

5 Reasons You'll Love Forecast by Salesloft

Salesloft.

If forecasting is a constant frustration that doesn't help you meet your goals, then your forecasting process is broken. The top sellers and leaders are using their forecast to drive business growth and get ahead. See how Forecast gives you a plan of action so you can love forecasting.



1. Close more deals with true pipeline visibility.

Seeing deal details in real-time allows you to spot risks earlier and eliminate hours on deal interrogations because everyone can see what's happening with a deal. Salesloft's comprehensive platform gives you true pipeline visibility with real-time access to all interactions between buyers and sellers to see a deal's progression. The forecasting dashboard rolls up information and calls out what's new or has changed.



2. Gain confidence when you triangulate data to make the call.

Stop submitting a forecast you don't believe in. Start gaining insight with Salesloft's revolutionary AI Forecast that analyzes dozens of factors across hundreds of deals in the platform. Combine the AI Forecast with your weighted pipeline and your revenue team's forecast to triangulate a number you're confident you can deliver.



3. Drive better results when you take action right from Forecast.

With forecasting included in a sales engagement platform, revenue teams can drive momentum across open deals by connecting the forecast to action. Forecast is built with data-rich workflows so you can review recorded calls, update deal stage, or directly contact a buyer. This helps you to make faster decisions about which deals to include in your call while also triaging and prioritizing risky deals.



4. Grow your business faster with a customizable platform.

Familiarity is one of the main reasons revenue teams use spreadsheets for forecasting, but it is preventing the team from scaling as the business grows. With Forecast, you can customize categories and stages to match your organization's forecasting process. You can name and reorder metrics to align with your sales qualification framework, so sales leaders have a "checklist" to pressure-test deals. All of these customizations (and more) are available for users to complete on their own.



5. Surface more insights with a simplified tech stack.

There's little hope of gaining meaningful insights when your team is bouncing from one sales platform to another. With all activity in one platform, you'll be able to identify risks early and understand which sellers may be sandbagging and which have "happy ears." With [Salesloft's Modern Revenue Workspace™](#), revenue teams can prospect, coach, manage opportunities, and forecast – all from the same platform.

Are you ready to fix a broken forecasting process and regain valuable selling time?

[Find out](#) how Forecast can help.