



# **5 REASONS**

## **YOU NEED JOIN.ME WITH SKYPE FOR BUSINESS**



Your Skype for Business account is fine if you want to collaborate with coworkers. But can you say the same about your customer meetings? Joining a join.me session is so much easier for your customers. And we all know customer experience is paramount.

In this ebook you'll learn how join.me helps you:

- Easily connect with customers
- Host instant meetings
- Present a flawless demo
- Add a personal touch
- Access unlimited audio

Equip your teams with a meeting tool that makes it easy to schedule, join, and host meetings from anywhere with anyone. Your customer's experience should be even better than your coworker's.

# IF YOUR CUSTOMER DOESN'T HAVE SKYPE FOR BUSINESS...

1



1

Then sharing a demonstration or presentation with a customer over screenshare is cumbersome, as Skype for Business has limitations to participants who do not have a Skype for Business account.

Explaining that takes away valuable meeting time when you have a customer on the line. Our customers who use both applications find it easy to share join.me meeting details for simple, instant screen-sharing during customer calls and meetings.

**Did you know:** By default, Skype for Business requires an admin to enable the ability for attendees outside a company domain to join a Skype for Business meeting.

**Fact:** Our customers save an average of 22% of meeting time by using join.me, and we all know that time is money.



# SCREEN SHARING EXCELLENCE

2



## 2

**Fact: 83%  
of our users  
agreed  
join.me  
increased  
meeting  
efficiency.**

When there's money on the line, you don't want something to go wrong. Arm yourself with best-in-class screen-sharing to close deals faster. join.me was built from the beginning to prioritize and excel at screensharing speed and quality.

In fact, join.me is so devoted to screen sharing quality that we've built in-product prioritization to ensure that even if you have less bandwidth, quality is not diminished.

Schedule straight from Outlook through our out-of-the-box integration so join.me meeting details populate instantly in your calendar invitations, making it so simple for customers to join your calls and view your demos or presentations.

**Did you know?** You must upgrade to E3 or E5 versions of Skype for Business to enable the same features, with less personalization.

---

*"[Competitors] didn't have a solid screen-sharing tool that met all of our use cases... the head of sales wanted a robust tool that large groups could use to connect at the same time, with audio and screen sharing."*

- Nicholas Gardner. Senior Director, The Weather Company

# YOUR PROFESSIONAL BRANDING TOOL

3



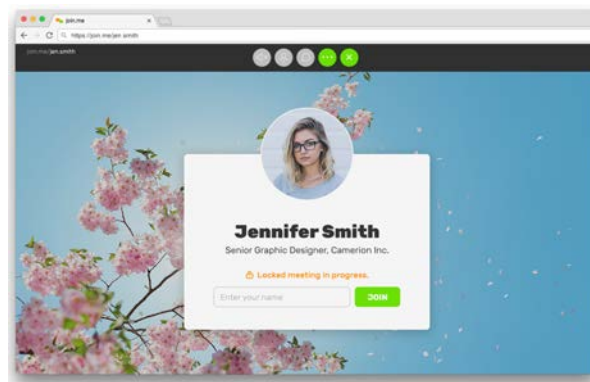
# 3

First impressions count. Use join.me as an additional way to keep your professional image and corporate brand top of mind, with a more personal feel than Skype and backed by the technology and features needed to ensure your client interactions are simple and professional. We have millions of join.me users leveraging join.me as an extension of their brand.

Customize your meeting background, host identity and personal URL for a professional, branded meeting experience that will make customers remember your name.

*"We should have made the investment early on. Instead, we learned some hard lessons trying to use some other platforms first. Since deciding to change, everyone has been embracing join.me fully, and is pretty psyched about it."*

- Dustin Ruoff, Director of Infrastructure and Support, GYK Antler





# MAKE YOUR MEETINGS INSTANT

4



# 4

Make sure that **what** you're showing your client is not hindered by **how** you are showing it.

join.me is designed with the customer in mind. With join.me, meetings are **instant**. Just share your personal link, and the meeting is started. No more valuable customer time is wasted with Skype's sign in step or administrative set up to enable employees to use Skype for Business externally. What's more, vendors' and customers' contact information remain organized as opposed to being mixed in with your coworkers and team contact list.

---

*"The ease of use is really important – someone can just go in, sign in, and get a customer looking at their screen in no time."*

– Ranjit Pookkottil, Director of Information Technology, BTS

*"Using join.me for our teams has increased our overall sales efficiency... just being able to share out our screens 'on-the-fly' with prospective clients has been a huge game changer."*

– Caitlin Tittl, Sales Manager, Meltwater

# FREE AND UNLIMITED CONFERENCE LINE

5



# 5

join.me's unlimited audio conferencing is used by millions of customers as an easy and organized way to host audio-based meetings on VoIP and PSTN. Don't sacrifice a quality meeting due to Skype's conferencing limitations or be surprised by unexpected audio costs.

When you have a call scheduled with vendors or customers, provide a devoted conference line to avoid poor VoIP connections and the classic "who's calling who" scenario. Don't make customers jump through hoops to join you.

Plus, with join.me's Outlook integration, conference details are automatically added to scheduled meetings so everyone knows how to join. They even pop up on a home screen mobile notification for easy access and zero confusion.

