

# Checklist

Look at the checklist and tick facts that describe your business.

- Information about customers and leads is located in different places.
- Departments don't exchange the data about customers.
- Teams have to sync and discuss progress all the time.
- Resigned employees have to hand over all customer info manually.
- Customers communicate with different people from the company.
- Salespeople have to analyze their progress manually.
- The productivity of the sales team is incomprehensible for Heads.
- A lot of time is spent on administrative and organizational meetings.
- Employees forget to update spreadsheets and don't do real-time updates.
- Distractions and may-be-automated activities hijack the time of salespeople.