CANDDi
who is on your website?

Streamline Your CANDDi

More on:

The Hungry Team

1. THE HUNGRY TEAM

PROS — Doesn't need someone to manage it, quick and simple
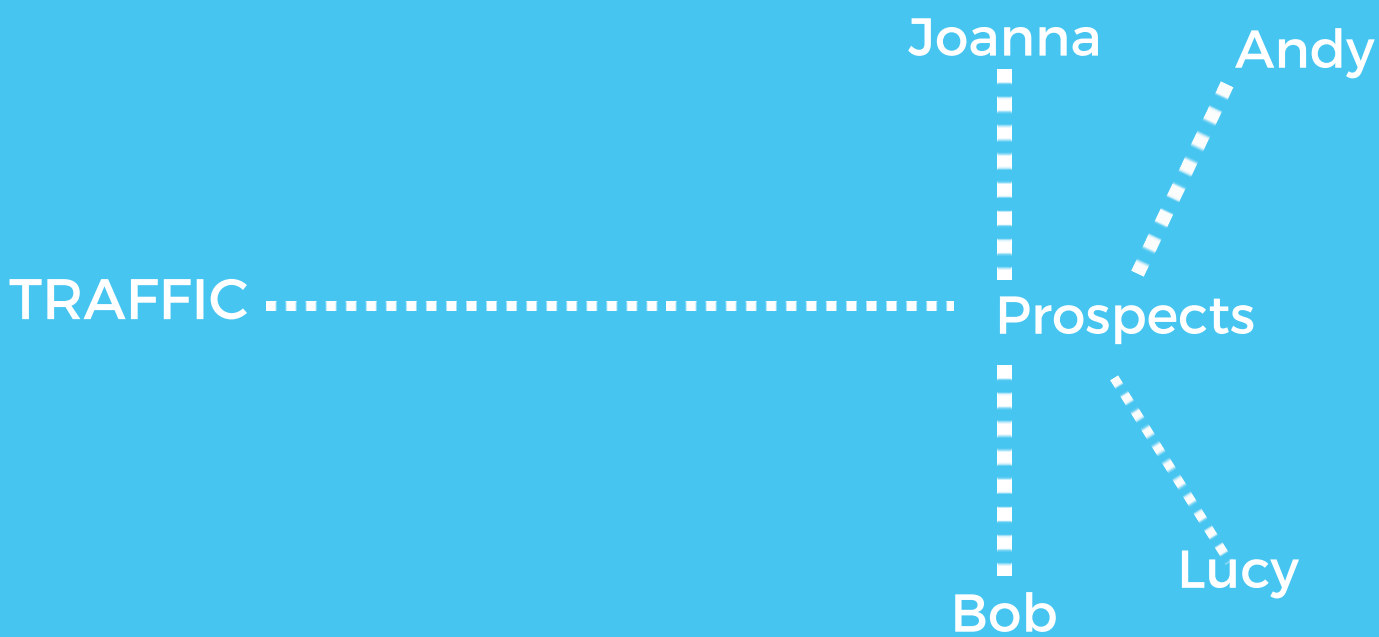
CONS — Sales team need to be fair about distributing leads

USE ONLY — IF You have a small team/just one business development person, who are managing their own CANDDi

BEWARE: — Team will need to be able to communicate when taking new leads

Joanna

Andy

TRAFFIC .... Prospects

Bob

Lucy

More Info Below

THE HUNGRY TEAM

DAILY ⬆

Assigned to Bob	(39)
Assigned to Jenny	(0)
Assigned to Louise	(8)
Fresh Leads	**(85)**

The Hungry Team config doesn't require you to have someone managing it in order to get the benefit of CANDDi insight to your sales team.

All leads can come into one central stream which all the sales team have access to. The team can take their own leads from this central stream and assign to themselves.
The salesperson can also be auto-assigned leads from their own prospecting email click-throughs.

