





# WHAT WE'LL COVER

1. What is PhoneBurner?
2. How sales teams benefit from PhoneBurner
  - Key features for agents
  - Key features for managers
3. Our team is an extension of yours
4. Next-level data security
5. Who uses PhoneBurner
6. How to get started



# WHAT IS PHONEBURNER?

PhoneBurner is an end-to-end solution for outbound sales success. Our cloud-based dialer and sales acceleration platform helps agents dramatically increase both outreach efficiency and conversion effectiveness, while giving sales managers the control, transparency, and automation they need to drive measurable and consistent growth.

The screenshot displays the PhoneBurner web application interface. At the top, there is a navigation bar with the PhoneBurner logo and a 'Welcome' message. Below the navigation bar, there are tabs for 'Home', 'Contacts', 'SmartSender', 'Appointments', 'Team', and 'Support'. The 'Contacts' tab is active, showing a list of contacts with columns for 'First Name', 'Equals', 'Search', 'Reset', and 'Search'. The contact list includes entries for 'Joseph Bates' with details like 'NEILLSVILLE, WI - Local time 9:40 AM' and 'VINCENTOWN, NJ - Local time 10:40 AM'. A 'Setting up your call.' window is overlaid on the contact list, showing a 'Caller ID' of '(949) 218-6620' and a 'Duration' of '1 min'. The 'Home' section shows a 'Dial' button and a '4402509432' number. The 'Custom Fields' section includes fields for 'Key', 'Birthday', 'Date Started Job', and 'Gender'. At the bottom, there is a 'Live Answer' button and a 'Hang Up & Delete' button.

# HOW WILL MY SALES TEAM BENEFIT FROM PHONEBURNER?



## MORE PRODUCTIVE DIAL SESSIONS

With PhoneBurner, agents power dial up to 80 contacts per hour.



## HIGHER QUALITY CONVERSATIONS

Contacts detest that awkward pause after they say “hello.” Unlike other dialers, PhoneBurner has no absolutely delay – so instead of frustrated prospects and hang-ups, conversations start off on the right foot.



## STREAMLINED SALES PROCESS

Repetitive tasks discourage agents and undermine results. PhoneBurner saves time and sanity by streamlining all kinds of voicemail, email, and lead management tasks, leaving agents fresher for live conversations.



## FUNCTIONALITY AND EASE-OF-USE

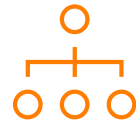
We hear it time and again... PhoneBurner is remarkably intuitive and easy to use, despite its enviable feature set. Agents and admins simply love their experience. So they use it like crazy.

# HOW WILL MY **SALES TEAM BENEFIT** FROM **PHONEBURNER?**



## **BETTER LEAD "INTELLIGENCE"**

Stop guessing what happens after you hit "send." PhoneBurner's SmartSender tells you when contacts open emails, click links, view attachments, watch videos and more - so you can act on engagement.



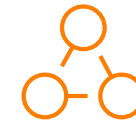
## **SMART LEAD DISTRIBUTION**

Intelligently and automatically distribute leads to your sales team according to highly customized rules.



## **INCREASED LEAD VALUE AND UTILIZATION**

Don't let hot leads go cold. From real-time lead delivery to redistribution of unworked leads, PhoneBurner helps you get the most out of each and every lead you acquire.



## **TOTAL TRANSPARENCY**

Monitor agents and hold them accountable with call recordings and fully customized reports. Real-time stats, call logs, and historical analytics make assessing individual and team performance a breeze.

# HOW WILL MY **SALES TEAM BENEFIT** FROM PHONEBURNER?



## ADMINISTRATIVE CONTROL

PhoneBurner puts admins in the driver seat. Add and remove users, edit permissions, share content and configurations, pull reports, deliver leads, and get agents set up and selling - with ease and efficiency.



## SECURITY & COMPLIANCE

PhoneBurner protects your company with best-in-class security safeguards. Unlike multi-line dialers, we're also FCC and TCPA compliant which protects your company from heavy fines and violations.



# KEY FEATURES FOR SALES AGENTS



## UNLIMITED DIALING

Dial in from any phone or use our softphone



## CUSTOM DISPOSITIONS

Create custom buttons to automate tasks based on call results



## CRM + CALENDAR

Effortlessly manage contact records, history, documents, and meetings



## NO-DELAY CONNECTIONS

Your agents are there the second contacts say “hello”



## EMAIL FOLLOW-UP

Compose emails, or send personalized “one-touch” emails right from the dialer



## ADVANCED LEAD FILTERING

Search and filter contacts in intuitive ways for more focused dial sessions



## VOICEMAIL DROP

As soon as you know you’ve reached a VM - no waiting



## SMART SENDER EMAIL TRACKING

Track email opens, link clicks, attachments views and more, for timely, ultra targeted follow-up



## CALL RECORDING

Record calls for easy playback and learning opportunities



# KEY FEATURES FOR SALES AGENTS



## CALL TRANSFER

Transfer calls to other agents or support staff



## LOCAL ID

Increase live answers up to 4x with local Caller IDs - 1 package covers your entire team



