



10:15 AM
Sharing: Whiteboard

WHITEBOARD YOUR WAY TO YES!

7 TIPS FOR SALES SUCCESS

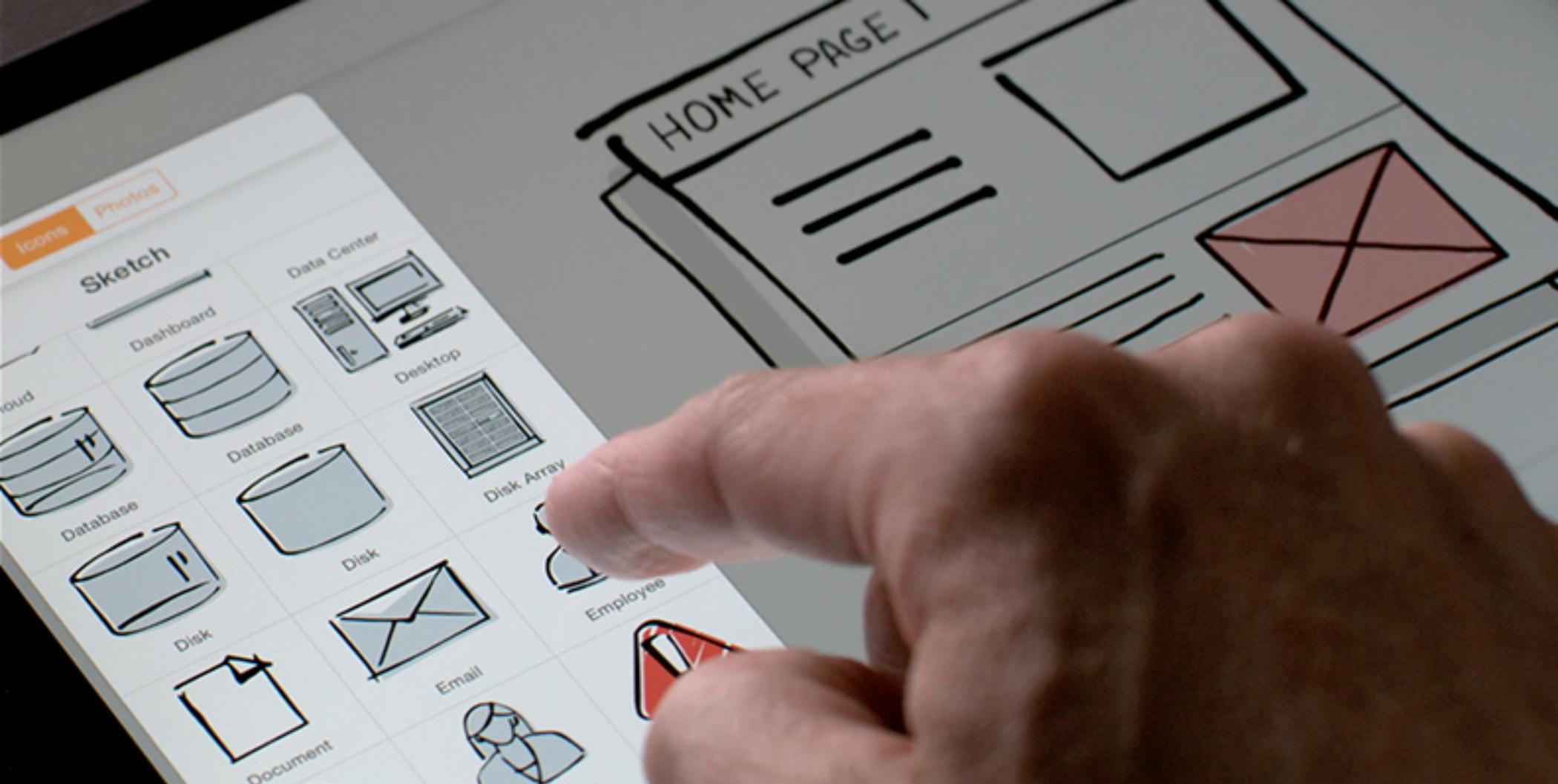
join
me



1. CAPTURING CUSTOMER REQUIREMENTS

Discovery is a critical part of every sales opportunity. Use the mobile whiteboard to capture and reflect your customers' requirements – whether you're meeting in person or online. That way you'll both know you're on the same page.

