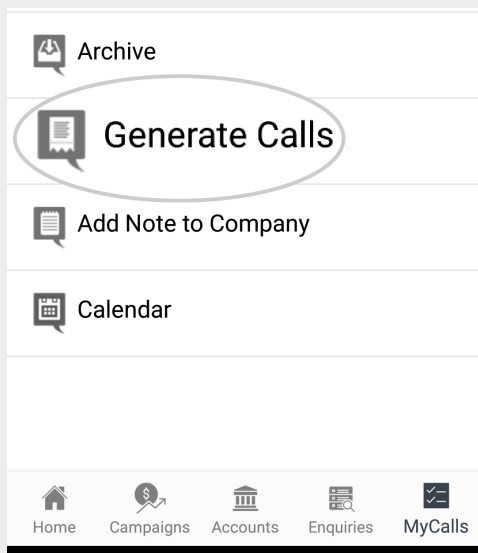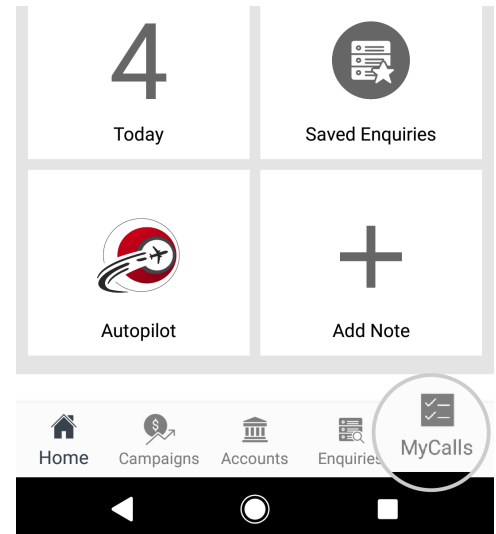# HOW TO DISCOVER WHICH CUSTOMERS YOU HAVEN'T SPOKEN TO IN THE LAST 2 MONTHS - ANDROID

Let sales-i fill in your diary for you. At the click of a few buttons you can discover customers you haven't contacted in a while and send details of them to your dairy. Say goodbye to admin and hello to having more selling time.

01 From the navigation bar at the bottom of the screen, tap **MyCalls.**

02 Next, tap **Generate Calls.**

03 You will now see a list of options which will help you decide which calls you wish to generate:

Start Date = Select what day and time you would like to start making these calls.
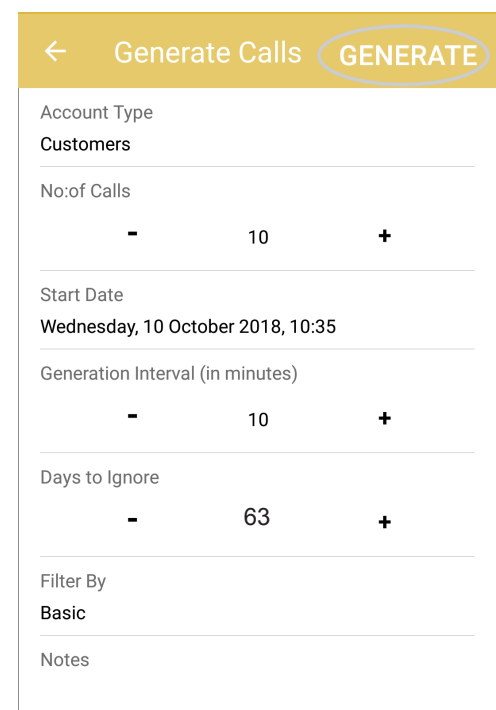**Account Type** = Select Customers or Prospects.
No. of Calls = Select the amount of calls you want to make.
Days to ignore = refers to the number of days since your last point of contact with an account. Selecting 63 days (9 weeks) will ignore anyone who has been contaced in the last 63 days.
Generation Interval = How often do you want to make these calls.

