MASSIVE TIME-WASTERS

Draining Your Team's Selling Time

Salespeople spend less than **36%** of their time actually selling.

If that's true, where does the average salesperson's time actually go? The average sales team of **10** reps wastes their time on:

85 HOURS

80 HOURS

30 HOURS

124 HOURS

LEAD RESEARCH
The amount of time spent researching leads.

That's **101 MINUTES** per day, per rep that could be optimized with a cleaner lead view.

CRM DATA ENTRY
The amount of time spent doing CRM work.

That's **96 MINUTES** per day, per rep that could be optimized or eliminated with the right tool.

LEAVING VOICEMAILS
The amount of time spent leaving sales voicemails.

That's **36 MINUTES** per day, per rep that could be eliminated with a voicemail drop tool.

CREATING CONTENT & WRITING EMAILS
The amount of time spent searching for and creating content.

That's **149 MINUTES** per day, per rep that could be saved with a sales automation or sequence tool.