Once a lead is assigned, the salesperson who owns it can be alerted whenever the prospect comes back online, allowing them to follow up when the prospect is hottest, and know which to spend their energy on.
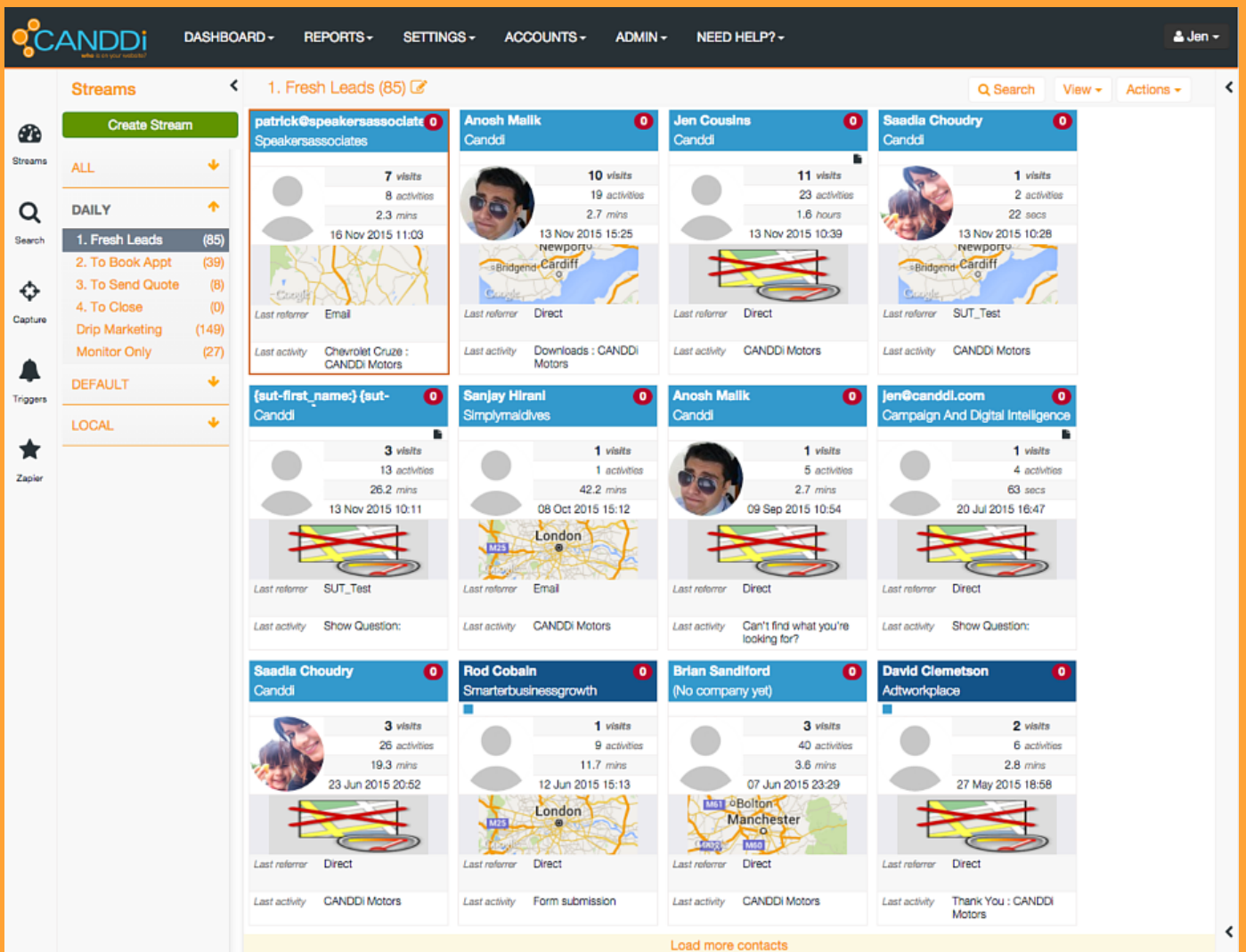
If you like the sound of this, let your account developer know and they can discuss with you the best way to introduce your team to using CANDDi, and how to set it up. Never lose track of a lead.

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