We want to contact 10 customers who we have not spoken to in the last 63 days and we want to put them into our diary so that we start contacting them from 9am tomorrow, every 10 minutes. Finally, tap the **Generate** button.
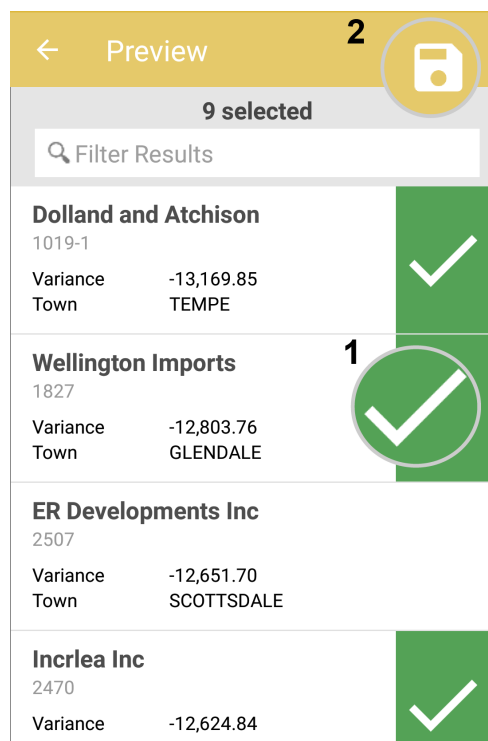
04 You will now see a preview of your results.

They are in order of the accounts who have had the biggest decrease in spend (year on year).
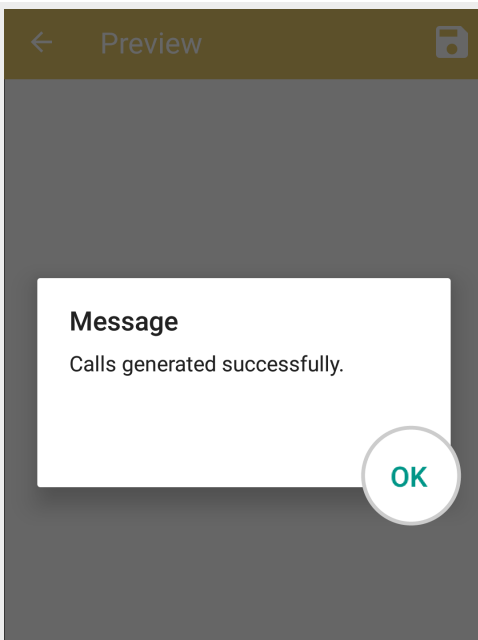
You can *untick* any which you don't want to contact.

Once you are happy with your selection, click the **Save icon button** in the top right hand corner.

2

Preview

9 selected

Filter Results

Dolland and Atchison
1019-1
Variance   -13,169.85
Town   TEMPE

1

Wellington Imports
1827
Variance   -12,803.76
Town   GLENDALE

ER Developments Inc
2507
Variance   -12,651.70
Town   SCOTTSDALE

Incrlea Inc
2470
Variance   -12,624.84

Preview

Message

Calls generated successfully.

OK

05 You will now see a message informing you that calls were generated successfully.

Tap **Ok**.

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06 Your list of cusomers you haven't spoken to in the last 9 weeks has been created and sent to your diary.

To see them click either **Today** (to see calls scheduled for today) or **Planned** (to see calls you have scheduled for the future).

Inbox

Calls for Today (14)

Enter your search keyword

Debra Clark
BANNER DESERT MDCL CTR,ATTN: SCOTT O.,1400 S
DOBSON RD,MESA,AZ,85202

11:15
Wednesday
10/10/2018

1019-7
Dolland and Atchison

Martha Kinnon
TREASURER'S DEPT,102 E WALNUT ST,WHITERIVER,AZ,
85941

11:25
Wednesday
10/10/2018

1710
Flexicom Edwards Printers

Muriel Ingram
25448 N. 44TH DRIVE,GLENDALE,AZ,85310

11:35
Wednesday
10/10/2018

1827

sales-i admin
noreply@sales-i.com