FREE TRADE PLAYBOOK

Sales Teams: the top time-savers

~20
hours a week per rep
top claim

6 AI tools that can take busywork off small sales teams. What each one does, what it costs, how to start, and where we got the facts.

Built from 15 small sales teams listings in the BusyWorkBots directory, as of November 1, 2026. 2 of them show a sourced hours number.

#	Tool	What it does	Hours saved	Price	Setup
1	**Hot Lead Alert** Email follow-up	Scores each lead, makes a HubSpot deal, and alerts your team in Slack.	~20 hours a week per rep	n8n free to self-host (cloud from $20/mo) More on card	Needs setup
2	**Meeting Follow-Up Writer** Email follow-up	After sales meetings, it writes the follow-up, updates the CRM, and adds tasks.	6+ hours a week per salesperson	n8n free to self-host (cloud from $20/mo) More on card	Needs setup
3	**Apollo** Follow-up	Lead database plus email sequences to reach new buyers.	Not stated	Paid plans: check site More on card	Easy
4	**Calendly** Booking	Booking link that finds a time and sends reminders.	Not stated	Standard $10/seat/mo More on card	Easy
5	**Close** Answering calls	CRM with built-in calling, email, and texting.	Not stated	From $19/user/mo (Solo) More on card	Easy
6	**Lead Pipeline Desk** Lead follow-up	Scores new leads, merges duplicates, gives each an owner, and flags stuck ones.	Not stated	Comes with Grok Bot plan	Easy

How we picked these 6. We take up to 3 listings that have a sourced hours number, biggest first. Then one listing per chore, easiest setup first. We make sure you see both free DIY templates and software when the trade has both. We do not test every tool.

How to read hours. Hours are the numbers the maker, an owner, or a case study gave. The source is on each card. “Not stated” means we have no sourced number, so we do not guess one.

How to read price. Price comes from each listing. “Check site” means we could not find a public price. Always confirm on the maker’s site.

TOOLS 1–3 OF 6

1 Hot Lead Alert

Email follow-up | Setup: Needs setup | Free DIY template

What it does Scores each lead, makes a HubSpot deal, and alerts your team in Slack.

Good if Reps typing leads into the CRM by hand?

Hours saved **~20 hours a week per rep** From 22 hours a week down to 2.1; consultant case study.

Price **n8n free to self-host (cloud from $20/mo); other apps extra; HubSpot extra**

Setup

1. One webhook for form and email leads.
2. AI scores 1-10.
3. Hot = HubSpot deal + Slack alert.
4. Middle = nurture emails.

Source: akranit.com/case-studies/n8n-lead-automation Our page: busyworkbots.com/bots/hot-lead-alert/

2 Meeting Follow-Up Writer

Email follow-up | Setup: Needs setup | Free DIY template

What it does After sales meetings, it writes the follow-up, updates the CRM, and adds tasks.

Good if Follow-up emails taking forever after calls?

Hours saved **6+ hours a week per salesperson** Consultant case study.

Price **n8n free to self-host (cloud from $20/mo); other apps extra**

Setup

1. Trigger when a meeting ends.
2. Pull your notes.
3. AI drafts the follow-up.
4. Update the CRM and make tasks.

Source: mytaskpanel.com/automation-of-post-meeting-sales-follow-up
Our page: busyworkbots.com/bots/meeting-follow-up-writer/

3 Apollo

Follow-up | Setup: Easy | Software or service

What it does Lead database plus email sequences to reach new buyers.

Good if Hunting for emails and phone numbers by hand?

Hours saved Not stated

Price **Paid plans: check site (their prices did not show on the page we read); a limited free plan is also listed**

Setup

1. Make a free account.
2. Search for your ideal buyers.
3. Start an email sequence.

Source: apollo.io/pricing Our page: busyworkbots.com/bots/apollo/

TOOLS 4–6 OF 6

4 Calendly

Booking | Setup: Easy | Software or service

What it does Booking link that finds a time and sends reminders.

Good if Too many emails to set up a meeting?

Hours saved Not stated

Price **Standard $10/seat/mo; Teams $16/seat/mo (billed yearly); a limited free plan is also listed**

Setup
1. Make an account.
2. Connect your calendar.
3. Share your link.

Source: calendly.com/pricing Our page: busyworkbots.com/bots/calendly/

5 Close

Answering calls | Setup: Easy | Software or service

What it does CRM with built-in calling, email, and texting.

Good if Calling and emailing from too many tools?

Hours saved Not stated

Price **From $19/user/mo (Solo); $9/user/mo billed yearly**

Setup
1. Start the free trial.
2. Import leads.
3. Make calls from the app.

Source: close.com/pricing Our page: busyworkbots.com/bots/close/

6 Lead Pipeline Desk

Lead follow-up | Setup: Easy | Software or service

What it does Scores new leads, merges duplicates, gives each an owner, and flags stuck ones.

Good if New leads piling up with no one on them?

Hours saved Not stated

Price **Comes with Grok Bot plan**

Setup Open the link and click Import Bot to add this ready-made bot to your Grok Bot. Connect the apps it asks for. It drafts; you approve before anything sends.

Source: x.ai/bot/marketplace/bots/leadsworth Our page: busyworkbots.com/bots/lead-pipeline-desk/

START HERE

Your first 7 days

You do not need all 6 tools. Pick one chore, try one tool, and count the hours before and after.

Day 1	**Count your chores.** Write down the 3 chores that eat the most time. Next to each, write the hours it takes in a normal week. This is your starting line.
Day 2	**Pick one tool.** Start with just one. On this list, Apollo is the easiest to set up (setup: Easy). Pick the one that fits your biggest chore, not the one with the biggest hours number.
Day 3	**Check price and claims.** Open the source link on the tool's card. Ask the maker for the price in writing. Remember: hours saved are the maker's or owner's numbers, not ours.
Day 4	**Try it small.** Use it on a few real jobs only. If it writes messages, read every one before it goes out.
Day 5	**Fix the words.** Change anything that does not sound like you. Write down every mistake it made.
Day 6	**Run it for a normal day.** Keep a person ready to step in. Note how long the chore took this time.
Day 7	**Count again.** Compare to Day 1. Keep it, change it, or drop it. Then pick your next chore.

Test it before you buy it. Free one-page kits with questions to ask the maker, a test script, and a 7-day trial plan:

- New-lead follow-up kit busyworkbots.com/test-kits/new-lead-follow-up/

How to count your hours: for one normal week, write down each time you do the chore and how many minutes it took. Add them up.

NEXT STEP

Not sure where to start? We can help.

Free Busywork Audit

Pick your industry and the chores that eat your week. Get a one-page report of tools from our directory, with the hours each listing reports. Free. No email needed.

Take the free audit →

https://busyworkbots.com/free-audit/

Want it set up for you?

TimeGentic runs BusyWorkBots. Book a Free Profit Leak Check and we will look at where your business loses time and money.

Book Free Profit Leak Check →

https://timegentic.ai

Heads up: TimeGentic LLC runs BusyWorkBots, so the Profit Leak Check is our own service. Some links on busyworkbots.com are affiliate links; the links in this PDF go to each maker's own pages. We do not test every tool, and hours saved are the numbers given by each source. Prices change, so check the maker's site.

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