Ask Me Anything

1 Hour with a Sales Expert

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Today's agenda

1. Housekeeping (Do these things first)

2. Meet the host Josh Garrison

3. Answering your questions!

What are the steps to narrow down my searches to only the most relevant results?

My field is specific, I am looking for prefabricated construction element manufacturers and having trouble with finding the best method for my searches.

Ideally, I would either contact the sales representative or the CEO of the companies which fall into the above mentioned category.

Asked by:

Bodo Vancsura

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Let's do this in Apollo…

Question

How do I use buying intent data to its full potential?

Asked by:

Lukas Iafrates   *Cindie Heit*   *Hava Katz*

What are best practices for standardizing how custom fields are used to personalise emails across a team of reps?

Context:
- Multiple reps reach out to the same POC and upload the same contact with different custom fields, causing issues with our Apollo instance.

- Each rep does their own personalisation and doesn't rely on data others have uploaded earlier.

Asked by:

Kitt Onyett

What is best way to do cold calls?

- Do you use a script or is it better to have a list of important topics and let the call flow?

- What's the best way to pair emails with phone calls, including leaving voicemails?

- What do you recommend for introverts?

Asked by:

Jenn Kussrow   *Zandra Bishop*   *Palak Shah*

How do I use Apollo as a sales dialer?

- How do I create a list of contacts in order to start cold calling?

- What's the most efficient way to cold-call a list of prospects in Apollo?

Asked by:

Kelvin Cruz   *Josh Newman*

Let's do this in Apollo…

What is the best way to never miss a follow up?

- Is it a good idea to automate a sequence after your first discovery call?

- What do you do if contacts don't respond to your outreach?

Asked by:

Brian Altenburg   *Hentz Menard*   *Amir Gross*   *Riya Jadhav*

Let's do this in Apollo…

Due to our specialized CRM, we aren't linked to Apollo. Any suggestions on how to best use Apollo when we can't link to other databases directly (other than Zapier or similar)?

Asked by:

Maureen Burke

What is the best method of cold outreach?

- What should my first touch be? Should I call first or email first?
- How do I get through the noise?

Asked by:

Jeremy Coller   *Meri Mickoska*   *Joakim Davidson*

What the data says

16%
booked meetings

Not using sequences

46%
booked meetings

Sequences with **only** automated email

70%
booked meetings

Sequences with:
- Automated email
- Calls
- Manual email
- LinkedIn touches
- Tasks

Top 1% of sellers
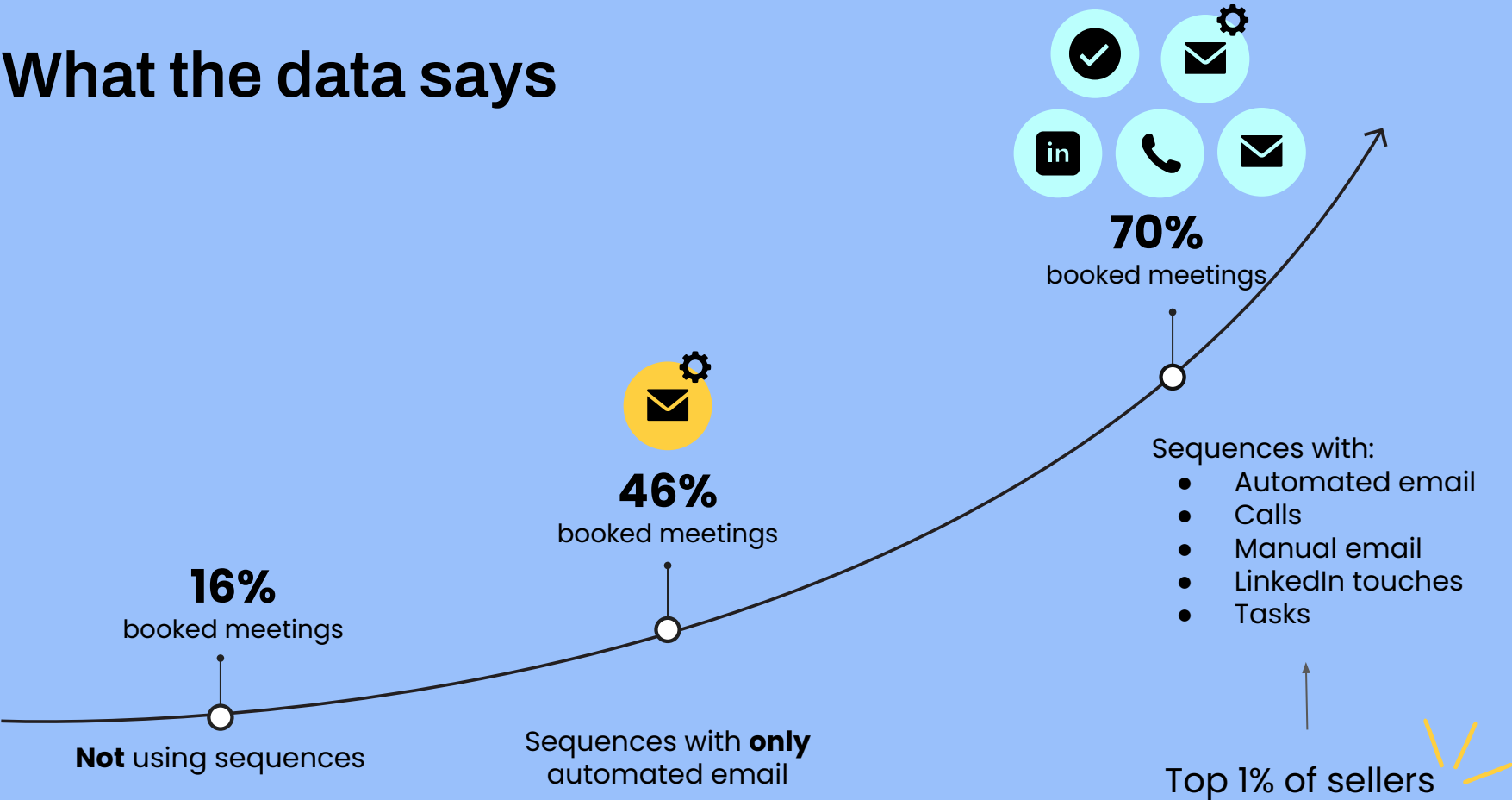
What is the best way to generate interest with my emails?

