

Why Would You Use SMARTS?

SMARTS HAS THE NECESSARY SALES INGREDIENTS.

1. Your bank will make more money with an organized **total** sales system.
2. SMARTS is accessible to ALL employees.
3. It handles all new business opportunities from customers or prospects.
4. Initial face-to-face training and sales strategy meetings build the sales foundation. Ongoing training is available to ALL employees at their workstation.
5. You receive initial and ongoing new business training and consulting for managers and employees.
6. Calculates, posts and maintains all incentives.
7. Reports branch and individual performance versus goals.
8. It is a paperless system that offsets the inefficiency of any paper and manual labor system.
9. It works. You create sales results. And employees have confidence in its accuracy and timely instant incentive reports.
10. ALL walk-ins, new and existing prospects, and business development calls can be tracked.
11. SMARTS is simple and easy to use. Most of your employees will use it the first week.
12. SMARTS is a flexible system. You can personalize it to fit your individual bank's needs.
13. Your total officer call program can be tracked and managed through SMARTS.
14. It greatly encourages cross selling by your CSR and loan officers.
15. SMARTS offers and exposes managers and employees to good sales behaviors.