

FIVE TRIGGER ALERTS

That remote Ambition customers use to create a system of accountability for remote sales teams



1

10 CALLS X 10AM

To ensure their sales team is on the phone and working in the morning, **Cvent** schedules a daily email alert to managers that show who on their team has made less than 10 calls by 10 am. This lets them check in with individual reps who may be falling behind for the day.



2

3 DAILY ACTIVITY REPORTS

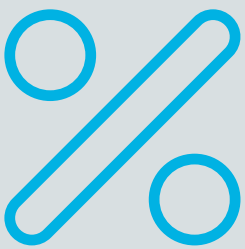
Strategic Financial gets an activity report triggered to all managers emails at 1 PM, 5PM, and 8PM to show the activity scores for the reps on their teams. This holds the remote reps accountable to daily activity and helps managers coach in real-time rather than wait until the close of business or next day to see who fell off task.



3

4 MEETINGS BOOKED

The **Phoenix Suns** team recognizes a rep who books 4 meetings in one day with an alert to the team sales TV. If the team is in the office, the TV on the sales floor fires the alert and corresponding anthem. If the team is remote, they hear it on their computers-- sales TVs can be run in a browser tab for remote reps!



4

50% OF DAILY APPOINTMENT GOAL REACHED

Hear.Com sets an alert to be notified when a rep has reached 50% to target on the daily goal for appointments booked. This allows them to congratulate and publicly recognize the rep over group email or Slack. The reverse can also be done to see which reps are *not* to a percent of target at a certain time of day-- to reach out to anyone off task.



5

CLOSED WON CELEBRATION

The team at **Xactly** recognizes reps over Slack anytime a deal is marked as a won deal. This automated process allows for reps to be celebrated and recognized for a job well done, creating a positive culture even while remote.