



JOIN.ME HELPS THE CAUSE FOR CAUSECAST

Challenge

Causecast is a software company with a bold vision to help corporations connect with volunteering drives and social outreach projects in their communities. Leading the sales effort for this innovative platform, Business Development Director John Bolsar needs to be reachable and ready to secure new business whenever and wherever it appears. Within minutes of receiving a customer inquiry, he is already working to schedule time for a live online demo. Many of the clunky platforms on the market proved insufficient for the needs of John's team. With limited customization options and required downloads, other solutions just weren't cutting it.

Solution

join.me offers Causecast a combination of powerful features and simple user experience that enables them to do business anytime, from anywhere.

- **Stay in touch:** Customized global phone numbers help the team connect with their international customer base from the UK to New Zealand.
- **Personal touch:** John modifies the background image and personal URL for all of his calls, providing a custom experience for each client and prospect.
- **Seamless collaboration:** Pass presenter makes joint sales presentations with Causecast's business partners a breeze.

Results

join.me has improved every step in the Causecast customer flow, from initial contact to demos to customer support. The time saved with this streamlined process has kept the lean-but-growing company competitive with larger rivals. John knows that customers will "fall in love with Causecast" when they see what it can do for their company volunteerism, and **join.me** is proud to help the "cause"!

✔ Visit join.me for more information.



Industry: Software

Headquarters: Burbank, CA

Number of Employees: 20

"join.me has helped us close more deals. I want [the client] to know it's all about them, and being able to see and experience the product is crucial to that."

—John Bolsar,
Business Development
Director, Causecast