- How do I make my email copy stand out in 2024? Angles? Ideas?

- How do you strike a balance between informative content and flair to get noticed?

Asked by:

Nelson Morales   *Aldrin Gonzalgo*   *Anthony Manning*

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Question

How do I generate interest in my product?

Asked by:

Nelson Morales

Dear [Recipient's Name],

I hope this email finds you thriving. I'm reaching out to introduce you to Jugl, an all-in-one corporate app designed to revolutionize how your company manages tasks, employees, projects, and enhances visibility through GPS integration.

In today's dynamic business landscape, staying ahead requires more than just juggling multiple tools and systems. That's where Jugl comes in. Imagine having everything your company needs in one intuitive platform, seamlessly integrated for maximum efficiency.

Here's why Jugl stands out:

1. Streamlined Collaboration: With Jugl, your team can communicate effortlessly through its intuitive chat system, fostering real-time collaboration and eliminating the need for multiple communication channels.
2. Efficient Task and Project Management: Say goodbye to scattered to-do lists and disjointed project management tools. Jugl offers robust task and project management features, allowing you to assign tasks, set deadlines, and track progress effortlessly.
3. Enhanced Visibility with GPS Integration: Keep track of your team's whereabouts and monitor field operations with Jugl's GPS integration. Whether it's tracking deliveries, managing field service teams, or optimizing routes, Jugl provides unparalleled visibility into your company's operations.
4. Focus on Productivity: At Jugl, we understand the importance of productivity. That's why our app is meticulously designed to streamline workflows, minimize distractions, and empower your team to focus on what truly matters—delivering exceptional results.

By harnessing the power of Jugl, you can unlock new levels of productivity and efficiency within your company, ultimately driving growth and success.

Ready to experience the Jugl advantage for yourself? Let's schedule a personalized demo tailored to your company's specific needs and objectives, also check our Jugl Preview. Simply reply to this email, and we'll take care of the rest.

Jugl Catalogue

Thank you for considering Jugl as your partner in enhancing visibility and productivity within your company. We're excited about the opportunity to support your business goals and look forward to connecting soon.

Best regards,

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Why am I not getting any replies?

Asked by:
Rowena Barclay

Hi {{first_name}},

I know you're swamped, so I'll keep it brief. We specialise in sourcing top-tier IT talent. With a 92% placement rate, we're confident we can find the right fit for your team.

Are you open to a quick chat about how we can assist with your recruitment needs?

Best,
{{sender_first_name}}

If you were a very small business, how would you structure your first 14 days on Apollo?

Asked by:

Brandon Smith

How should I approach bypassing tough gatekeepers? It continues to be one of the most difficult parts of outbound calling.

Asked by:

Scott Waterbury

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Question

How do I make sure leads move onto the next email in a sequence without having to manually "skip" them to the next step?

Asked by:

Charles Poloka

Select a sequence step   ✕

in⁺ | **LinkedIn - Send connection request** | **Change step**
Send personalized invitations to connect with contacts for a positive first impression.

When to start this step:

◯ Immediately after the previous step

◉ | 3 | | days ▾ | **after the previous step**

Assign task priority

◯ High priority | ◉ Medium priority | ◯ Low priority

Add note

Add a description, purpose or goal for the task

Hide advanced settings ^

☑ Automatically skip tasks after due date

| 2 | **days after due date if task still incomplete.**

| Back | **Continue** |

How do you focus your search on local prospects in a geographic area?

We've struggled trying to "drill down" the search for suitable prospects

Asked by:

Paul Smith

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Want to speak to Apollo's Sales Team?
(about a Professional or Custom Plan)

Thank you

We'd love to hear your feedback!

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