## TASK CAMPAIGNS

Have PhoneBurner tell you who to contact based on workflows you create



## ANALYTICS & REPORTING

Access call logs and track productivity and performance metrics



## PERSONAL DO-NOT-CALL

Effortlessly maintain a personal do-not-call list



## RETARGETING

Serve ads to contacts as they browse the internet, using SmartSender

The screenshot displays the PhoneBurner web application interface. At the top, there's a navigation bar with 'Home', 'Contacts', and 'Dial Sessions'. Below this, there are buttons for 'Add Contact' and 'Import', along with search filters for 'First Name' and 'Equals'. The main content area is divided into two columns. The left column shows a sidebar with 'Folders/Views' and 'Task Campaigns' sections. The 'Folders/Views' section includes 'QUICK VIEWS' (New Contacts) and a list of 'FOLDERS' such as 'FHA Remove PMI', 'Contacts', 'Past Clients', 'Agents' (with sub-items like 'Invited to Training', 'Campaign 1', 'Enterprise', 'MLM leads', 'New Campaign'), and 'More'. The 'Task Campaigns' section has a 'SAVED SEARCHES' dropdown. The right column shows the contact profile for 'Ron Vianzon', including a star rating, phone number, email, and a list of recent activities like 'Ron Vianzon just opened a one-touch message' and 'Lindsey Koneffklatt sent a one-touch email to Ron Vianzon'.



# KEY FEATURES FOR SALES MANAGERS



## DEDICATED ADMIN PANEL

Manage all of your agents from one simple, powerful dashboard. Add and remove seats and users, manage settings and account permissions, and keep track of pertinent data that keeps your sales engine running.



## ADVANCED REPORTING

Understanding how sales teams perform and how individual agents stack up is critical to meeting and exceeding sales goals. PhoneBurner's advanced reporting engine serves up real-time and historical reports featuring the precise metrics that matter to you. Monitor productivity and performance by querying reports on the fly... or schedule custom reports to be emailed to you.

The screenshot shows the PhoneBurner web application interface. The top navigation bar includes 'Home', 'Contacts', 'SmartSender', 'Appointments', and 'Team'. The main content area is titled 'My Team / Reports' and 'Reports'. On the left, there are sections for 'STANDARD REPORTS' (Dial Sessions, Disposition Summary) and 'CUSTOM REPORTS' (Leaderboard Demo, Minutes, Dispo Report, Dispo Report Copy). A 'DATE RANGE' section shows 'View Past 7 Days'. The 'Real-time Leaderboard' table displays a summary of metrics and a list of agents with their performance data.

Summary				
Calls	Talks	Interested	No Answer	
4,426	1,053	69	1,131	
Agent	Calls	Talks	Interested	No Answer
Brant Petree	770	182	1	1
Daniel DiScioscia	533	80	5	2
Jack Barron	531	126	7	1
Scott Emrick	384	78	0	2
Shawn Jeffcoat	363	138	8	7
Mike Nieves	354	67	9	1
John Conway	354	81	4	6
Ben Gruenglas	345	126	4	9
Nick Badal	255	65	12	7
David Velazquez	223	70	16	6
Larry Nelson	188	12	0	6
David Block	126	28	3	2
Open Account	0	0	0	0

# KEY FEATURES FOR SALES MANAGERS



## LIVE LEADERBOARDS

Broadcast a real-time, self-updating leaderboard monitor in your office or phone room. Let agents compete daily for calls made, talk time, “interested” prospects and other metrics, and watch their productivity soar.



## CONTENT SHARING

Let your agents focus on selling, not setup. Push content and configurations into your accounts in just a few clicks - including scripts, emails, calendar entries, dialer buttons, folders, tags, documents, even leads — so they can hit the ground running.

A screenshot of the PhoneBurner Leaderboard interface. The interface shows a 'New Leader' section with a profile for David Velazquez. To the right is a 'Team Summary' section showing 1,131 calls and 190 talks. Below these is a table listing agents and their performance metrics.

Agent	Calls	Talks	Interested	No A
David Velazquez	42	10	3	16
Nick Badal	71	12	3	21
Shawn Jeffcoat	72	26	0	2
Brant Petree	449	65	1	65
Daniel DiScioscia	96	16	0	38
Larry Nelson	55	0	0	0
Jack Barron	78	6	1	38

# KEY FEATURES FOR SALES MANAGERS



## LEADSTREAM – SMART LEAD DISTRIBUTION

Leads are the lifeblood of sales growth. LeadStream is a lead distribution engine that replaces a time-consuming, error-prone process with intelligent automation to deliver leads to the right agents at the right time, using easily customizable rules.

LeadStream is built to handle virtually any sales situation, from real-time delivery to shared lead pool distribution. You define recipients, quantities, lead order, daily/lifetime max, and even how unworked leads get redistributed to ensure good leads don't get wasted.

