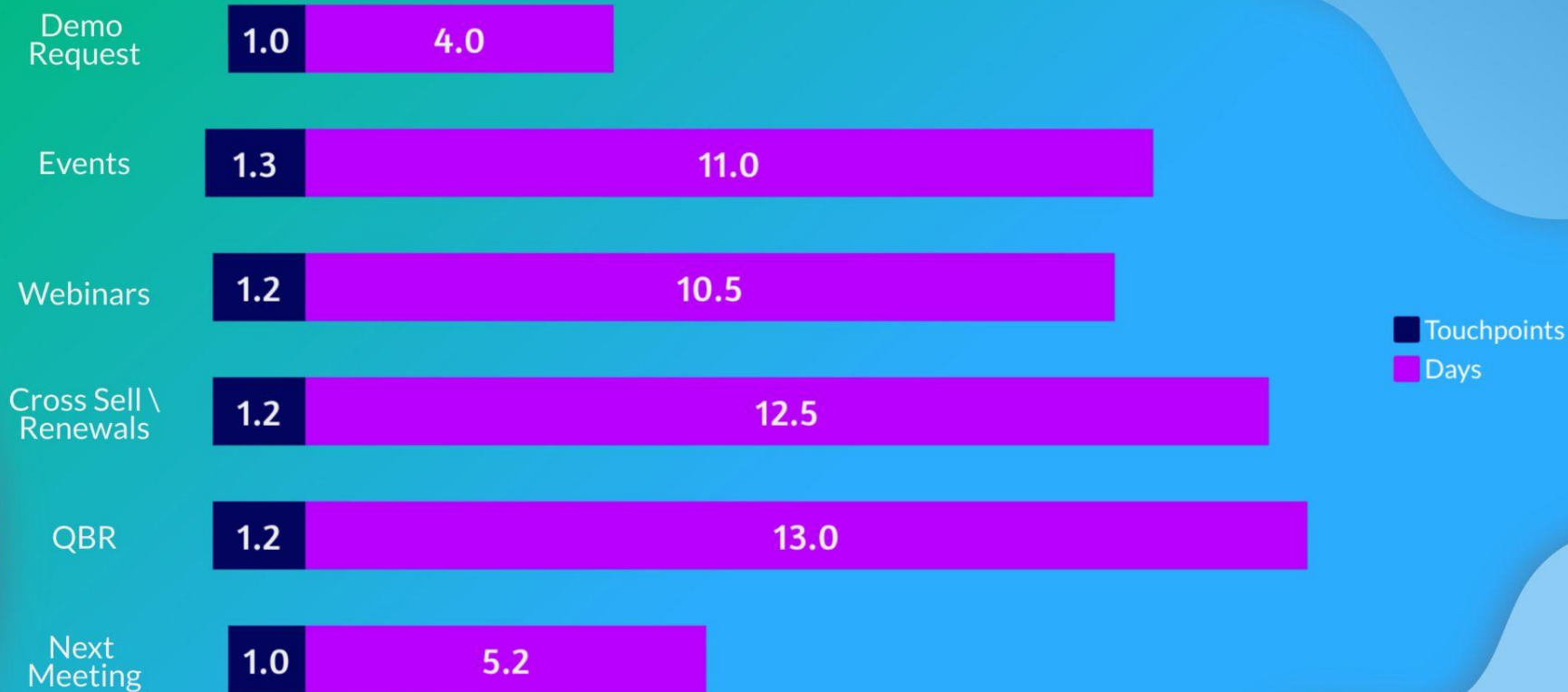


Touchpoints and Days to Get Accepted Meeting by Lead Source

(data includes high and low intent leads)

