

Print out and check off the capabilities of each CRM vendor you consider.

Read full article here: <http://www.salesnexus.com/article/4-keys-to-selecting-a-small-business-crm/>

Document Automation	SalesNexus	Option 2	Option 3	Option 4
Attach and share documents	✓			
Contact Notes and History	✓			
Schedule and Manage Tasks, Call Reminders	✓			
Process Automation				
Upload and Share Contacts	✓			
Share Calendars and Delegate Tasks	✓			
Manage Sales Opportunities	✓			
Sales Pipeline and Sales Activity	✓			
Email Marketing				
Email Archival Automated	✓			
Letter Mail Merge and Mailing Labels	✓			
Email Blast with Mail Merge – Unlimited	✓			
Opt-in / Opt-out Management Built In	✓			
Track Email Opens and Clicks	✓			
Web Lead Capture – Automated	✓			
Campaign Automation – Emails, Letters and Calls	✓			
Marketing Analytics	✓			
Customization & Support				
Security Groups to Manage Who Sees What	✓			
Customize Fields, Screens and Reports	✓			
Initial Import Included	✓			
Same Day Support – Phone, Email, Chat	✓			
Weekly Live Training Sessions	✓			
Money and Data Back Guarantee	✓			