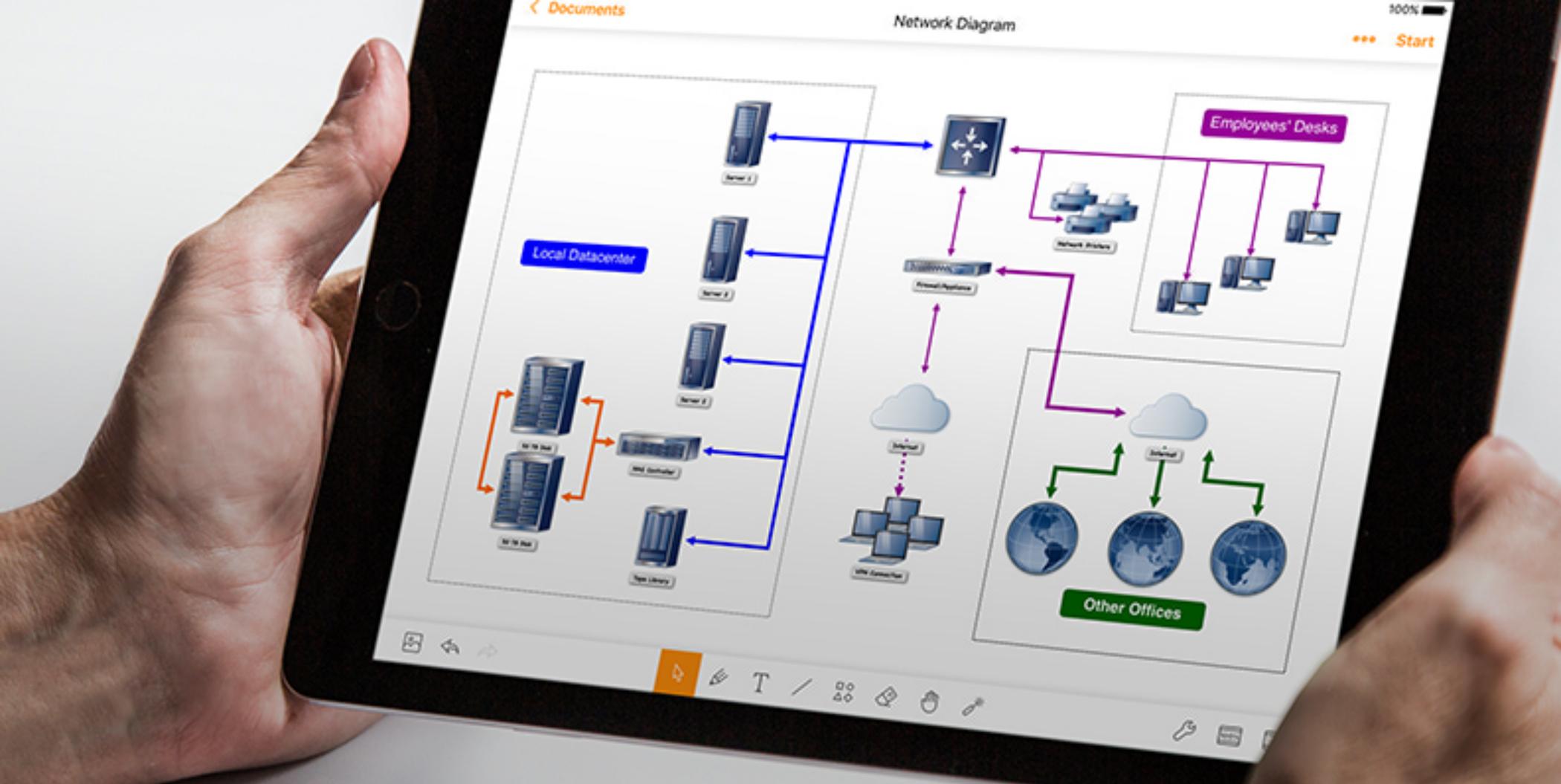




2. DRAG AND DROP IMAGE INTO THE CONVERSATION

Not an artist? No problem. Adding images is as simple as drag-and-drop. That's because the mobile whiteboard comes with a powerful library of everyday images you can just drag onto your whiteboard as you brainstorm and capture the discussions with your customers.

