Rallyware

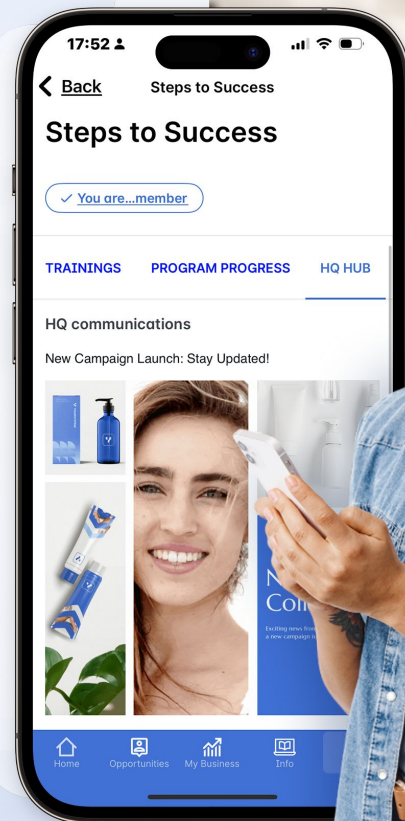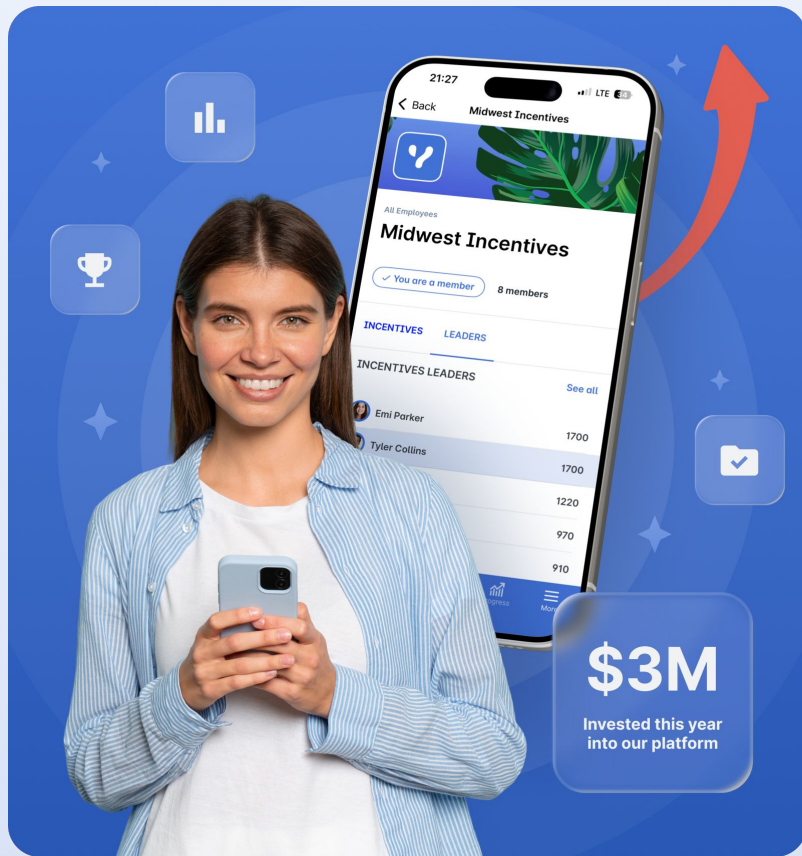**2025**

The Year of Field Sales Enablement Excellence

2025

This Year, We're Not Just Evolving – We're Leading the Way.

At Rallyware, we believe 2025 is the year of field sales enablement excellence, where distributors don't just participate – they outperform. That's why **we're investing more than $3 million into our platform** this year to give direct selling companies the tools they need to win big.

These aren't just feature updates. They're purpose-built enhancements based on your real-world challenges, designed to drive outcomes where it matters most: in the field. Rallyware is the intelligent operating system for distributed workforces – powered by data, shaped by behavior, and accelerated by AI.