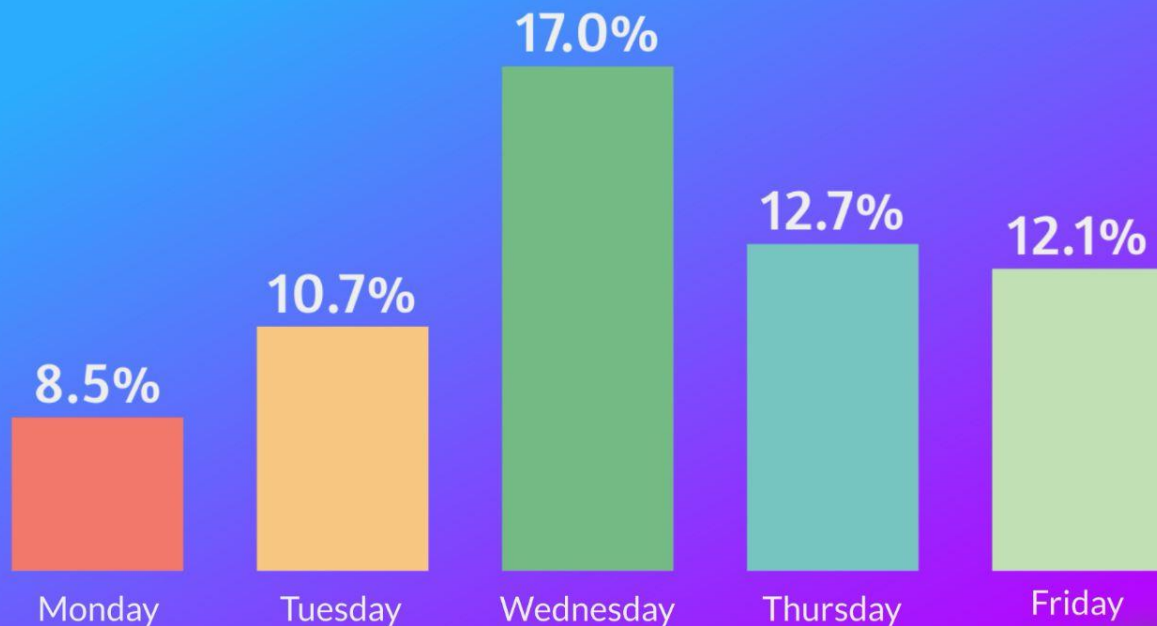


N = 278K meeting requests

Which day should you send your meeting request email?

Meeting Acceptance Rate by day the request is emailed

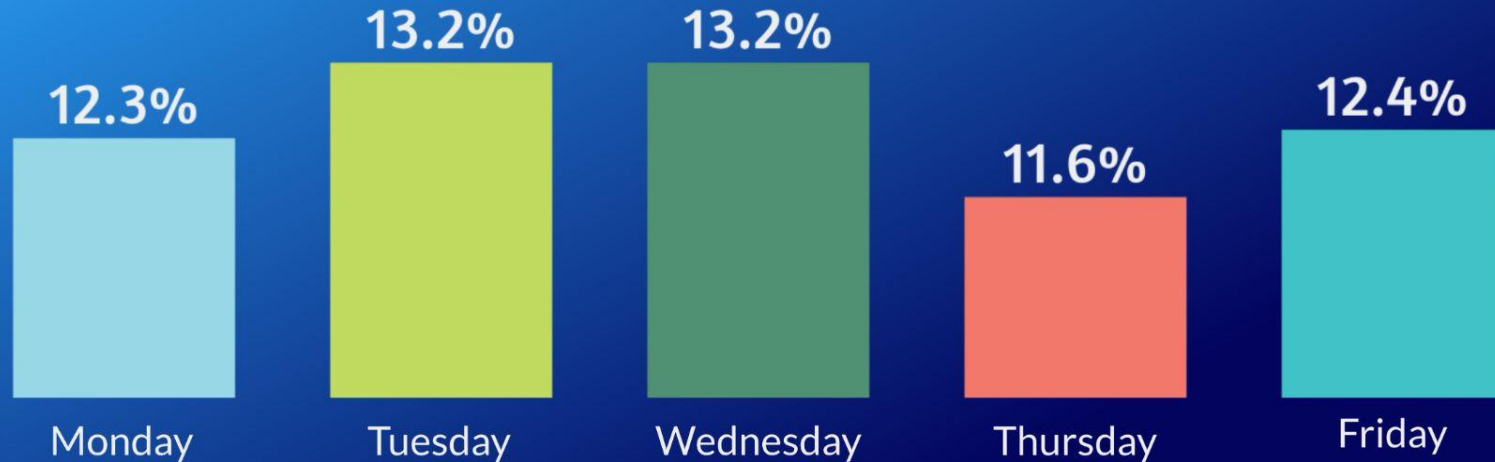
(Not the day the of the meeting)



