



D2MS

Monthly Company Newsletter



D2MS April Updates

By Jade Watson

As we step into May, I want to extend my heartfelt appreciation to each and every one of you for your unwavering dedication and hard work throughout March and April. Your commitment and resilience have been the driving force behind our continued success.

Behind the scenes, our teams have been diligently working on several projects that promise to bring even more excitement for our company. While I can't reveal all the details just yet, I'm thrilled to share that some exciting announcements are on the horizon. Stay tuned, as we're eager to unveil these developments in the near future.

I'm also delighted to share that our company is experiencing remarkable growth, with yet another campaign joining our esteemed roster at D2MS. This expansion not only underscores our commitment to excellence but also reflects the trust and confidence our clients place in us. Turn the page for an exclusive sneak peek into our newest campaign and more updates on the remarkable journey we're embarking on together.

Here's to a month filled with continued achievements and exciting prospects!

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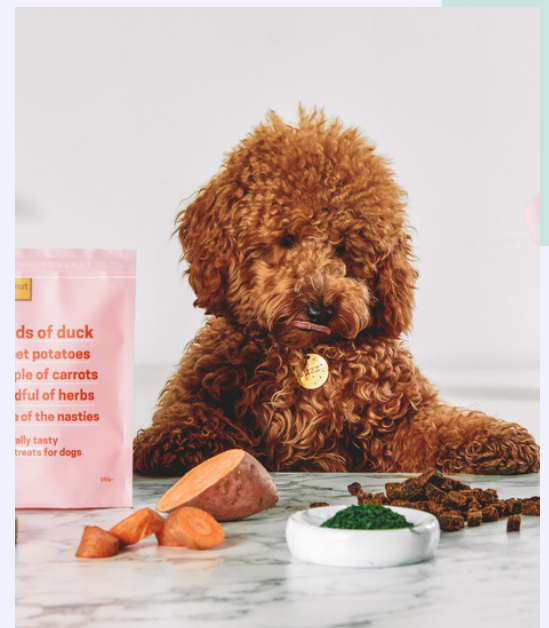
HAPPY BIRTHDAY

Let's celebrate the birthdays of our D2MS staff below. Happy Birthday for March and April to Anthony, Braden, Bradley, Chris, Hanan, Jade, Luke, Melissa, Omrana, Pippa, Sam, Sarah C, Sarah S, Syed, Adedapo, Ashley, Bibi, Boris, Brandon, Calina, Callum, Dominic, Don, Dylan, Fiyi, Sahil, Abdel, Denzel, Irma, Michael, Tony and Paul

Introducing Butternut Box

Your Pooch's Passport to Premium Nutrition!

At D2MS, we're thrilled to kickstart our latest sales campaign with Butternut Box, a revolutionary dog food subscription service dedicated to providing your furry friends with the highest quality nutrition and the tastiest meals they deserve. This week marks the beginning of an exciting journey, and our team has already hit the ground running, ready to bring the Butternut Box magic to every pet owner's doorstep!



Welcome to the Team!

We would love to give a warm welcome to all that joined D2MS in March & April.

Welcome to Leo and Rachel on the Butternut Box Team

Welcome to Abigail, Aymn, Adedapo, Alexandru, Boris, Caitlin, Caoelain, Carl, Connor, Jake, Joseph, Kevin, Khadijah, Mahir, Rhys, Ryan, Shaun and Warris to the HelloFresh UK Team

Welcome to Anthony, Callum, Fiyi, Jon, Martine, Mohammed, Natalie, Noor, Syed, Tendai and Thomas on the HelloFresh Canada Campaign.

Welcome to Dee, Joshua, Matthew and Max to the Green Chef Campaign.

Welcome to Ahmed, Damien, Hayden, Jayden, Keith, Kieran, Paul, Ryan and Walker to the HelloFresh & YuFoodz Campaigns.

Retrospect: HelloFresh Performance

HelloFresh UK

Total sales for the month - 3438

Target for the month - 4180

% to target - 82.24%

Shout out to Karen with 214 sales and Sue Thomas with 182 sales in April on Team Sarah.

We'd also like to shoutout to Roger on Team Kai not only for his sales contributions (including 46 sales last week) but also being a positive and helpful voice consistently in the team chat.

HelloFresh AU

Total sales for the month - 1591

Target for the month - 1600

% to target - 99.44%

They hit their daily personal best of 115 sales in a day as well as a personal best of 489 sales in a week!

Shout out to Ben, Henri, Rosalino, Luke, Michael, Samuel, Tim and Walker who each achieved 10+ sales in a day!