Website
rallyware.com

Sales inquiries
sales@rallyware.com

Phone
(877) 858-8857

What's Already Live and Making an Impact Today

01 Smart To-Do Reminders

Automated reminders keep revenue-driving actions front and center.

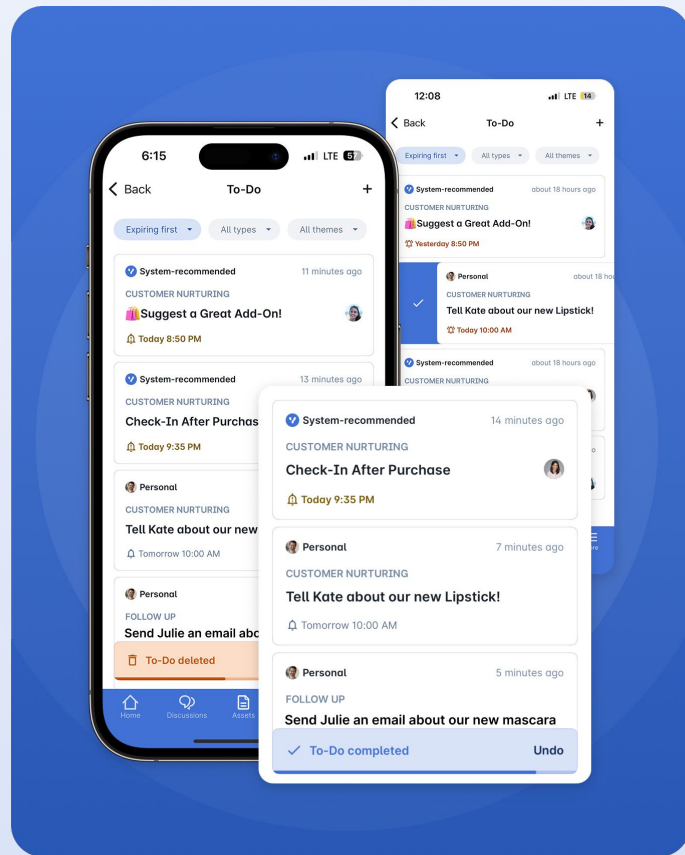> ⬆ **70%+ completion rate** = higher sales performance

> ⭐ **Why It Matters:**
> Keep your field focused on what matters most, without constant oversight.

02 Quick Actions

Tap-and-go tools for faster workflows – from sharing to selling.

> ☑ **48% of users** who complete 1 task complete 20+ more

> ⭐ **Why It Matters:**
> Reduce friction, boost momentum, and help every distributor get more done, faster.

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What's Already Live and Making an Impact Today

03 Business Rules Enhancements

More automation triggers = less admin, more personalization at scale.

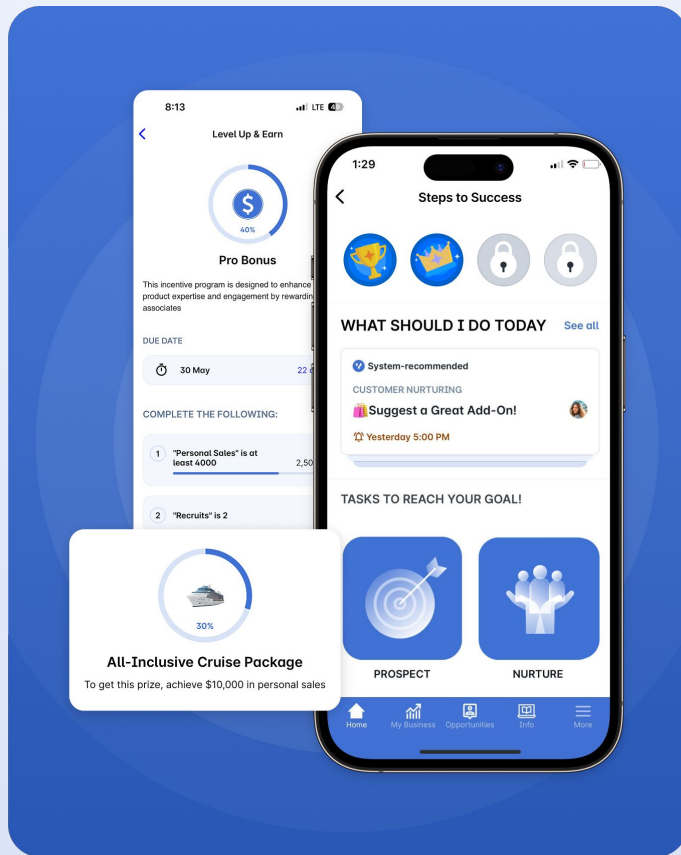**Additional personalization** no extra lift for your HQ teams