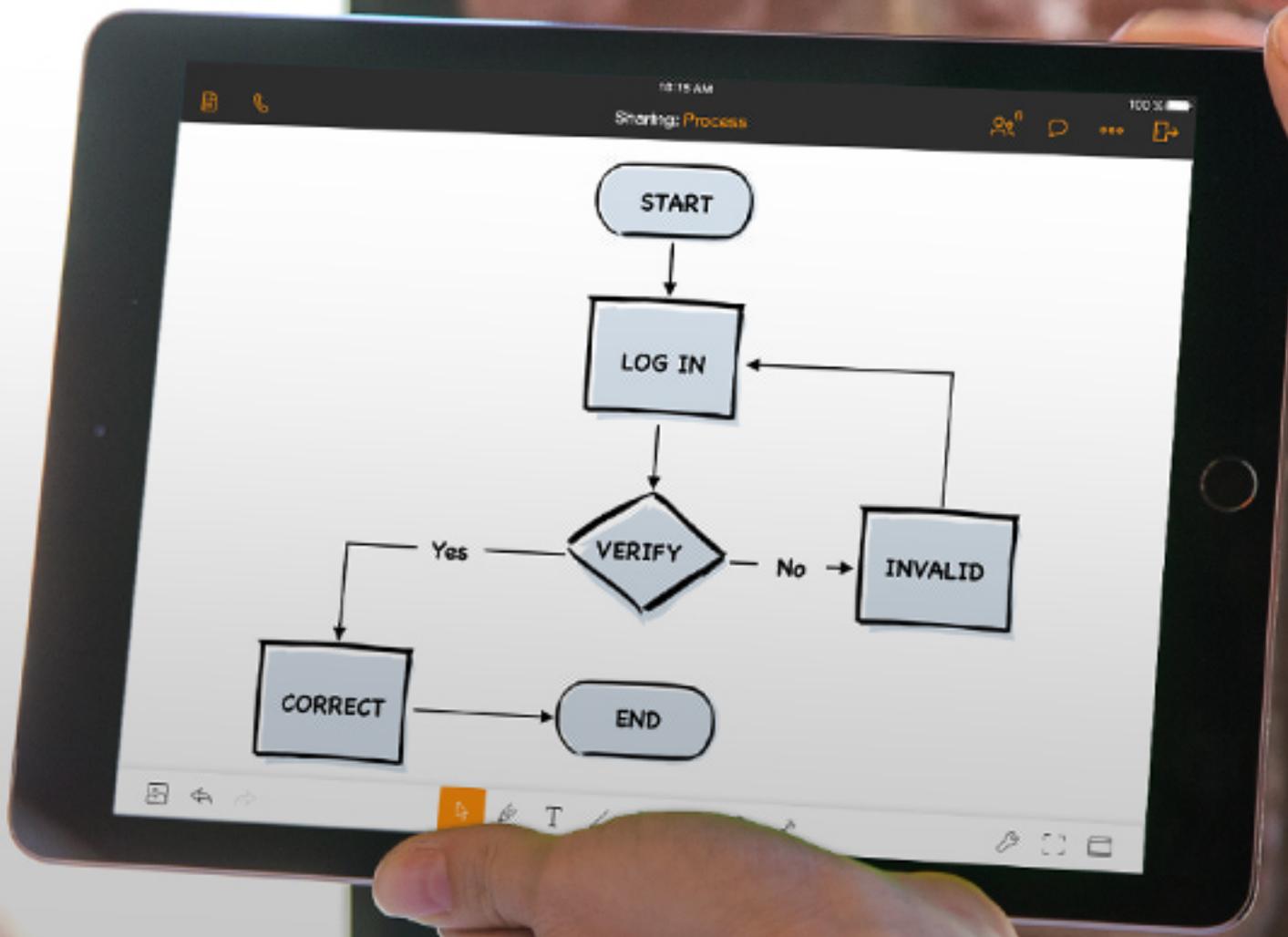




3. CREATE SYSTEM DIAGRAMS ON THE FLY

It's a system architect's and sales engineer's best friend. Quickly create beautiful system and network diagrams simply and easily with the touch of your finger. You can even add lines, connectors, shapes, and more. Time to wow your customer as you design the system of their dreams.

