

Salesboard

The screenshot displays the MaxSales Salesboard interface. At the top left is the MaxSales logo. The top right corner shows 'Client Admin'. The interface is divided into several sections:

- Left Navigation Panel:** Contains links for Sales Board, Companies, Contacts, Schedule, Schedule Capacity, Sales, Opportunities, To-Do's, Activities, Mail, File Manager, and Reports. Below this are sections for 'To-Do's' (with one item: Karalee Kemp: fix computer) and 'Alerts' (with one item: No records to display).
- Contact Management:** Features tabs for Contact, Company, Activities, Sales/Opportunities, and Additional Info. A search bar labeled 'Find Contacts' is present, along with a 'Save Contact' button. Below are fields for contact information: First Name (Laurie), M.I., Last Name (Gates), Company (Hardwood Flooring Co.), Title, Phone (8146648701), Ext., Cell Phone, Email (lgates@email.com), FAX (1 8146547188), Call (Monthly), Visit (Weekly), Call By (9/14/2009 9:40:56 AM), Visit By (9/15/2009 9:40:56 AM), Salesperson (Karalee Kemp), and Contact Type (None). A 'Sale Process' dropdown is set to 'Select...'. A 'Notes' field contains the text 'Usually buys Red Oak.'
- Statistics:** A table showing performance metrics for September 16, 2009 and September 2009. Arrows 3, 4, and 5 point to the 'Find Contacts' search bar, the 'Statistics' section, and the 'Call Queue' section respectively.
- Call Queue:** A list of contacts with their scheduled call times. A 'View Full Call Queue' link is above the list. The list includes: Laurie gates (9/14/2009 9:40 AM), Laura Ingalls (9/14/2009 9:42 AM), Mickey Mouse (9/14/2009 9:44 AM), Donald Duck (9/14/2009 9:45 AM), Minnie Mouse (9/14/2009 9:46 AM), Nate McClouth (9/14/2009 3:45 PM), Papa Smurf (9/15/2009 9:22 AM), (No Contact company) (9/16/2009 9:31 AM), (subway) (9/16/2009 9:31 AM), and Dave Matthews (9/16/2009 9:31 AM). Below the list is a 'View Visit Queue' link.
- Today's Appointments:** A section with a checked box and the text 'No appointments for today!'.

Key Features:

1. Salesboard contains all the pertinent information that your sales team needs to maximize their time.
2. Call Queue eliminates the "who should I call next" syndrome that wastes a tremendous amount of time.
3. The Contact Finder allows salespeople to retrieve contact info much quicker than traditional CRM products. Just type the first few letters of their first, last, or company name, and the finder displays the matches.
4. Statistics enable the salesperson to make sure they are ahead of their target goals.
5. Call Queue helps make sure all contacts are called according to their assigned call frequency.