

# 13 questions you might get asked about switching to momencio—and how to answer them



## Helping your team say yes to smarter event tech

Switching to a new tool can bring up a lot of questions. If your team or leadership has concerns about adopting momencio, this guide gives you clear, confident answers to address them.



## ***Addressing internal questions and concerns***

### **1. Concern: "What if my team doesn't adopt it?"**

✔ Solution: momencio is built for ease. If they can scan a badge, they can use momencio. Most teams are fully onboarded in under an hour. Plus, automation reduces manual tasks, making adoption seamless.

### **2. Concern: "How does this fit into our existing tech stack?"**

✔ Solution: Set up seamless plug-and-play integration with Salesforce, HubSpot, Dynamics, Marketo & more within minutes—no IT headaches, no disruptions, just faster, easier workflows.

### **3. Concern: "What if this doesn't actually improve ROI?"**

✔ Solution: momencio doesn't just collect leads—it increases the chance of conversion. Real-time engagement tracking, automated follow-ups, and lead scoring mean no leads go cold, and your team prioritizes the right opportunities.

### **4. Concern: "What if our events are different from other industries?"**

✔ Solution: momencio is flexible and adapts to any industry, any event size, and any team structure.

### **5. Concern: "What if our sales team won't follow up with leads?"**

✔ Solution: Automated follow-ups ensure that your best leads are engaged promptly without relying on manual efforts. Sales teams receive notifications about these leads, allowing them to prioritize effectively.

### **6. Concern: "What if we don't attend enough events to justify this?"**

✔ Solution: Whether you attend two events a year or twenty, momencio helps you maximize ROI from every lead. Our tool is designed to work for both frequent and occasional event teams, ensuring value no matter your event schedule.

### **7. Concern: "Will this disrupt our current workflow?"**

✔ Solution: momencio enhances your existing workflow without disrupting what's already working. It integrates smoothly and reduces manual tasks, making your team more efficient.



8. Concern: "What if our marketing and sales teams don't align on this?"

✓ Solution: momencio bridges the gap by providing shared insights. Marketing passes on ready-to-act leads, and sales get everything they need to close—smooth and simple.

9. Concern: "What if we don't have enough budget for this?"

✓ Solution: momencio delivers measurable ROI, so instead of being another expense, it helps increase revenue. Most teams see enough value to justify the investment after just one event.

10. Concern: "How do we know this will work for our specific goals?"

✓ Solution: momencio is customizable, so whether your goal is more lead capture, better follow-ups, or improved ROI tracking, it adapts to what matters most to you.

11. Concern: "What if our team prefers the old way of doing things?"

✓ Solution: Change can be difficult, but when a tool makes a job easier, adoption happens naturally. Most teams quickly see how momencio simplifies their work.

12. Concern: "How secure is our data with momencio?"

✓ Solution: momencio follows enterprise-grade security protocols, ensuring your leads and event data are always safe and compliant with industry standards.

13. Concern: "How do we convince leadership to approve this?"

✓ Solution: Show leadership how momencio boosts ROI, saves time, and is easy to use. We'll even help with customized business impact reports to back up your case.

## *Helping your team move forward*

Your team may have questions, and that's normal.

The real question is—

**what happens if you do nothing?**