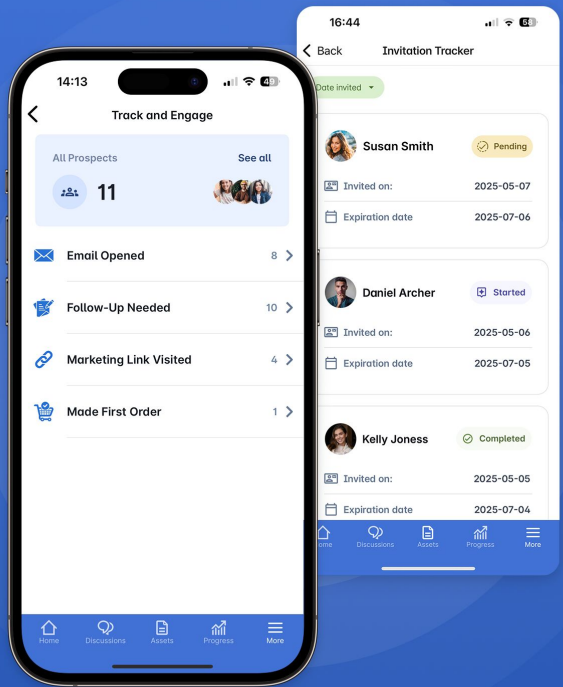**Why It Matters:** let automation do the heavy lifting so your field can focus on growth.

04 Qualification Tracking

New widgets for Levels & Rewards show reps where they stand, what's next, and how to win faster.

372K+ badges earned stronger field retention and growth

Why It Matters: help your field stay motivated and goal-oriented with clear progress tracking.

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What's Ahead for Forward-Thinking Teams

01 Prospect & Contact Management Enhancements

- **Track Enrollment Status:** See where every prospect stands in the funnel, making follow-up more focused and effective.

- **Bulk Import Contacts:** No more manual entry. Easily upload contact lists to jumpstart outreach and scale prospecting.

- **Profile-to-Contact Linking:** Eliminate duplicates, connect data, and keep your CRM clean and actionable.

- **Automated Triggers:** Auto-launch tasks, recognition, and follow-ups when a new contact is added.

⭐ **Why It Matters:**
Reps spend less time managing data and more time building their business.

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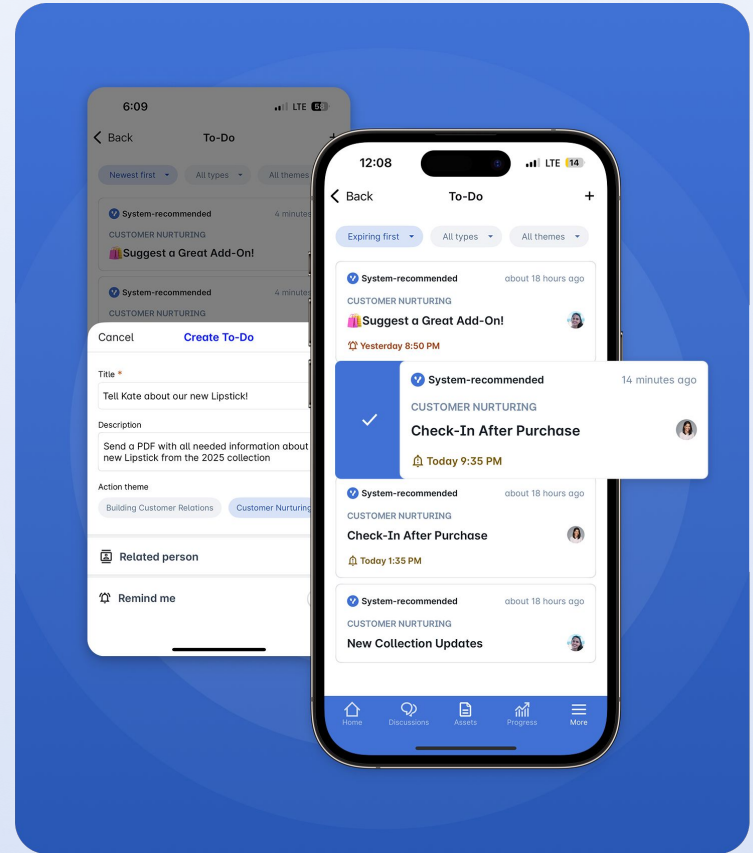Sales inquiries
sales@rallyware.com