N = 215K meeting requests

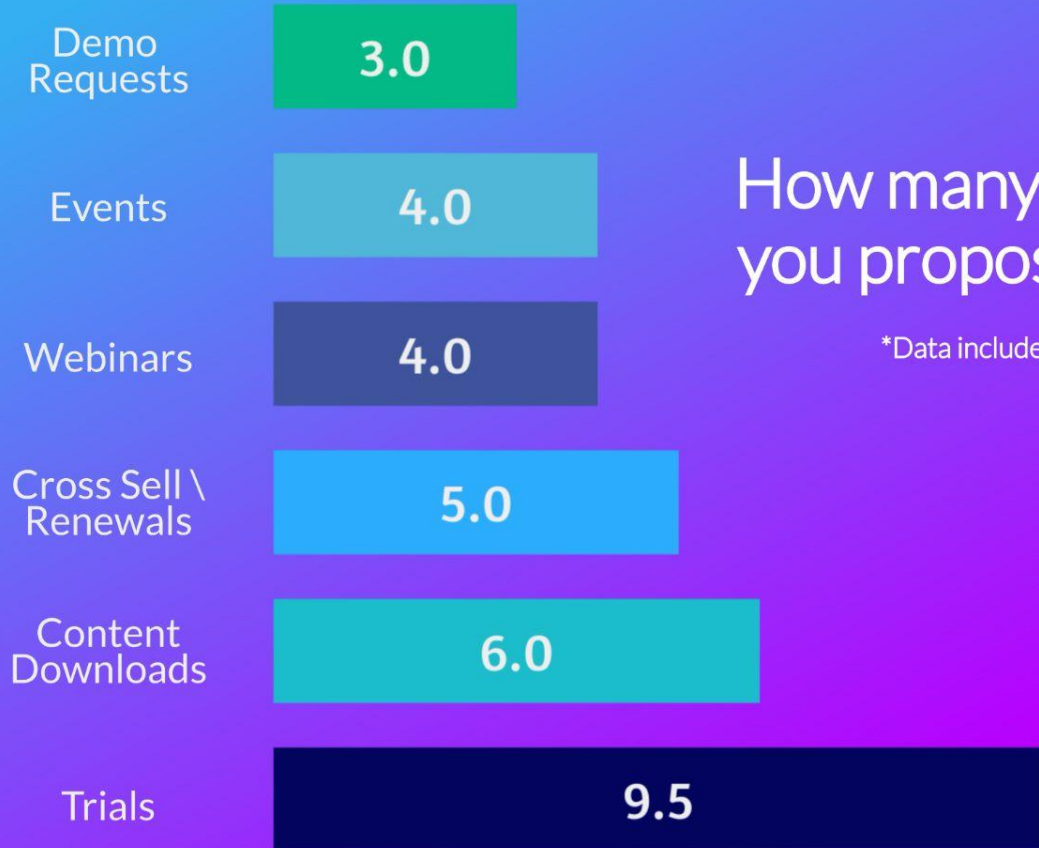
Does it matter which day you propose a meeting?

Day of the week meetings are Accepted by Acceptance Rate
(the day of the meeting)



N = 215K meeting requests

Days out the meeting is actually accepted



How many days out should you propose a meeting for?

*Data includes ONLY Accepted meetings

N = 31K accepted meetings