



10 reasons
why your agency should start
using the
Agency Management System
no matter how big or small your
company is.

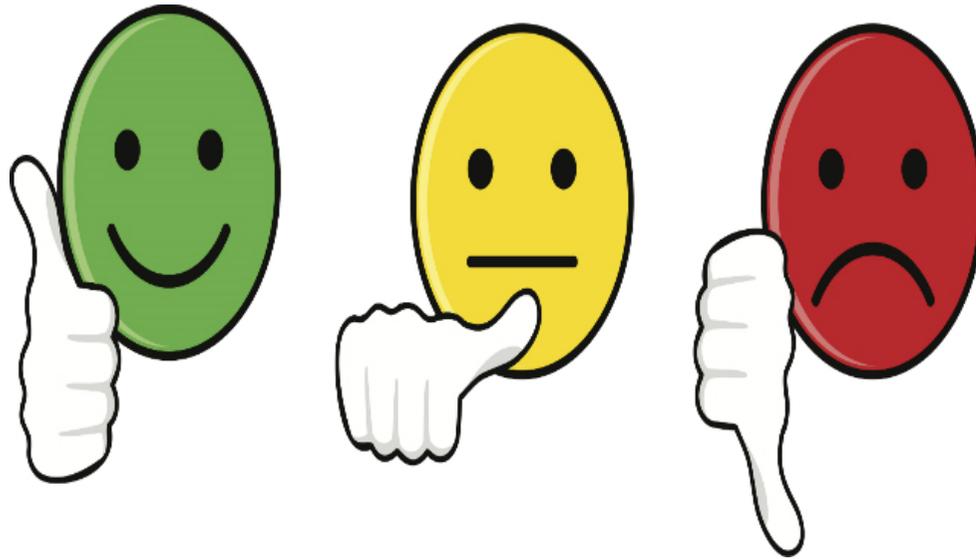


1. Be organized

You may think that you can manage your business using email, excel, Google drive and calendar systems but you'll miss the big picture. Organizing all your vital information into one system gives you that big picture. A management system integrates your prospective student data, your enrolled student data, the follow up option, mail integration, tasks and calendars and so much more

Access your information from anywhere in the world and from any internet-accessible device.

You'll learn things about your business you never knew before. By being organized and storing things in a central location you'll bring all the pieces together.



2. Rating and Follow up is important

Do you know which students are waiting for you to get a callback today, the next day, etc. ?
If you knew exactly which prospective students were not interested, who were slightly and who were extremely interested in your services, wouldn't that help your business and result in more enrollments?

It certainly would!

AMS at its most basic level gives you those alerts instantly.

Every time you make a call, send an email, or contact that prospective student or enrolled students you can update your AMS with their current status.
Because nobody's memory's is perfect you will be able to review and see exactly where each prospective student is in the sales process.

No more wondering, and no more following up on **cold** inquiries instead concentrate on the **warm** and the **hot** ones.



3. Never lose your data

If you use notepads, memo books, calendars, and other systems to track your data then the chances are high that you are going to lose it at some point.

if you store everything on your laptop? They can be stolen or crash!



4. Track your tasks, events and alerts

Calendars are important, much more important than emails with dates in them. You will never be able to keep track of every task you need to do, every event you need to attend and most importantly every **sensitive alert** you need to be aware all the time without a good system.

AMS will help you not only keep track of every task and every event but also relate them to your specified students.

5. You must have metrics



Do you know how many successful follow ups you have had in the past week, month, or year?

Can you instantly see your conversion ratio or explain the best method you reach your customers with absolute certainty, your gross and net earnings branch by branch, counselors by counselor, week by week, month by month, year by year or for any specific dates.

How many notes, quotations, inquiries or enrollments have been created by your company, by your counselors between any chosen dates. How many students you have missed to call, how many of your students have got their visa, refused visa between any specific dates. And many more metrics that are critical to your business growth and success.

You may deceive yourself into thinking that you can figure out things with common sense or with some Excel spreadsheet formula. But, is that what you want to spend your time doing?

Don't forget your time is more valuable than that, and the chances are high you'll make a mistake in your calculations anyway.

AMS will give you instant metrics (alerts, statistics, reports) on dozens of aspects of your business, and you don't have to do anything except entering your data into AMS properly and then unbiased reports are guaranteed.



6. We must learn from past experience to ensure an improved future

There are times you would want to look back and see everything on a particular student profile, the notes and history section will give you all the communications between your counselors and students.

AMS will help keep all those conversations in one place and make it easy for you to quickly look back in time and see how things have progressed.

Don't be puzzled as why a particular customer is upset or happy, see for yourself the progression of a client and their communication as well as your company's notes and responses. You'll be able to save more customers from leaving your company unhappily, you would have otherwise missed.



7. Predict your future

Who wouldn't want to know the future. If only there was a way to know what to expect.

AMS can certainly help you with that. Of course no system can predict the future with 100% accuracy, but a good Management System should give you a reasonable expectation of the future based on past performances and past events.

If you store your history correctly in AMS and then AMS can help you have good idea of what is to come.

You can see your pipeline of your prospective deals and have a pretty accurate feel for how much business you can expect to see in the months to come.



8. Competition helps business

It is never fun to feel like you're competing with yourself alone. It's good to have communication between your salespeople and compare notes on things.

AMS can help create positive competition between your team. You can design friendly inter-office competitions to see who can close the most deals, sell the most dollars, or carry on the most conversations. As competitions grow so does your business. And everyone wins when that happens.



9. Centralized Memory



Haven't we all spent many years convinced that our mailbox was the perfect solution, we could filter, we could search, and we could read past emails, what more could we want.

But then, we started to realize something. We have to sync our emails on all our devices and store all our past email on all of them. This may seem to be just fine at first but then inboxes were quickly growing in size and storage space is becoming unmanageable.

Finding sent mail is also a problem and makes things difficult in tracking what has been said to various students. You'll never remember to CC or BCC the team on every email sent. Then we suddenly realize email is not a good solution after all.

Your team may be decentralized completely and communications will quickly get lost, and your clients suffer. A good management system puts all the relevant client information in one central location that is easy to update and easy to see when other's update. All communication can be kept in one spot, nothing gets lost and you can now see and share with the rest of your team.



10. Nobody's memory is perfect!

You may think you've got a perfect memory, But it doesn't always work as expected. Sure, you might be able to keep up with 20, or 50 or even 100 prospective or enrolled students in your head, however there comes a point when you just can't track them all and their related tasks, events and alerts. If you can only manage 50 clients successfully in your memory then you have stopped your business from growing any larger.

With AMS you can store and manage hundreds, thousands of students and let the technology handle the task of memory and recall.

Take advantage of technology and use it for your business success. Then your business growth is never limited by the brain that can't sometimes remember what you have eaten last night.



“Work Smarter
Not
Harder”

ams4you.com