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Tisha Goetz (385) 555-0164 S & S Canopies & Camper Mg	Ms. Rosa Abelin*	Hooray! You just earned 300 ptst
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Michael Cassady (415) 123-1234 United Partners	+ StorFed	1 🕊 Scott Jackson 12,500
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Juliana Silvis (826) 555-0164 Garlick Helicopters Inc		
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## Sell more with Salesforce Console for Sales

## WITH SALESFORCE CONSOLE REPS HAVE SINGLE-VIEW ACCESS TO SALES INTELLIGENCE, DETAILED COMPANY INFORMATION, AND MULTIPLE LEADS.

Previously available only to Service Cloud users, Salesforce Console is now optimized for inside sales. Reps now have single-view access to sales intelligence, detailed company information, and multiple leads.

They can easily spot important fields on records. See records and their related items as tabs on one screen. Find helpful information through quick access to sales intelligence. Quickly jot notes or log interactions for each record. And manage calls using a SoftPhone without leaving critical data behind.

The result: they'll spend less time digging for data, they'll have time to engage with customers on a deeper level, build pipeline faster, and sell more.

FOR MORE INFORMATION AND A DEMO, CONTACT YOUR SALES REP. OR CALL 1-800-NO-SOFTWARE



Search	Search			52 Day	s Remaining		
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Lead Queue 👻	♣ Rosa Abelin* +2						
My Leads 🔹	Ms. Rosa Abelin*	•		Prospect Activities			
Juliana Silvis	Universe Design, VP of Consulting			Activity	Туре	Score Date / Tin	
Garlick Helicopters Inc 23   Web Referral   Contacted	rosaabelin@mailinator.com (607) 555-0164	NU		Webinar: The New Rules of SaaS	Registered	30 8/2/2013 5:31 PM	
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	Lead Owner 🔒 Scot Blocker [Change] Lead Source	Referra	1 =	Activity History			
Celina Lincoln Eternal Word Television Network Inc. 30   Web Referral   Working	▼ Pardot Scoring			Subject	Date	Owner	
	Pardot Grade A-			Called prospect	8/7/2013	Scot Blocker	
	Pardot Score 103			Left voicemail	4/10/2013	Scot Blocker	
	Pardot Campaign Website Tracking			Initial call	3/22/2013	Scot Blocker	
Eddie Kerry American Silkscreen 20   Google Adwords   Contacted	Pardot Last Activity 8/1/2013 11:21 AM			Open Activities			
	▼ Data.com			Subject	Due Date	Owner	
Maxwell Carone Glenn & Wright Inc   Web Referral   Working	Annual Revenue USD 23,000,000.00			Schedule	7/10/2013	Scot Blocker	
	No. of Employees 900			Follow up on free		N	
	Industry Engineering			trial 8/31/2013 Sco		Scot Blocker	
Darwin Ashford Wynfrey Hotel   Web Referral   Working	Website http://www.universedesign.net			Call regarding new promotion	9/10/2013	Arthur Che	
	▼ Qualification			Campaign History			

## HERE'S WHAT YOU GET:

- Access information from a single interface: one view, one way to see everything you need to connect with colleagues and customers.
- 2 See records and their related items as tabs on one screen: easily zero in on critical information at your fingertips.
- 2 Manage outbound and inbound calls using a SoftPhone.
- Get instant insights pushed to your screen: stay on top of the latest information you need to sell more, faster.
- 5 Connect with your customers across multiple channels: Now every part of your business can engage with customers in entirely new ways.
- 6 Spot important record fields fast: eliminate time wasted digging for data.
- 7 Quickly jot notes or log actions on each record: document cases with ease and simplicity.
- 8 Integrate with Pardot Marketing Automation: give reps complete insight into the prospect journey and the ability to tap into nurture campaigns.

