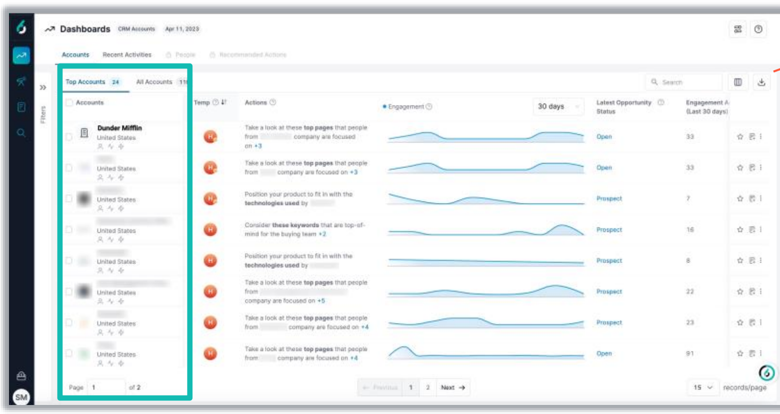
6sense SI Team & Growth Dashboards Tip Sheet for AEs & BDRs

1 Hit the ground running each day with Hot Accounts

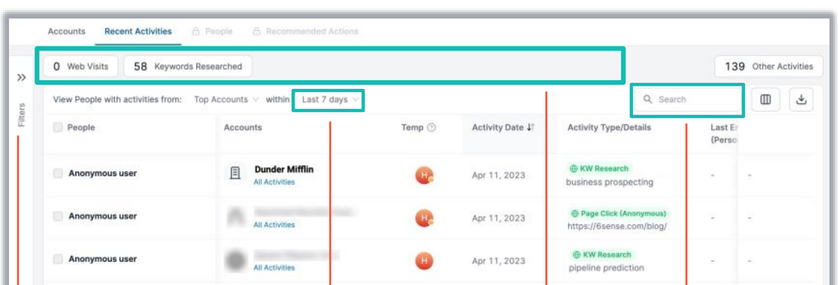
Top Accounts Tab

Prioritize reaching out to New Hot Accounts



2 Surface intent activities across all your accounts

Recent Activities Tab*



Filter by engagement activity type, temperature, etc.

Adjust date range

Drill into different activities

Search for specific activities

Use the Recent Activities Tab when you want to focus on…

- Hot Accounts researching your competitors
  Search for keyword + apply these Report Filters: Hot (New) and Hot
- Hot Accounts visiting high-value web pages
  Search for the URL + apply these Report Filters: Hot (New) and Hot

Learn More

- Hot Accounts are **updated daily**

View Full Report

See account location, number of engagement activities, and more

Learn More

Combine filters and search to find accounts interesting to you

Pro Tips

- See a web page visit to your demo page? Prioritize these inbounds for **quick wins!**
- **Search** to see if accounts are researching your competitors

* Requires Growth Subscription

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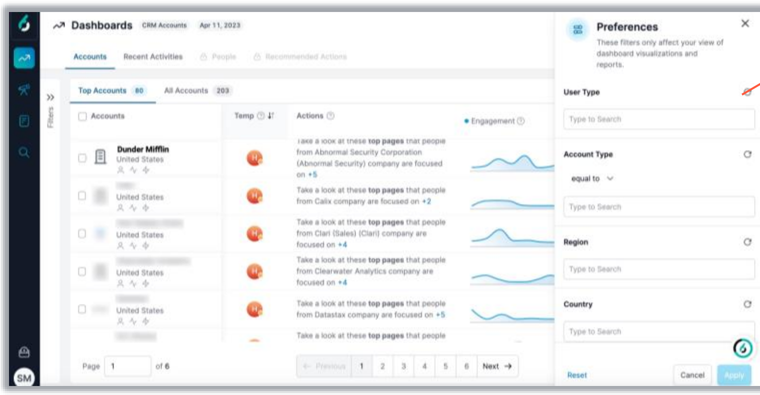
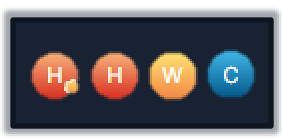
A Not Seeing Your Accounts?

Click the Preferences Icon at the top right and **filter on your name**



Selected filters remain in place across the dashboard
Your CRM roles filter automatically to show your accounts

B Curious About Temperatures?



The 6sense Account Temperature is based on the account's recent web visits, research activity*, and relevance to firmographic, technographic, and psychographic data configured by your organization.

Temperatures are: Hot (New), Hot, Warm, and Cold.

Focus on accounts that are **Hot (New)** and **Hot** first!

Learn More

User Type: Select **BDR** or **Owner ID** (your org may differ)

If account is owned by AE, select **AE** and type **AE's name** instead

Pro Tips

Filter by **User Type**, **Account**, **Location**, and **Other** fields

Search by **Account Type** to easily filter by "customer" or "prospect"

Sales managers can filter by **multiple team members** at once or even see **unassigned accounts** (enter your name)

* Requires Growth Subscription