

Practical Tools Of Value Facilitation



The World's Leading Personalized Selling Platform

**Harness AI to Accelerate
Sales And Increase revenue**





Personalization

New Message

chris.silver@five9.com

Scaling quality

 SDR3: Sales VP  Track






Hi Chris,




Congratulations on working your way up to vice president so early in your career, that's an impressive accomplishment, especially at a company like Five9.

Thought you'd be intrigued by our AI-driven sales platform, which has helped sales leaders at Cloudflare, Gusto, and ZipRecruiter meet their quarterly goals by doubling appointments set through calls and emails.

As the leader of a modern sales team, you're familiar with the the time vs engagement problem; increasing the latter requires your team to spend too much of the former on a range of research and writing tasks for each prospect.




















Nova's A.I. engine eliminates this dilemma by automating these tasks, allowing you to build a data-driven process to contact significantly more prospects, all with a human, personal touch.

 **Send Now**    

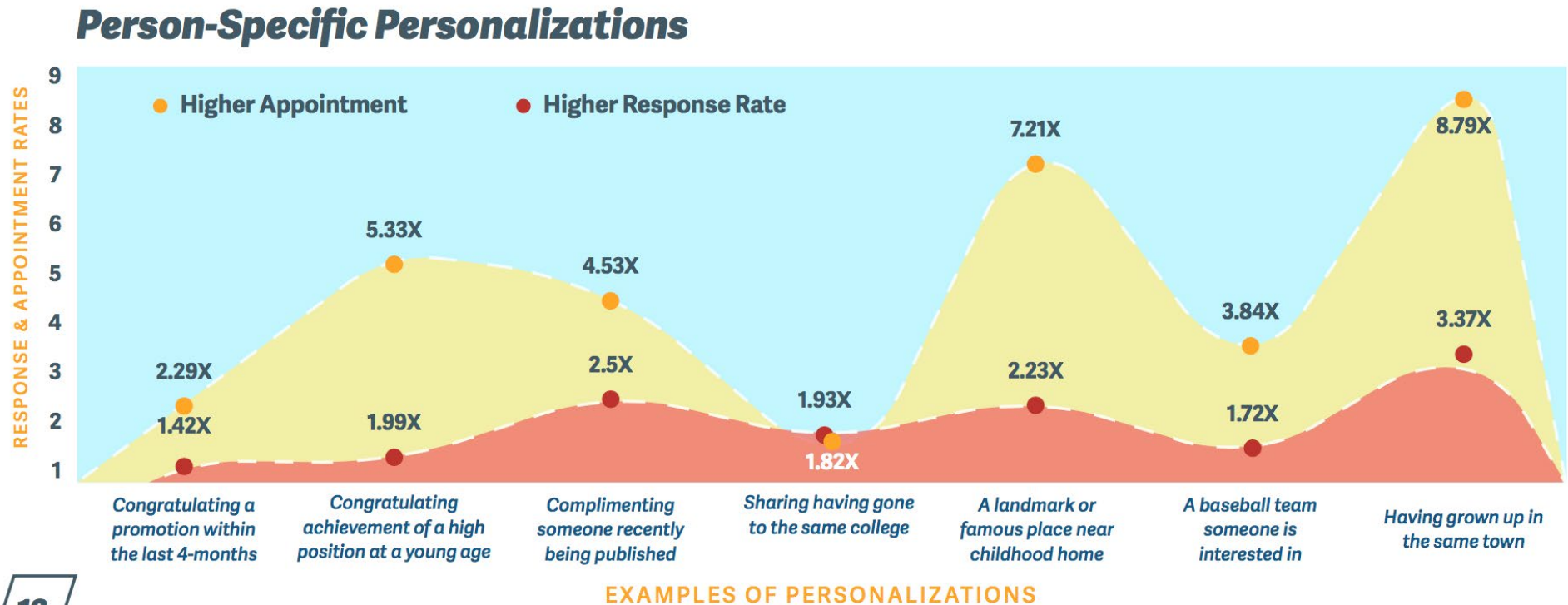
 **Chris Silver** 
Role: Regional Vice President, E...
Company: Five9 
Phone: *Phone*

[Personalize](#) [About](#)

PERSONALIZATIONS

-  Fast progression at company 
-  Single publication (Title) 
-  Recent promotion 
-  Local Nature Interest 
-  **Fast career progression**  
- Choose a tone 
- Bridge tone 
- Company Five9
- Level Vice president
- Personalization Feedback  
-  Bad weather 
-  Recent company hire 

Personalization -> Warmer Feelings -> Responsiveness



Emotional Responses Can be Quantified

Personalization -> Warmer Feelings -> Responsiveness



Without Nova

Opens

67%

23%

Clicks

11%

2.9%

3x

Teams using Nova drive 3x more revenue