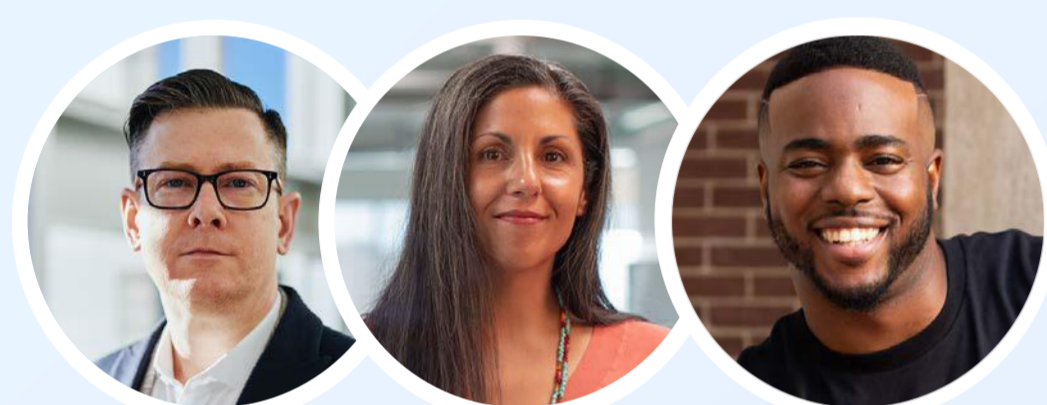


# Excellent Conversations Collect More Payments

Balto shows reps how to collect more and stay compliant, while scoring calls in real-time. Boost your average payments collected by 50% in just 45 days.



