



## YOUR SALES TEAM CAN TALK

# DIRECTLY TO YOUR PROSPECTS

“ *LiveStream can take your sales team – working from anywhere in the world – right into the homes of your potential purchasers and owners. Using interactive on-screen tools, this new product allows multiple on-and off-site teams, such as sales and customer services teams, to engage face-to-face with the people who matter most to your business.* ”

**ROBIN MILLS**  
VP Business Development,  
RCI Europe, Middle East & Africa

Face-to-face time is crucial in establishing trust in any relationship. Being able to talk to your prospects in real time is an integral part of engaging them from the start, treating each one as an individual, and understanding their needs. It is this relationship which increases your chances of closing a sale.

Using **RCI LiveStream**, you have an impactful, online discussion with your prospects or owners, using all the tools you would in a presentation at your sales office.

**RCI LIVESTREAM IS THE IDEAL TOOL TO ENGAGE WITH YOUR PROSPECTS IN A COST-EFFECTIVE AND FLEXIBLE WAY WITHOUT THE ISSUE OF WORKING AROUND BUSY SCHEDULES**



## **NEXT GENERATION IN SALES ENGAGEMENT**

Through the **RCI® LiveStream<sup>SM</sup>** platform, you can talk to your prospects and owners directly, even when they don't come back to the resort. It's a solution to help your sales team remove the barriers of conventional selling practices and go right in the homes of your prospects and owners - at any time and from any place!

- Live contract signing
- Engage face-to-face online
- Run your sales force from anywhere
- Modern approach for tech-savvy prospects and your sales teams
- Sell year-round to maximise your sales opportunities, regardless of resort seasonality
- Full audio and video for a completely interactive experience
- Onscreen customer information
- Convenient drag-and-drop functionality to save time
- Ability to combine webcam functionality with video presentations or onscreen graphics
- Intelligent engagement prompts, which provide agents with scripted responses based on the discussion topic - perfect for sales training too
- Timing prompt to make sure you stay on track
- Scribble pad, text chat and print tools
- Screen-share voice functionality available
- Share videos, digital photos, presentation slides, etc.

For more information on how **RCI® LiveStream** can benefit your business, contact your **RCI® Affiliate Services Manager**