Phone
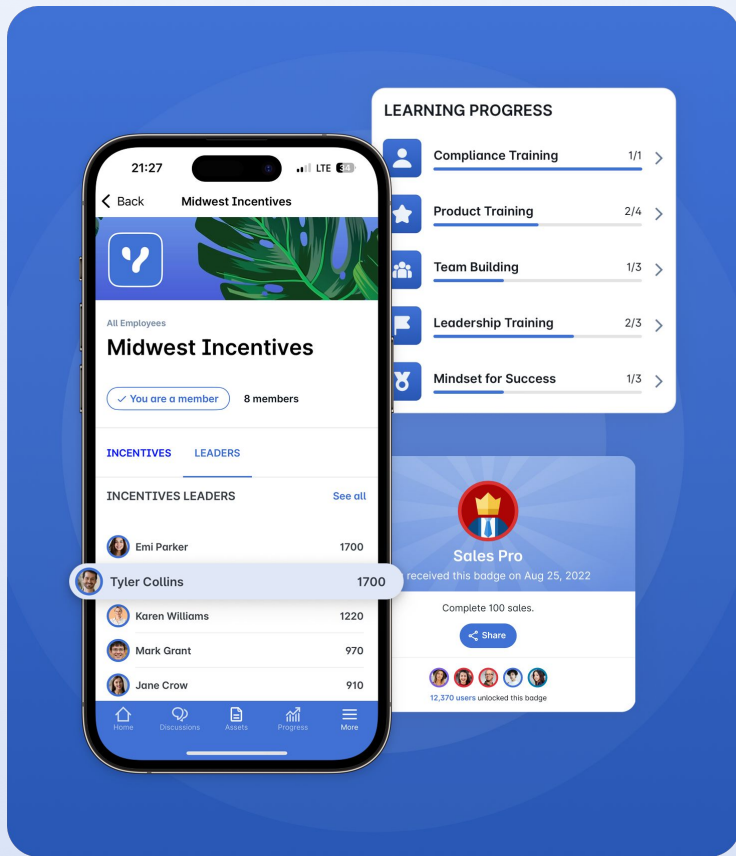(877) 858-8857

What's Ahead for Forward-Thinking Teams

02 Productivity & Action Optimization

- **Manual To-Do Creation & Scheduling:** Empower users to plan, prioritize, and manage workflows on their terms.

- **Swipe Gestures for Task Completion:** Streamline mobile task management with a few quick taps.

- **System-Generated Reminders:** Nudge the right behaviors with no extra work for HQ.

⭐ **Why It Matters:**
Make workflows intuitive, reduce task friction, and keep teams focused on what moves the needle

🚀 **Rallyware**

What's Ahead for Forward-Thinking Teams

03 Learning & Achievement Visibility

- **Learning Progress Widgets:** Give leaders real-time visibility into team engagement and learning gaps.

- **Incentive + Rank Tracking:** Keep reps motivated by clearly showing what success looks like – and how close they are.

◆ **Why It Matters:**
Field leaders and HQ get real-time insights to proactively support and coach teams.

