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HIDDEN GEMS OF LEAP

SUPERCARGE YOUR BUSINESS USING THESE 10 HIDDEN GEMS FROM LEAP

Steve Stencil, Leap's founder and Director of Product Development shares 10 features of Leap you likely are not using, but that can have a significant impact on your business. If you're too busy to set these up, the Leap professional services team can do it for a reasonable fee.

1 Drawing and Editing Photos

Adding photos to your estimates is a great way to highlight the work that needs to be done. Simply add a photo, tap on it, and a sketch pad pops up. You can circle specific elements on the photo, draw arrows, add text and measurements. The visual aspect makes it easier to sell remotely in this age of COVID-19.

2 Group Me Integration

Send as many group messages as you want to your sales reps (or other chat groups) using this underutilized app. Send congratulatory messages, offer bonuses, highlight promos, incentivize your reps, and more.

3 Tag Photos

Add customizable tags to photos to define what clients are looking at. Highlight things like room location, size of the room, other measurements, pricing and more. The tags are already in Leap. Simply rename them, add details, and they'll auto-populate and sync back to your documents.

4 Include Website Links as Resources

Go to any website, including your own, copy the link, and you can access it inside the app. Link to your social channels. Customize presentations for specific customers. Use to capture leads.

5 Remote Measurements in Sales Presentations

Integrates with EagleView, HOVER, and Scope Technologies to help you close deals for exterior projects. Links measurements to your estimates and the report and pictures to your contracts and proposals. Adds credibility to your bids, allowing you to take a consultative approach.

6 Add External PDFs as Documents

Just launched, this works with iCloud and Dropbox to open your files allowing you to add external PDFs as templates. Add documents emailed to you into your proposal. Example adding documents emailed to you from the insurance adjuster.

7 Auto-Populate Values to a Template

Use information from external brochures, include your good, better, best options, access packages, change prices, and more in the app, and it will auto-populate in your contracts or other documents.

8 Pull Values from Your CRMs

Use a client's name or assign a customer number straight from your CRM and auto-populate your documents with all the data you've created for that client. Works with MarketSharp, JobNimbus, Salesforce, Lead Perfection, JobProgress, and improveit 360.

9 Access Customer Documents from Completed Uploads

Reps can fetch documents from their pending and completed deval files and share them via IM, AirDrop, or email. Helpful for troubleshooting.

10 Change Discounts by Sales Reps

Keep an eye on your profit margins by limiting how much a rep can discount a project. You can also establish commission rates.

The team at Leap would love to learn more about your business and see if Leap might be a good fit for you.

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