

# Get Viva Sales Right in 30 Days

## THE CHALLENGE

### How to Give Your Sellers Back a Day a Week

Without A Big Tech Project

In 30 Days - With Viva Sales Plus Chat GPT  
Is Your Tech Fuel or Friction for Your Sales Team?

Did you know that 34% of seller time is spent on administrative tasks? That same seller uses over 10 systems to do their work. With all the systems – over half of sellers say that tech is just causing friction.

While Tech can clearly cause Friction - Technology can be either **friction** or **fuel** for your sales team. Sellers spend 6-8 hours a week entering data in CRM. Viva Sales is a seller app that automatically enters data from Outlook and Teams.

Save your team a day a week by turning friction into **fuel** with **Viva Sales** to automate CRM Data Entry.



### Never "Do CRM" Again

GET STARTED WITH VIVA SALES



CX Tech Enabled High Adoption Rapid Onboarding

#### Align 2 Days

- Select Early Adopter Team
- Digital Interviews Showcase for Key Stakeholders
- Design Thinking Align People and Tech Session
- Goals - Document goals and KPIs

#### Onboard 1 Week

- **Configure**
- Outlook
- Viva Panel
- Teams
- Conversation AI
- **Train**
- Core Team Users
- Core Team Managers

#### Adopt 2 Week

- **Evangelize**
- Set Up Viva Sales Adoption Teams Channel
- Email Campaign
- Self Learning Videos
- Daily Coaching Calls
- Monitor CRM\* Adoption
- Monitor Call Usage\*

#### Achieve 1 week

- Roll Out Plan
- Outcomes Blueprint
- Conversation Blueprint

### What Happens When You Get Viva Sales Right

The Big Consulting Companies are Wrong.  
You can free your team to sell better with Viva Sales – without a big project