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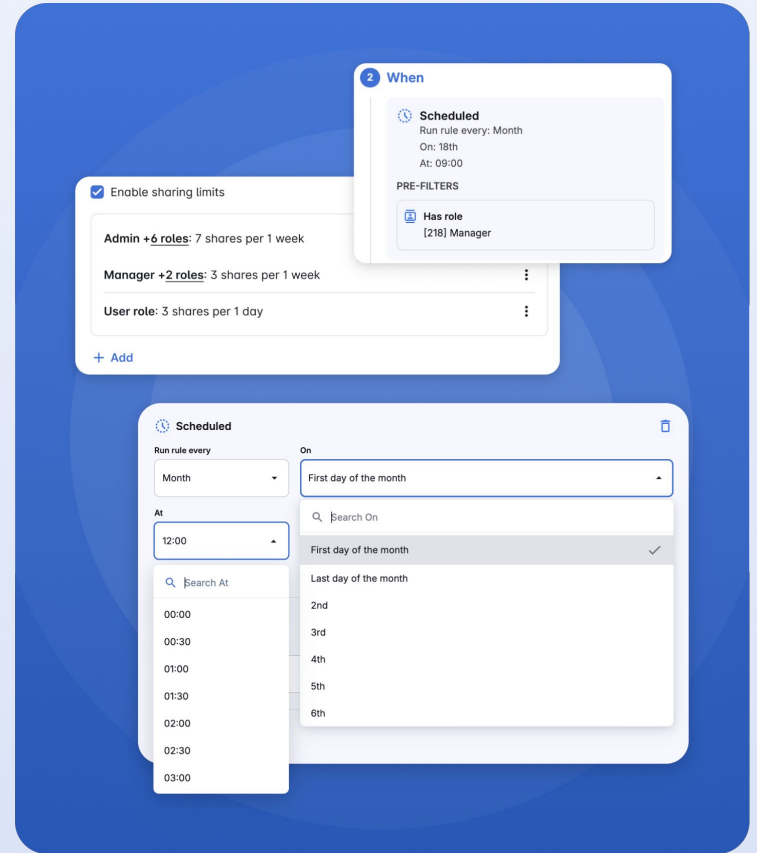sales@rallyware.com

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What's Ahead for Forward-Thinking Teams

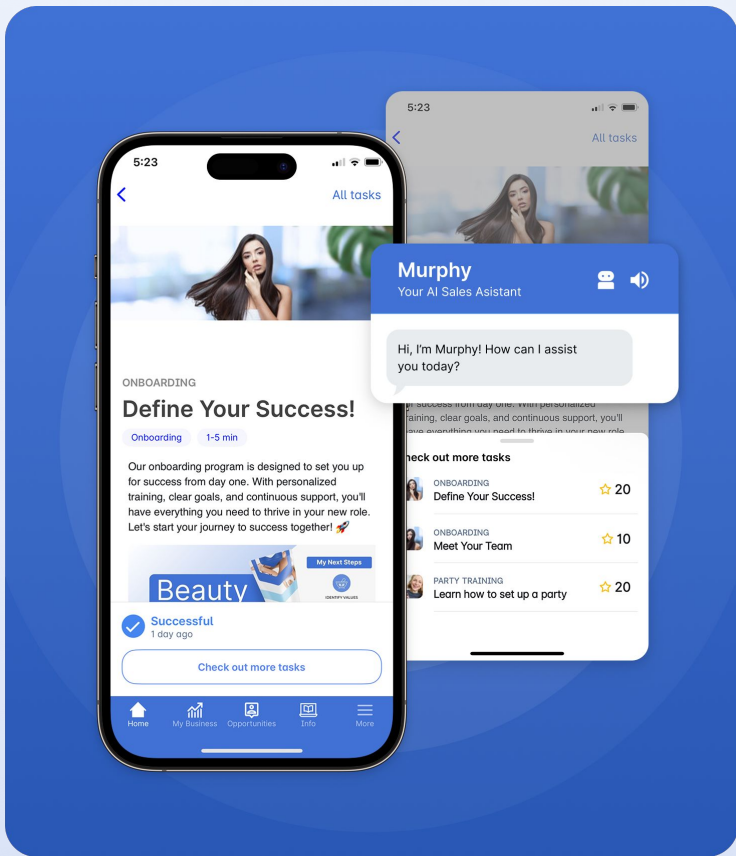# 04 Governance, Compliance & Personalization

- **Date-Based Business Rules:** Automate task delivery based on key moments without needing extra data feeds.

