

## Telemarketing, Lead Gathering, Mini Vac Tracking.

Telemarketing is really a misnomer. This module really does:

- Lead Gathering
- Lead and Guest Name Record Management
- Outbound Calls
- Manual Outbound Calls
- Non Owner Referrals
- MiniVac management

Collect leads from your web site and inbound agents. Import lead list databases or use keyboard entry. Contact leads using your dialers, our dialers or manually dial numbers. E-mail campaigns, direct mail. Agents can set callbacks, DNC, book tours and sell mini-vacs with fulfillment tracking in realtime. E-mail or print confirmation letters. A vast range of reports, customizable to your exact needs. Print vouchers at welcome centers.

### Telemarketing

- Lead tracking by Lead Source, Box, Lead Procurement Person.
- Lead inventory report, automated outbound lead generation, call lists or cards, callback sheets.
- Book vacations an unlimited number of days out.
- Track Mini-Vacs, Certificate Sales, Straight-Ins, Hook/Non-Hook, and book or sell multi-legged vacations (even Cruises).
- Fulfillment tracking, track hotel costs and billings.
- Print vouchers for welcome centers.
- Maintain welcome centers, now show lists, vacation arrival lists.
- Fully integrated with Tour Bookings, Sales and Contracts.
- Maintain contact history that stays with the client through Tours, Sales and Reservations.
- Confirmation Letters Automatically E-mailed to Guests.