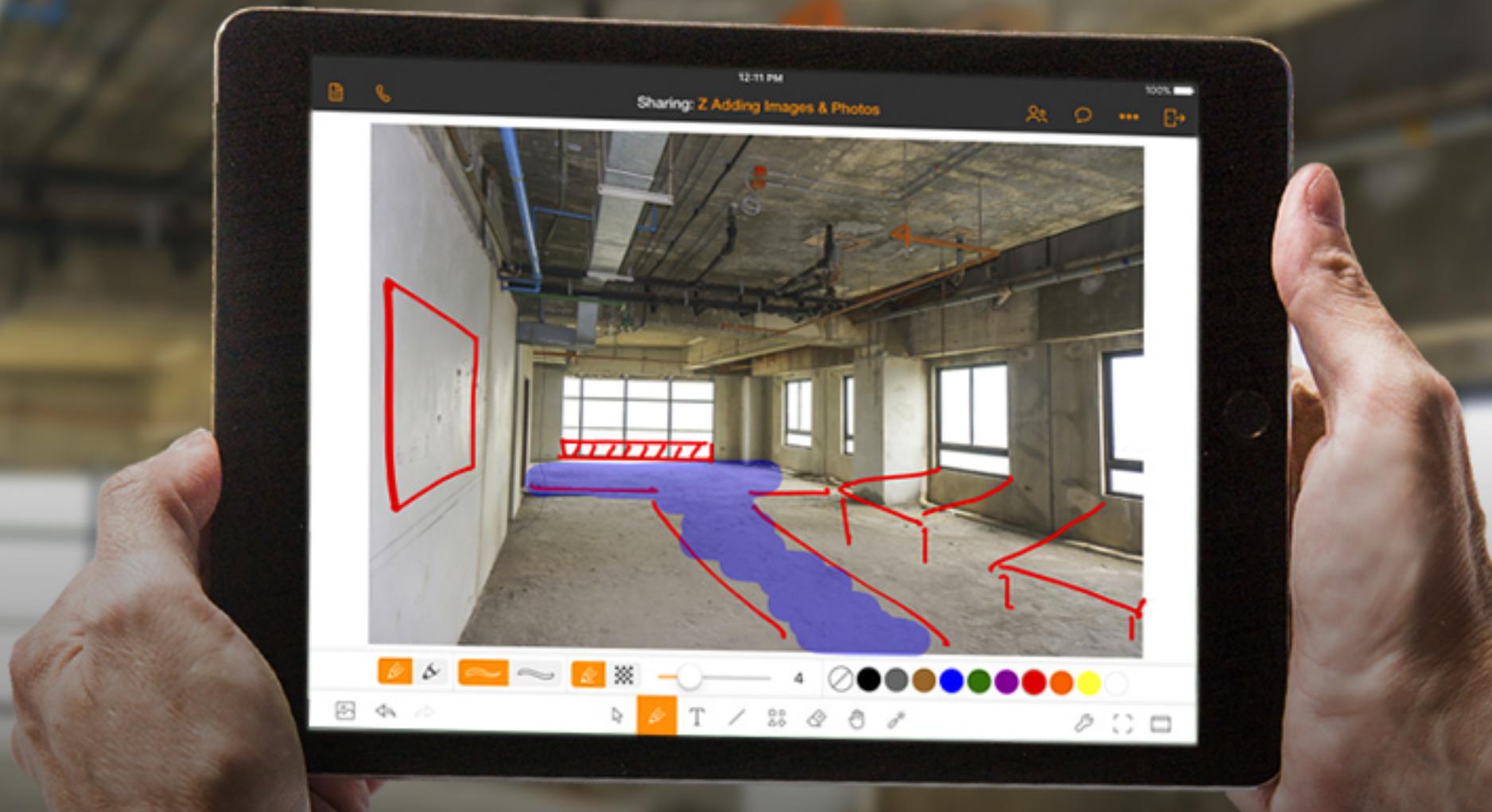




4. CAPTURE BUSINESS AND PROCESS FLOWS

Need to capture that plan to drive new business or solve a customer's problem? Capture it all on the mobile whiteboard. Best of all, you can save it and keep on evolving it as your discussions with your customers continue.





5. INSERT PHOTOS AND MORE

If a picture truly is worth 1,000 words, we let you add any photo or image – plus add a few more words – as you annotate, draw, comment, and add any other info you need. You can even take a picture in real-time, and place it right in your whiteboard live during your meetings. There's a win for Field Sales! Try doing that with a physical whiteboard.

