

# FASTCALL ANNOUNCES CALLME - THE FIRST PHONE AUTOMATION APP FOR SALESFORCE WEB TO LEAD FORMS

*First-of-its-kind Salesforce app - available free on the Salesforce AppExchange - helps users increase sales by automating call backs for web form prospects*

LOS ANGELES, CA, USA, September 11, 2019 /EINPresswire.com/ -- Fastcall, a Salesforce-native phone/SMS dialer and CTI system, has announced its first spin-off product, a free Salesforce (NASDAQ:CRM) app download named Callme. Callme is the first and only app in the [Salesforce AppExchange](#) that allows users to automate phone calls to Salesforce web-to-lead form submissions. Through Callme's proprietary and innovative technology, users can increase sales conversions by contacting prospects when they are still in a buyer's mindset and before they have spoken to or done business with a competitor.

Research from the Harvard Business Review shows that when leads are contacted within one hour from receiving an inquiry, companies are nearly seven times as likely to qualify the lead compared to contacting the lead within two hours. When compared to waiting 24 hours or more, companies are more than 60 times likely to qualify the lead when calling back within an hour. In comparison, another study by the Harvard Business Review shows that the average response time for companies that contact leads within a 30 day window is 42 hours.

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No other company in the Salesforce AppExchange offers an automation tool to help bridge this gap between web-to-lead form responses and company callbacks.”

*Richard Rosen, Fastcall CEO*

Rich Rosen, CEO of Fastcall, says “No other company in the Salesforce AppExchange offers an automation tool to help bridge this gap between web-to-lead form responses and company callbacks. Marketing leaders know the importance of calling web leads, but connecting by phone has become increasingly more difficult. There is a time-sensitive window of opportunity to call within the first few minutes. Callme subscribers will improve connection rates, and therefore close rates, by automating calls to fall within



Callme - First-of-its-kind Salesforce app - now available for free on the Salesforce AppExchange

Close More Sales By Being The First To Contact Web Leads



The **Only** App That Adds Phone Call Automation & Callback Estimates To Your Web-To-Lead Forms

POWERED BY **Fastcall**  
The #1 Native Salesforce Phone & SMS System

Close More Sales By Being The First To Contact Web Leads

this window.”

In an upcoming update, Callme will enable Fastcall subscribers to publish real-time hold times on their company’s website, helping users to manage inbound call flow and be customer service-oriented. In addition, Callme will soon allow companies to set up lead management automation, where no-connect leads are automatically and periodically called back by the app.

Callme can be used with any phone application, not only with Fastcall, and is not dependent on Salesforce OpenCTI. Any Salesforce subscribers using web-to-lead forms can use Callme to increase sales productivity and lead conversions.

Callme is available now and can be downloaded for free directly from the Salesforce AppExchange. During this introductory period, users will be given 1000 free callbacks per month (a \$1000 value), after which they will be charged \$1 per call. For more information on Callme, please visit <https://callme.fastcall.com>.

#### About Fastcall

Fastcall is the #1 native Salesforce phone and SMS system and the first Salesforce native smart softphone. 100% exclusively dedicated to Salesforce, Fastcall boasts some of the highest ratings for CTIs and phone dialer systems in the Salesforce AppExchange. Fastcall helps businesses using Salesforce increase their productivity by eliminating manual sales tasks and seamlessly capturing both inbound and outbound phone and SMS data directly into Salesforce. For more information, visit <http://www.fastcall.com>.

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### A No-Risk Way To Get The Competitive Edge



Research shows that the majority of prospects buy from the **FIRST** company to get in touch with them. Callme helps **YOU** become this company.

- Be the first to contact a prospect and develop a relationship
- Reach your leads before your competitors
- Contact your potential customers while they are still in a buyer’s mindset

**QUICKER RESPONSE TIME = MORE SALES!**

A No-Risk Way To Get The Competitive Edge

This press release can be viewed online at: <http://www.einpresswire.com>

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