The Fastest, Easiest Way to Convert Internet Leads into Sales

What

- The Conversica Automotive Sales AI Assistant is software that automatically contacts and engages all your Internet leads via two-way email or SMS text messaging with Artificial Intelligence (AI)

Why

- Prioritizes leads so your Sales reps can be more effective

- Increases the number of leads each Sales rep can manage

- Significantly improves the quality of leads assigned to Sales reps so they can focus on selling and closing buyers

- Deepens the connection with potential customers and boosts dealership satisfaction scores

- Delivers unique insights into Sales team effectiveness

How

- Initiates and manages personal one-to-one email or SMS text conversations with all your Internet leads

- Interprets replies from leads and automatically alerts a Sales rep the minute the lead demonstrates intent to buy

- Shows lead follow-up and response and details of every conversation, so you can be sure no lead is ever dropped

Automatically Contact and Engage Internet Leads with Conversica®

Contacting and engaging leads takes time, effort and close monitoring. But that's just not possible for the typical Sales team when there are hundreds or thousands of leads to work each month. Even the best Sales reps can only dedicate a handful of emails and calls to a lead before moving on. Not surprisingly, good opportunities get dropped.

Now you can leave the first contact to Conversica®, freeing your Sales reps to close deals. Conversica starts engaging leads within minutes and continues to engage and nurture until the lead is converted into an opportunity or the lead drops out—which could be in one day, a few months or even a year.

The Conversica Automotive Sale AI Assistant delivers valuable information to your business development center or Internet Sales department. Details from the Intelligent Virtual Assistant's conversations prepare your Sales reps to engage a hot lead when, where and how the person prefers. Best of all, Conversica always engages, responds and ensures your Sales team has followed up with every lead that demonstrates intent to buy.

If your dealership is buying leads from autotrader.com, cars.com, Dealix and other aggregators, Conversica increases your return on investment (ROI) by closing the gap between traditional automation tool and one-to-one sales calls. Conversica hands over hot leads at the instant they are ready to buy so your reps can focus on selling and closing real opportunities instead of chasing dead leads.

How to Use Conversica for Lead Conversion

Conversica can handle thousands of leads at one time—even daily—and can multitask better than your best sales rep. You can use Conversica to:

- Contact and qualify leads instantly
- Engage leads and qualify their intent by asking questions in two-way conversations
- Mine stale leads for new sales opportunities
- Cross-sell and upsell to past customers

Conversica can help improve your brand reputation by emailing satisfied customers or encouraging them to leave positive comments.

Subscription, Implementation and Ongoing Management

Conversica is a cloud-based application requiring no onsite installation and can be implemented in hours. Better still, our subscription service can be used as a standalone or integrated with any Dealership Management System (DMS) or CRM application.

Conversica's Intelligent Virtual Assistants come with many built-in conversation types or can be customized to meet your unique needs with Conversica's Conversation Editor. This graphical user interface is easy to use and without compromising the power and flexibility of what it can accomplish. Our engineering and data science teams make sure that the conversations perform well, so you can focus completely on the purpose of each conversation you decide to deploy.

Skills to Support Your Sales Efforts from Day One

The Automotive Sales AI Assistant has many different skills. Skills drive the types of conversations the Intelligent Virtual Assistant can have with a lead. Skills are groupings of conversations of similar type and with similar goals. Your Automotive Sales AI Assistant has the following skills:
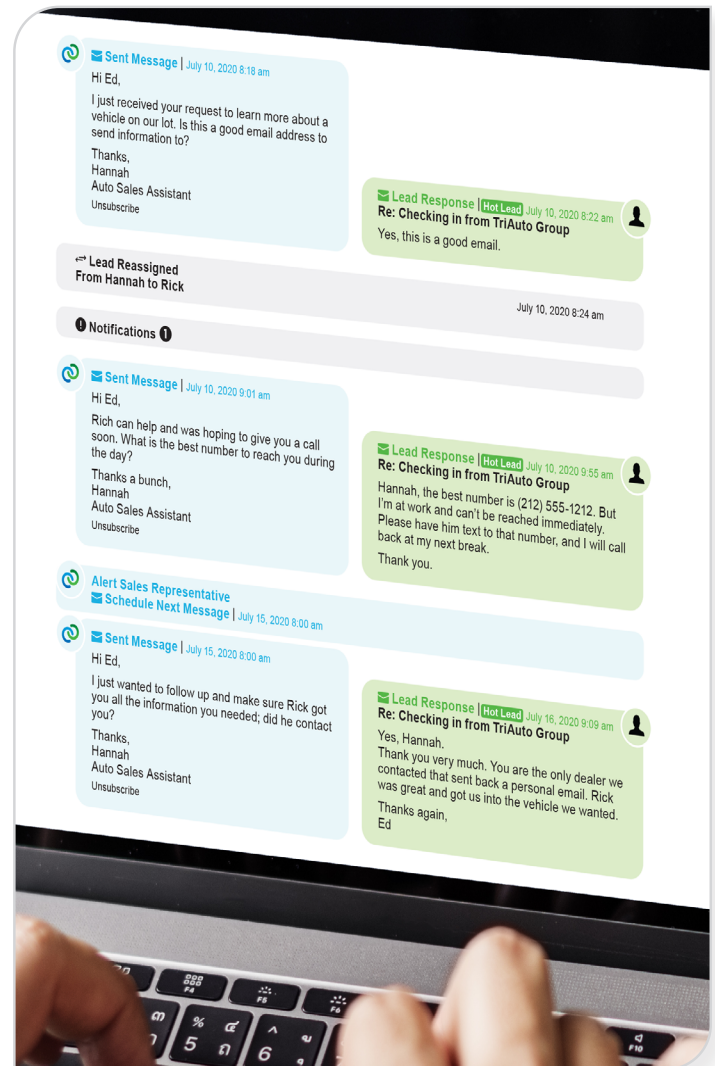
- ENGAGE NEW Auto Demand

- CULTIVATE Early Showroom Interest

- ACTIVATE Unresponsive Auto Demand

- POST-SALE Engagement

- GENERATE New Auto Interest

Explore Conversica for yourself

To learn more call +1 (888) 778 1004, email sales@conversica.com or visit www.conversica.com to set up a product demonstration.

AI-driven email conversations allow you to focus your efforts on contacting leads who have an expressed intent to buy.

About Conversica

Conversica is a leading provider of Intelligent Virtual Assistants helping organizations attract, acquire and grow customers at scale. A Conversica Intelligent Virtual Assistant is an AI-powered, SaaS-based software application that serves as a virtual team member and autonomously engages contacts, prospects, customers, or partners in human-like, two-way interactions at scale to drive towards the next best action accelerating revenue; whether that's scheduling a sales meeting, gauging interest to buy additional products or services, or politely but persistently collecting overdue payments.

Reaching out to over 100 million people on behalf of thousands of companies, Conversica Intelligent Virtual Assistants are built on a proven and patented intelligent automation platform integrating natural language understanding (NLU), natural language generation (NLG), autonomous action chains and deep learning capabilities that engage contacts over multiple communication channels and in multiple languages.

Winning multiple awards including Inc. 5000 fastest growing companies and #6 on Fast Company's most innovative AI companies, Conversica is a portfolio company of Providence Strategic Growth, Kennet Partners and Toba Capital and is headquartered in Foster City, California.