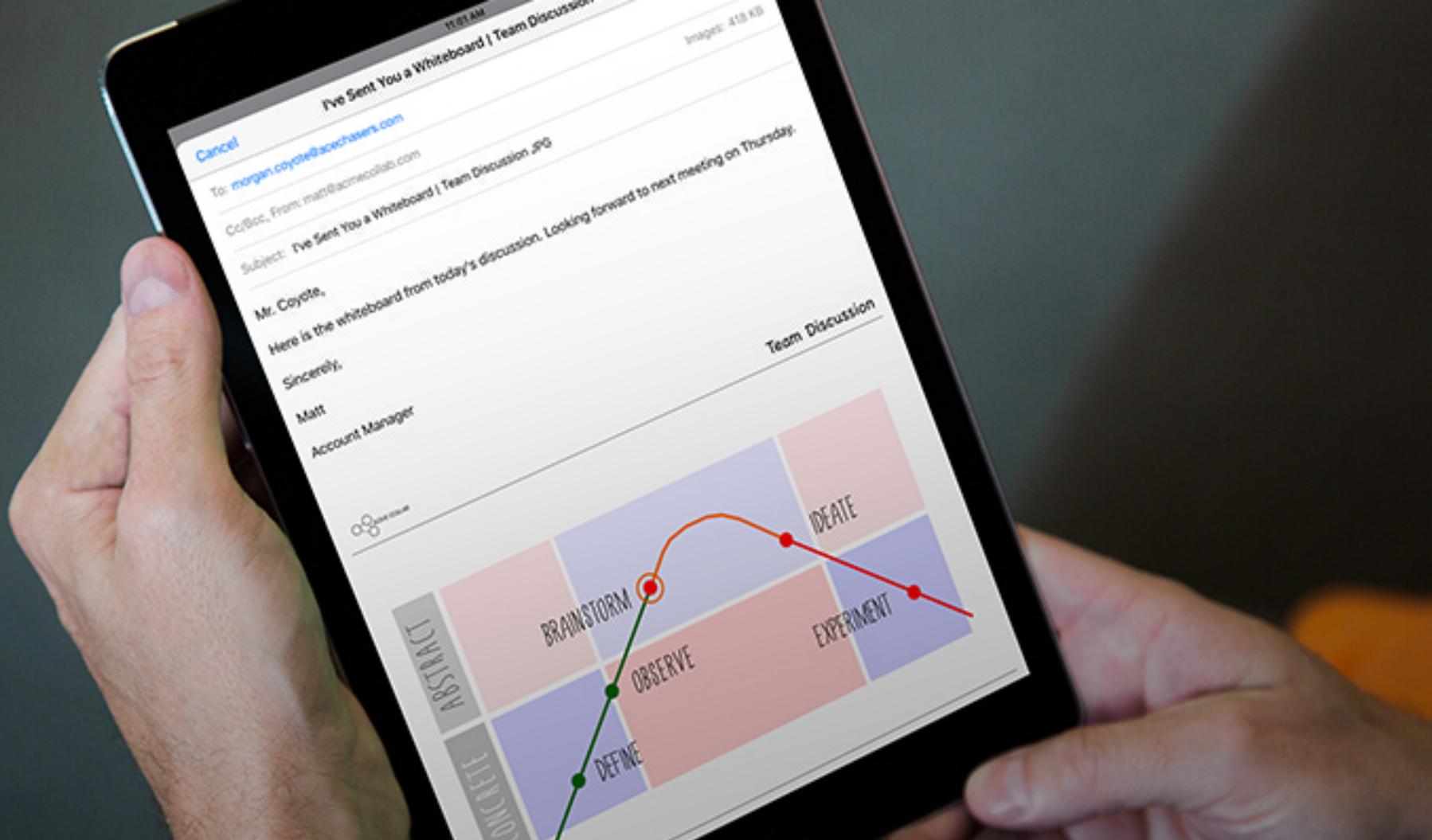




6. BRAND YOUR WHITEBOARD

It's not just any whiteboard – it's *your* whiteboard. So brand the whiteboard by adding your company's images and visuals. Create your own libraries at icon-library.join.me.





7. SHARE IMMEDIATELY AFTER YOUR MEETING

Keep the momentum going after the meeting and share your whiteboard. You can send a PDF or JPG to your company, or the actual whiteboard file that's completely editable. It's a great way to share the output of your meeting, confirm decisions and next steps, and even help get buy-in across organizations.