HelloFresh CA

Total sales for the month - 936

Target for the month - 1525

% to target - 61.38%



Karen has been top notch, not only on the calls, but in the team chat too. Always helping out with any issues and being the biggest cheerleader of them all. We also want to highlight Jon Cummings, Jon came in and took to the campaign like a duck to water and really put his own touch on his calls. To the point we are now using his calls as examples when coaching other agents. Keep at it guys!

HelloFresh UK Company Benefit

Don't forget D2MS have a deal with HelloFresh UK, our UK employees can benefit from 25% ongoing discount on a personal HelloFresh account. You can grab your discount code by email, please reach out to myself Jade at jade@d2ms.co.uk



Retrospect: Green Chef Performance

Total sales for the month - 817

Target for the month - 850

% to target - 96.12%

Shout out goes to Sam Bailey for achieving a new weekly best of 39 and consistently exceeding targets.

Personal bests were achieved last month! New weekly best of 259 sales - legends!

Retrospect: Tails.com Performance

Total sales for the month - 2616

Target for the month - 2145

% to target - 121.96%

Congrats to Omrana for her healthy 65 sales in a week! Additionally well done to the Team on this campaign for managing to hit a 1.17sph in April! Lots of wagging tails during those calls I'm sure!



Retrospect: YouFoodz

Total sales for the month - 752

Target for the month - 600

% to target - 125.33%

YouFoodz in their first 2 months going live hit a personal best of 70 sales in a day and 242 sales in a week! Great start to the campaign with their sales champions Gemma with 12 in a day and JJ with 10 - inspirational!

Milestones!

Welcome to the Year Club Chris Hughes, Clementine, Jack George, Leo, Namaan and Kieran!

We also have Karen Stringer who joins the 2 Year Club!

Employee of the Month



UK - Omrana Mahmood

Omrana has gone from strength to strength throughout her time with D2MS. She consistently smashes her targets and even set the new best weekly record at 65 sales! Omrana goes above and beyond to help team mates whether that is through her never ending knowledge of anything tails related or giving shoutouts and support! We want to wish her all the very best on her new adventure over on Butternut box, we know you will smash this also! Thank you for all your hard work! - Steph Nolan

Aus - Ben Lynch

Ben has proven to be an incredible asset to the team in Aus in his five short months with us. Not only is he a consistent performer week in and week out, but he brings a positive attitude to anything that's put in front of him. Recently Ben stepped up on a day when both the TM and the SSA were away, and with what can only be described as a challenging day, he smashed it in. We've been so impressed with Ben that we welcome him as the second SSA to help support Milana with the ever growing (30 at last count!) team for HFAU. Thank you for everything you have already brought, and we're super excited for what's yet to come. - Rikki



Why did the telesales employee bring a ladder to work?

Well, you see, they'd been hearing rumours that the sales targets were reaching new heights, soaring like never before. So, armed with determination and a trusty ladder, they decided to take matters into their own hands—literally! With each call, they'd climb one rung higher, inching their way closer to those elusive goals. And while some might say they were just reaching for the stars, others knew better—they were reaching for commission! So, next time you see a telesales employee with a ladder in hand, just remember: they're not just aiming high, they're climbing high!



The Positivity Pill: Boosting Telesales Success

In the high-energy world of telesales, positivity isn't just a nice-to-have—it's a game-changer. Let's dive into how embracing positivity can supercharge your telesales team and elevate your business to new heights.

1. Confidence Amid Challenges

Positivity is like armour in telesales. It fuels confidence, helping salespeople bounce back from rejections and stay focused on solutions. With a positive mindset, setbacks become stepping stones to success.

2. Building Trust, One Call at a Time

In telesales, relationships matter. Positivity creates an instant connection with prospects, making every call warmer and more engaging. It's the secret sauce for building trust and turning leads into loyal customers.

3. Teamwork Makes the Dream Work

Positivity isn't just about individuals—it's about the whole team. In a positive environment, colleagues support each other, celebrate wins, and tackle challenges together. Collaboration flourishes, driving everyone towards common goals.

4. Innovation Thrives in Positivity

Telesales is all about staying ahead of the curve. Positivity fuels creativity and adaptability, empowering teams to try new approaches and pivot when needed. It's the fuel for innovation in a fast-paced industry.

5. Putting Customers First

At the end of the day, it's all about the customer. Positivity transforms routine sales calls into memorable experiences, leaving customers feeling valued and heard. By prioritizing positivity, you're not just making sales—you're building relationships that last.

In summary, positivity isn't just a buzzword—it's the key to unlocking success in telesales. By infusing your team and your business with positivity, you'll cultivate confidence, build trust, foster collaboration, drive innovation, and, most importantly, delight your customers. So go ahead, take your daily dose of positivity, and watch your telesales soar to new heights!

