

5 CRM Adoption Tips for 2018



Welcome to the software you've always wanted....



Let's face it, in some organizations, it can be ridiculously difficult to get people to adopt CRM. There are so many factors that make an impact, from the mindset of the management to how tech savvy the employees are. Every element has an impact on whether the CRM is used or abandoned. If you are having a challenge with adoption or are thinking of implementing CRM, these 5 tips are for you. Reach out to us to learn more about each phase.

1

MANAGEMENT MUST USE THE CRM

2

ONE-ON-ONES AND MEETINGS VIA DASHBOARD

3

AUTOMATED SALES ALERTS

4

SALES COMPETITIONS

5

MONITOR THE METRICS

