

How Cool is This?

RBD Assistant is a master-class sales tool that will streamline your sales and support you throughout the entire process... from greetings and qualifying to presenting and closing. Let's take a look at just some of the things this portable sales assistant can help you do.



Prepare to sell

1

Preloaded training video will help you get ready to make more sales and more money fast!



RBD Assistant has taken the guesswork out of one of the biggest parts of being prepared to sell: knowing the plans, pricing, and promotions. With instant access and automatic updates, you can rest assured you always have the latest product information in your hands... from current promotions and pricing to accurate plan information and competitor comparisons. And because we've preloaded your tablet with a training video to walk you through the features and functions of RBD Assistant, you can put it to work for you quickly and easily.

Engage the customer and

2 establish rapport

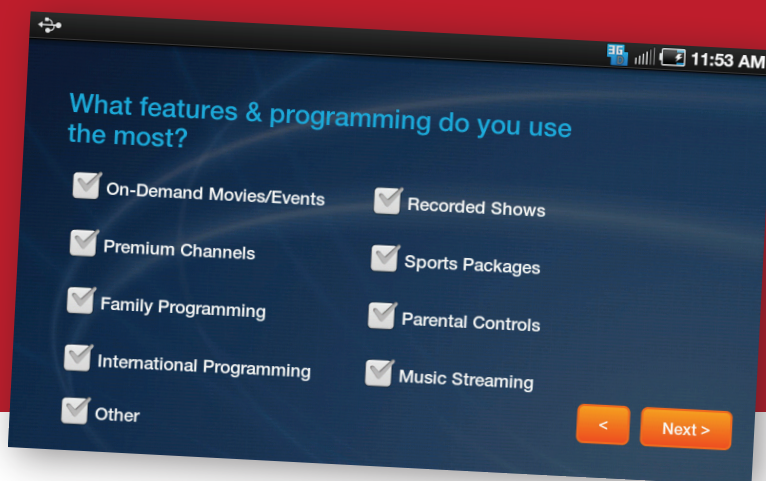
Imagine how just the simple act of carrying around one of today's most coveted, cool devices will draw customers to you. Use its great visuals to engage the customer and establish rapport. "Isn't technology amazing these days? Have you seen this movie?" Use it as a greeting by playing the latest DirecTV commercial for the customer.

Or, interact with someone who notices you using the tablet. Ask, "Have you seen these? They're amazing. I'm in the store today selling DirecTV and this thing lets me do everything I need right from this screen."

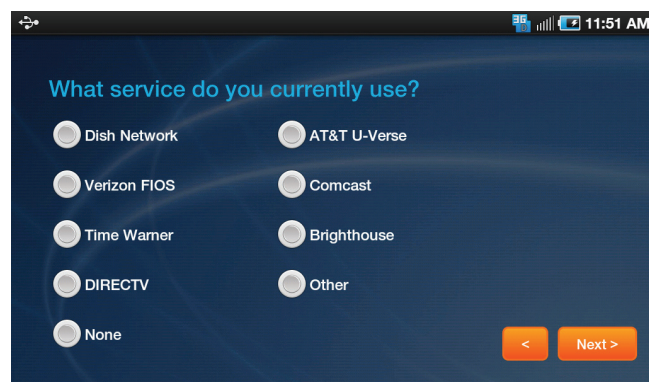


Ask qualifying questions

3



A series of screens will help you ask qualifying questions about the customer's current service plan, features, and options. Ask about your customer's viewing and recording habits, any family programming needs, and the type of channels that matter most to them. This is another great time to establish rapport using commonalities.



Make the pitch

4

○ Instantly calculates the savings per month and per year!

○ Package details make it easy to show the customer everything they get for the price



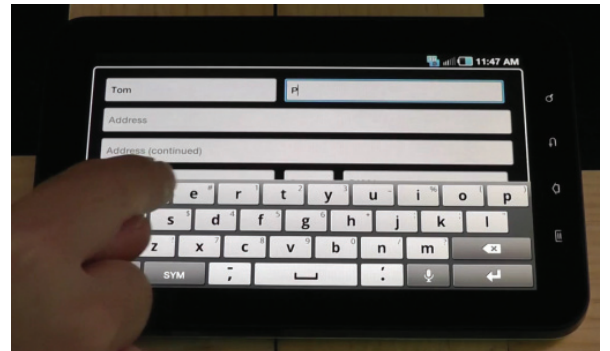
○ A simple click and you're on your way to checkout

Using the customer information you entered, RBD Assistant will make real-time comparisons of pricing and plans and make the best possible recommendation to suit your customer's needs. You can now present the details of the package right from your screen and make changes or additions quickly. Did the customer forget they needed a DVR for two more rooms? Add two DVRs to the package instantly. Will the price savings mean they can finally get the movie packages they've always wanted? With a few clicks, you can update the package and find out!

5 Close, order, and handle objections

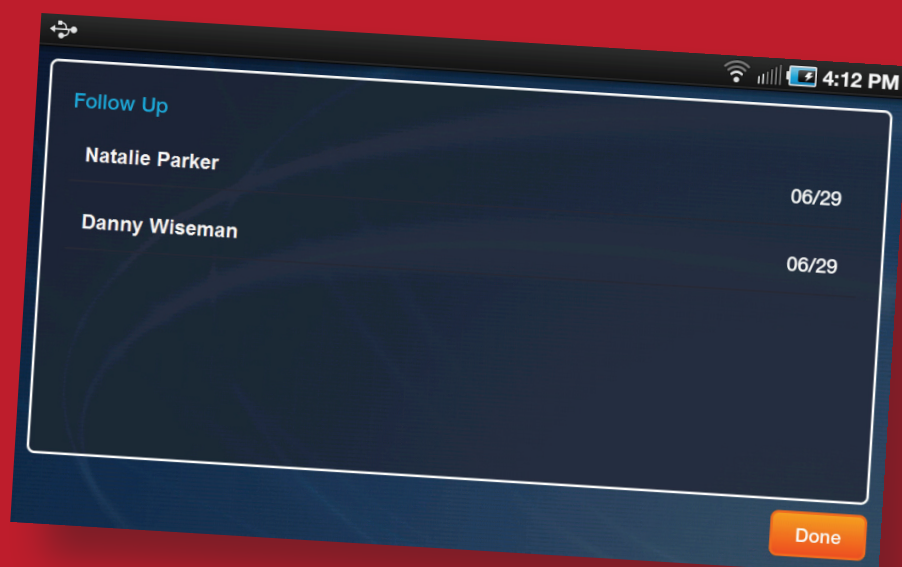


Order entry is simple and fast. Capture customer and billing information, edit as needed, place the order, and schedule the install from anywhere. RBD Assistant can even help with objections. Is your customer worried about credit? You can run a credit check directly from the application. Do they need buy-in from their spouse? How about emailing them the same information you and their partner are reviewing?



Follow up

6



Even if your customer isn't ready to purchase now, RBD Assistant is the ultimate follow-up tool, saving their data, the recommended plan, the pricing that was given, and more so you have it at your fingertips when you follow up with them and they're ready to buy. It's that simple!



But that's not all. RBD Assistant does more than just streamline the sales process. It also makes performing tasks associated with your job easier. Sign in for work using the included time clock, send emails to your follow-up contacts, access competitor information on the web, use Google maps to find the store you're scheduled to work in, and use the camera to capture important images, such as problems with promotional signage.

With all this and more, RBD Assistant saves you time and effort that you can put toward making more sales and more money. So, don't wait another minute. Start using RBD Assistant today!



**Maximize sales opportunities...
market more effectively... make more money!**