- ✓ Save time and hassle
- ✓ Increase lead conversion
- ✓ Reduce unworked leads
- ✓ Reward productive agents
- ✓ Get agents dialing instantly
- ✓ Streamline any sales process





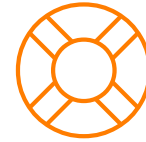
# OUR **TEAM** IS AN EXTENSION OF YOURS

Right up there with ease-of-use, clients rave about PhoneBurner's support. We're proud of that. Simply stated, we want your team to sell more. We want your agents to love their experience. So we commit ourselves to making that happen. We're here for training, demonstrations, whatever you need. No setup fees. No consultation fees.



## A SUCCESS MANAGER FOR YOUR ADMIN

Teams of 5 or more are assigned a dedicated success manager - a trusted advisor to help you improve your sales process, and get the most out of PhoneBurner's time-saving and performance-enhancing features. Smaller team? One-on-one support is still available whenever you need it.



## SUPPORT FOR EVERY AGENT

When your agents need help, they can turn to us. PhoneBurner has a team of friendly support professionals ready to help with setup, troubleshooting, or anything else that comes up.



## A DEVELOPMENT TEAM THAT RARELY SLEEPS

Want a feature? You have our ear. Really. We're building the most powerful outbound sales platform available and our best ideas come from our clients. Tell us what you want to see.

# OUR **TEAM** IS AN EXTENSION OF YOURS



**John Rydell**  
President



**Paul Rydell**  
Vice-President,  
Technology



**Rachel Hechter**  
Senior Developer



**Kevin Reeves**  
Chief Technology  
Officer



**Ken Outly**  
Customer Success  
Manager



**John Greene**  
Director of Business  
Development

*Not shown: Dozens of support, sales, legal, and programming superstars who dedicate themselves, every day, to helping our clients succeed.*

“As my team has grown, the people at PhoneBurner have been there **every step of the way** with answers to my questions and suggestions for how to improve our processes. The software itself works great and I couldn’t be happier with my choice to go with PhoneBurner.”

**Drew Peterson**  
Peterson Real Estate Solutions

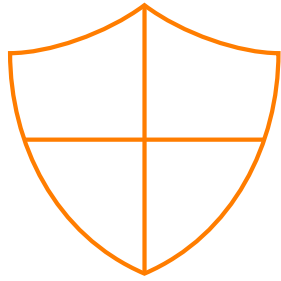
“**Customer service is unreal** – crazy friendly, speedy responses. I’m far from tech-savvy and Jeff has been so patient walking me through every detail to make this machine run!”

**Chris Thomas**  
GLU Mobile Media

“I don’t go out of my way to give a review unless someone over delivers. PhoneBurner **exemplify the 1%** of companies who strive to over promise and over deliver! Don’t look any further, PhoneBurner Team is “Second To None” and our company will only work with the best.”

**Kat Clemens**  
Kat Calling





# NEXT LEVEL DATA SECURITY

PhoneBurner goes through great lengths in the design of our network infrastructure, data center security, and software coding standards to ensure your data is safe and secure. Here are some ways that we go above and beyond to protect your data:

- We use Palo Alto Networks firewalls that provide next generation data protection
- Switch, our data center provider, is arguably one of the best in the world
- We do all of our coding based on industry standards and best practices
- All of our hardware is powered by redundant power supplies
- We are PCI compliant
- Software updates are released only after full code reviews and testing
- Core components of our infrastructure including database servers and web servers are 100% owned and controlled by us

# WHO USES PHONEBURNER?

PhoneBurner powers thousands of clients and millions of calls every month.



- Technology/IT
- Software
- Real Estate
- Insurance
- Legal
- Automotive
- Telemarketing
- Staffing / HR
- Political
- Non-profits
- Financial
- And Many Others

# HOW TO GET STARTED

Trying PhoneBurner is a 100% risk-free endeavor. Start a free trial without a credit card.



## FREE SEAT FOR EVERY AGENT ON YOUR TEAM

Your entire team can try out our system, for free. We're happy to set up a demo or training if needed to get your agents up and running.



## SAVE UP TO 50% PER SEAT

More seats. More savings. PhoneBurner grows with you.



## NO CONTRACTS OR SETUP FEES

We earn your business every month. So we're invested in your success.





# HOW TO GET STARTED

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Start a free trial without a credit card.



Start your free trial  
[PhoneBurner.com](https://PhoneBurner.com)

Call our team  
**888-369-9131**

**“Extremely easy to use... Superior performance...** When I find an application that does what it says I'm a huge fan. But the real test for me is always whether the organization will support me when I need them. Phone burner more than satisfied on both counts.”

**Kevin Leveille**  
Score Selling

“We have two companies. Both sales organizations...one b2c the other b2b. Phone burner has allowed us to do **5x the amount of work** in the same amount of time.”

**Ryan Toner**  
Benefit Vault / Toner Group

”Because of how easy it is to use, and how streamlined it makes that whole process... full-time callers probably **talk to anywhere between 80 and 120 people a day**, which is really awesome.”

**Melissa McKeever**  
Fizber