

Our reps never see an **out-of-office.**

~~Out of office until Monday~~

~~Please remove me from your list~~

~~Wrong person, try my colleague~~

"Interested. Can we talk Thursday?"

What happens in between →



Mark Sargent

Account Executive, Beanstalk

STEP 1 • SORT

AI puts every reply in **one** bucket.

Interested

Meeting Request

Booked

OOO

Wrong Person

Not Interested

Unsubscribe

Unknown

Only the **green buckets**
ever reach a rep.



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Account Executive, Beanstalk

Phone numbers for interested replies only.

INTERESTED

Mobile number
found before the
alert fires

EVERYONE ELSE

No phone data
bought

The rep can call within minutes.
No paying for numbers on a "no."



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Account Executive, Beanstalk

Everything a rep needs in one Slack message.

sdr-positive-replies

New interested reply

"Interested. Can we talk Thursday?"

Name • Company

Email

Mobile

LinkedIn

Reply

Open in HubSpot

No inbox to refresh.
The rep reads it, then calls.



Every reply lands in HubSpot with a **lead ID**.

- 1 Webhook creates or updates the contact
- 2 Unique lead ID ties it to the exact sequence
- 3 The reply is logged on the record

Leadership can tie revenue back to **the sequence that produced it.**



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Account Executive, Beanstalk

60 DAYS ON THIS ACCOUNT

29,954

replies in 60 days

2,244

reached a rep

How long does a positive
reply sit before your reps
see it?

Drop your honest number below.



Mark Sargent
Account Executive, Beanstalk

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