

# **BENEFITS**OF RUNNING A **WEBINAR**



#### Webinars with Annex are completely turn-key

From marketing materials to execution, Annex will manage the entire process. Use this tried-and-true lead generation tool to connect with prospective clients and increase sales.

### Speed up the sales process

Webinars take all of the initial funnel-steps and merge them together; they let you build trust, deliver value, and kill objections in a small period of time.

# **Post Webinar Utility**

Webinars give you the opportunity to continue reaching your target audience long after the broadcast is over. eBlast the on-demand version to our captive targeted audiences and host a copy on your site for additional impressions and thought leadership exposure.

# Interaction with your target group

The more interactive your webinar is, the greater the impact your message will have.

# **Engaged Audience**

During the live Webinars, experts can further engage the audience through the use of video and interactive options such as Q&A sessions and audience polls.

Between 20% and 40% of those who attend a webinar become qualified leads.

Annex Average registrants 24% increased from 2016 to 2017



\*SOURCE: .readvtalk.com

#### **Time Sensitive**

Unlike in-person seminars, which can be resource-heavy, Webinars are better positioned to deliver relevant, timely information to the audience.

#### Convenient and affordable

Webinars save time and money on travel which makes it easier and cheaper for your target group to be engaged by your message.