**4.7 stars** on G2 from  
80+ Reviews

## Break Collection Records in Just 45 Days



**>95%**

Compliance Scores



**75%**

Faster Ramp Time



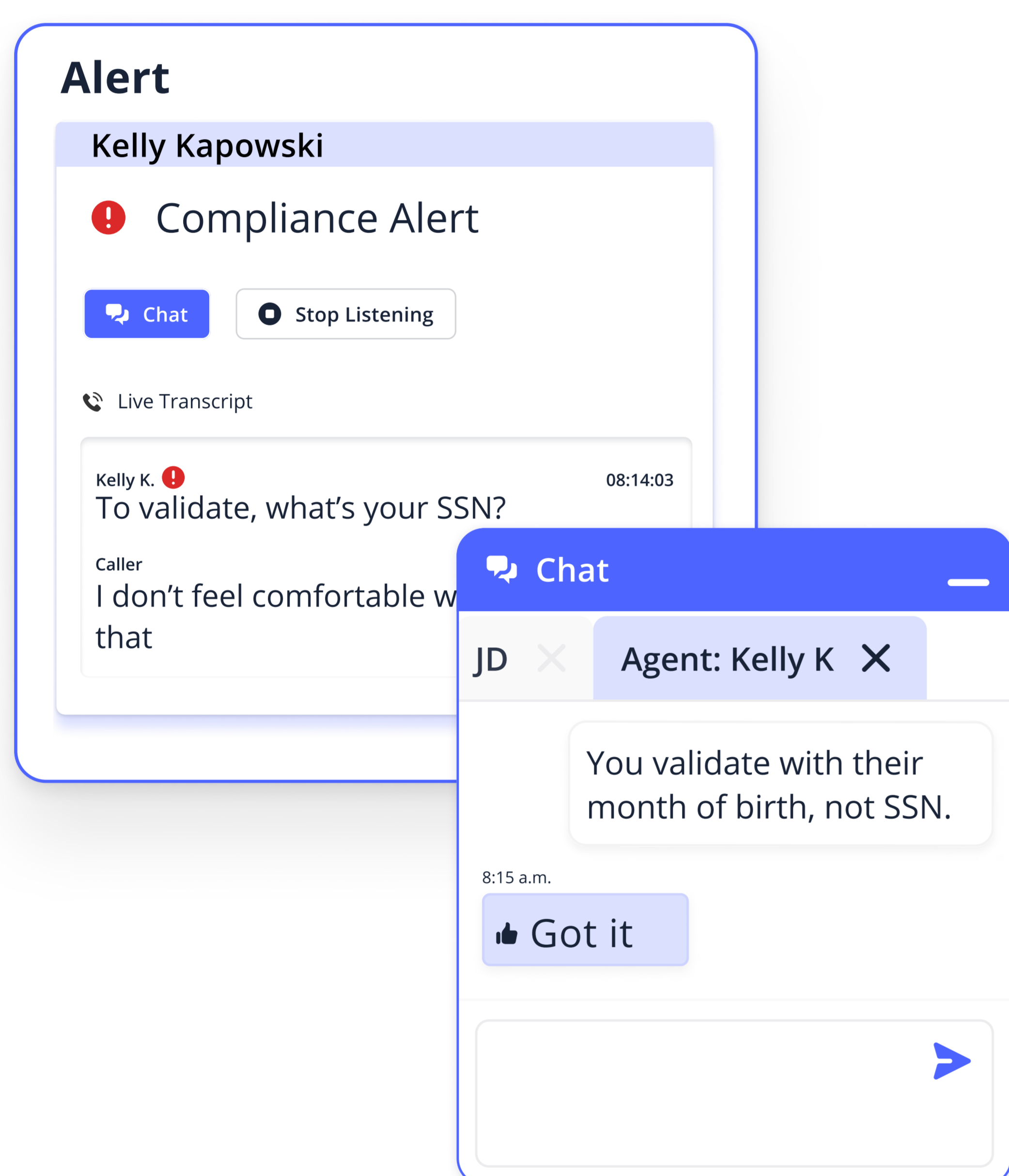
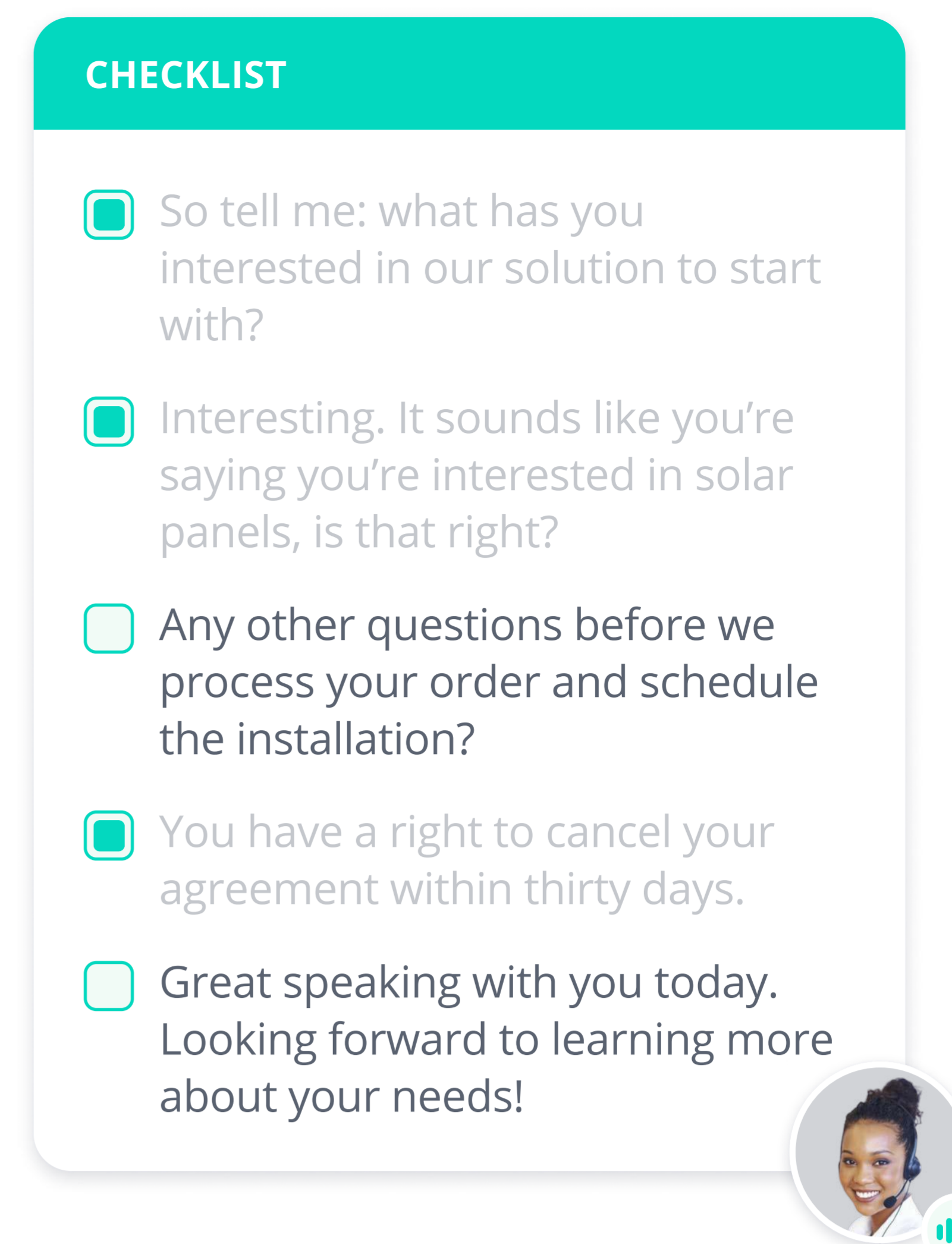
**75%**

Increase in Average  
Payments Collected

# Give Every Rep the Words That Collect More

Guide agents to have better conversations with consumers and help them collect more.

- Balto's Checklist helps agents get their call flow right every single time
- Dynamic Prompts show agents how to handle every concern and work towards the best payments in real-time



# Save Calls Before They End in Lawsuits

Give every agent the tools they need to stay compliant on every call, no matter what.

- Balto's Smart Checklist enforces required statements word-for-word
- Notifications alert reps for non-compliant behavior so they can adjust course immediately
- Alerts notify managers for compliance issues, allowing instant intervention

# Leverage Your Data for Better Collections

Know what phrases are working and which ones aren't. Then scale them to your entire team.

- Balto's Win Rate Analysis compares the effectiveness of phrases and shows agents the ones that collect the most
- Dashboards show you what's winning calls so you can scale it to all reps instantly

A screenshot of a 'Win Rate Analysis' dashboard. It has a blue header with the title 'Win Rate Analysis' and a download icon. Below the header is a table with two columns: 'Count' and 'Win Rate'. The table is divided into two sections: 'Budget' and 'Gatekeeper'. Each section contains two rows of data.

|   | Count | Win Rate |
|---|-------|----------|
| <b>Budget</b>   |       |          |
| When is your budgetting period?                         | 120   | 32%      |
| Who manages the budget?                                 | 132   | 19%      |
| <b>Gatekeeper</b>                                       |       |          |
| What times of day is your manager most often available? | 91    | 43%      |
| What's the best email to reach your manager?            | 86    | 30%      |
| Do you have your manager's direct number on hand?       | 95    | 10%      |