- **Role-Based Content Limits:** Control who shares what, and how often, to protect your brand integrity.

⭐ **Why It Matters:**
Scale smarter while staying compliant and consistent across markets and teams.

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What's Ahead for Forward-Thinking Teams

05 AI-Native Performance Workflows

- **AI Sales Coach:** Personalized, behavior-based performance guidance for every rep.

- **AI-generated CRM/Learning Content:** Auto-create CRM and learning materials, saving your team hours.

- **AI-Powered Communication Agents:** Deliver messages to the field in real-time.

- **Advanced Recommendations Engine:** Guide reps to the next best action with precision.

◆ Why It Matters:
Rallyware becomes your always-on performance engine, so reps always know what to do next to drive real business outcomes.

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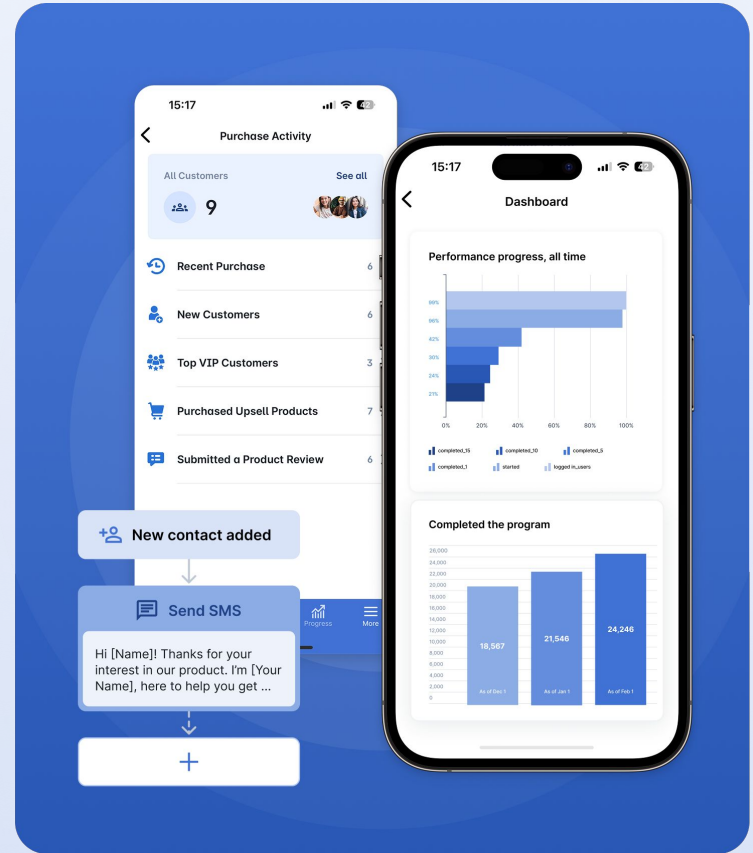
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What's Ahead for Forward-Thinking Teams

06 CRM-Based Marketing & Outreach Tools

- **One-on-One Messaging:** Enable relationship-building directly within the platform.

- **Smart Contact Grouping:** Organize prospects and customers into actionable segments.

- **SMS Campaigns & Automation:** Send personalized promotions and reminders, keeping outreach running, even while you sleep.

- **Analytics & Reporting:** See what's working and continuously optimize.

⭐ **Why It Matters:**
One system to engage, convert, and grow – without needing to bolt on additional tools.

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Why This Matters to You

When you choose Rallyware, you're not just buying software, you're joining a sales enablement movement. Our roadmap is a direct response to the needs of the world's leading brands, built to drive:

- ⚡ **Greater productivity**
- 📊 **Higher sales conversion**
- 👥 **Deeper engagement and retention**
- ☑ **Less manual work for HQ**
- 📈 **Smarter, scalable growth**

Let's Build What's Next—Together

We're here to power your next stage of growth. Let's talk about how Rallyware can future-proof your sales enablement strategy.

Book a demo today

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