

# Rewardification: Motivation Tools That Deliver Real Results



Keeping a sales team motivated and engaged is challenging – especially when tasked with today’s mounting sales quotas.

Velocify Pulse Rewardification™ feature-set drives sales rep engagement with short and long-term motivation tools that impact daily behaviors, long-term performance and total conversions.

## Leaderboards: Motivate, Engage and Recognize Results

Leaderboards foster friendly competition and encourage reps to work more effectively and productively. With real-time ranking updates, your team will be motivated to excel each and every day.

- Create Leaderboards based on activity milestones relevant to your business
- Monitor daily, weekly and monthly performance metrics
- Let reps reveal their personalities with customizable display profiles

## PerforMatch: Reward High Performers

PerforMatch™ assigns leads and opportunities based on a rep’s prior success working with those types of leads driving continuous performance improvement.

- Leverage Velocify’s patent pending lead distribution technology
- Create distribution programs based on key performance milestones
- Pin point individual rep and program success to fine tune distribution rules

## ReMatch: No Lead Left Behind

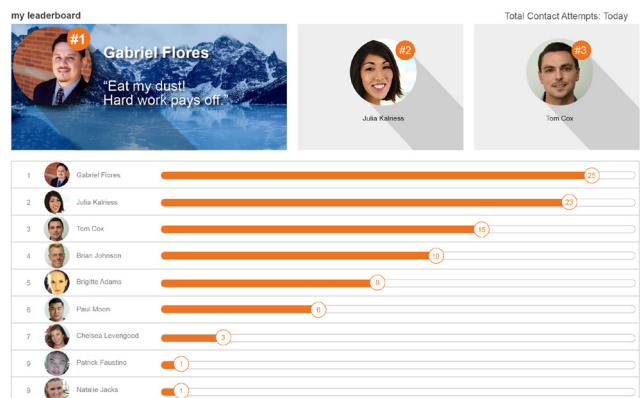
A neglected lead or opportunity is money left on the table. ReMatch™ redistributes leads to reps who are willing and able to give them the attention they deserve.

- Automatically reassign leads and opportunities stuck in the sales funnel
- Eliminate “lead hoggers” and route unworked leads to closers
- Award more leads to the most productive and disciplined sales reps

## ShotgunConnect: Accelerate Response Rates

Calling a lead within one minute of inquiry leads to a 5x better conversion rate, but getting reps to call leads quickly is hard. ShotgunConnect™, advanced call transfer feature, awards leads to the sales reps fastest to pick up the phone and accept the lead.

- Motivate reps with tangible rewards to accelerate call response
- Improve customer satisfaction and service
- Promote competition within your team



Learn more at [www.velocify.com](http://www.velocify.com) or contact us at 888.843.1777

### About Velocify®

Velocify is the leading sales acceleration platform, helping more than 1,500 sales teams sell more by bringing speed and control to the entire sales process. Velocify helps sales teams prospect with more precision, accelerate lead engagement, and implement optimized workflows, ultimately helping sales teams find and convert more leads.