

How to Use SellingLane to Close More Deals

written by Vicky Barry | September 16, 2023



SellingLane is a powerful [CRM system](#) that can help you close more deals. Here are a few tips on how to use SellingLane to your advantage:

Unlocking Business Potential: Mastering Deal Closures with SellingLane

1. Lead Mastery

"Every contact we have with a customer influences whether or not they'll come back." – Shep Hyken

With our CRM software, every lead is a story waiting to unfold. From the initial point of contact to the final handshake, track your leads seamlessly. This holistic view ensures you're always a step ahead, anticipating needs and addressing concerns.

2. Prioritize with Precision –

"The key is not to prioritize what's on your schedule, but to schedule your priorities." – Stephen Covey

Not all leads are created equal. SellingLane's lead scoring mechanism evaluates leads on various parameters, ensuring you channel your energy where it matters most.

3. Pipeline Visualization –

"Efficiency is doing things right; effectiveness is doing the right things." – Peter Drucker

SellingLane's intuitive dashboard offers a bird's-eye view of your sales pipeline, spotlighting areas of excellence and avenues for improvement.

4. Sales Automation –

"The first rule of any technology used in a business is that automation applied to an efficient operation will magnify the efficiency." – Bill Gates

Why get bogged down with mundane tasks when our Business Software can automate them? From timely follow-up emails to appointment scheduling,

let technology do the heavy lifting.

5. Performance Analytics

"Without big data analytics, companies are blind and deaf, wandering out onto the web like deer on a freeway." – Geoffrey Moore:

SellingLane's in-depth analytics provide a clear picture of your sales metrics, from conversion rates to sales cycles, empowering you to strategize effectively.

6. Selling Menu's

Our Business Software includes a wonderful [selling menu system](#) that allows you to show customers multiple choices and have them pick the one they want. Which makes the customer experience that much better and easier for an average person to sell on a consistent basis.

Extra Nuggets of Wisdom:



• Personal Touch –

"A person's name is to that person the sweetest and most important sound in any language." – Dale Carnegie

SellingLane equips you with detailed lead insights, enabling personalized outreach that resonates.

• Consistent Follow-ups –

"Diligence is the mother of good luck." – Benjamin Franklin

SellingLane's automated reminders ensure you're always on your lead's radar, enhancing deal closure chances.

• Nurturing Relationships –

"Business is all about the customer: what the customer wants and what they get." – Peter Drucker

With SellingLane, nurture your leads by offering value-driven content and resources, laying the foundation for a lasting business relationship.

Final Thoughts: SellingLane is not just a tool; it's a partner in your journey towards unparalleled sales success. Let SellingLane be your collaborator in this journey. Ready to transform your sales game? [What are you waiting for, try for free today.](#) ☐☐

Everything you need to grow your thriving business. Get higher quality leads, close more deals and manage customers all in one place with Selling Lane CRM
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