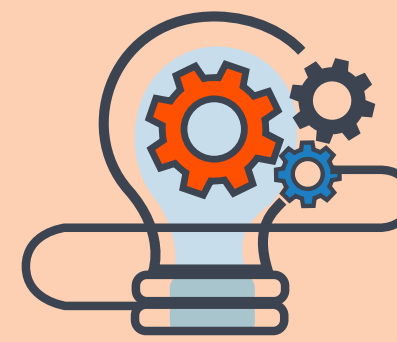
Predictive analytics
determine buyer propensity + increase consumption opportunities

Prescriptive analytics
prompt the next-best action to move a buyer to the next step

Natural language Processing
anticipates customer questions, concerns + behaviors

Gartner considers these AI capabilities key to shoring up sales conversations.

Provides Better, Faster + Less Manual Customer Data



- Instant insights
- Visibility into what solutions have been purchased, allowing sellers to access what more is needed
- Manual data diving obsolete

¹ https://www.capgemini.com/at-de/wp-content/uploads/sites/25/2019/10/Report_Emotional_Intelligence_Web.pdf

² Harvard Business Review, 2016: <https://hbr.org/2016/06/why-salespeople-need-to-develop-machine-intelligence>

Ready to Excel with AI?
Let **N3** Optimize Your Sales Process.

Contact Us