

How to Use

Generate a sales brief in under 60 seconds

GENERATING A BRIEF

1 Open your prospect's LinkedIn profile

- Navigate to their profile. URL should look like linkedin.com/in/their-name.
- Let the page fully load.

2 Click the Jivus AI icon

- Click the icon in your Chrome toolbar.
- A green bar confirms the profile was detected.

→ If it says "Go to your prospect's LinkedIn profile first", confirm the URL is a linkedin.com/in/... page.

3 Add optional context

- Two optional fields sharpen your brief:

Company website	Their URL, e.g. acme.com . Helps with company research.
Extra context	e.g. "Warm intro from their CTO" or "Just raised Series B."

→ Both are optional. Jivus generates a strong brief from the LinkedIn profile alone.

4 Click Generate

- Click **Generate personalized questions**.
- Jivus reads the profile and researches the company. Takes **15 to 40 seconds**.

✓ On Claude, Jivus also searches the web for live company news and funding info.

5 Read the brief and go close

- Your brief has 9 sections. Use Copy on any section, or Export as PDF for the full thing.

WHAT EACH SECTION MEANS

Prospect Snapshot	Key facts: role, tenure, what they focus on.
Company Snapshot	What they sell, industry, recent news, priorities.
Recommended Opening	A personalised way to start the first 30 seconds.
Buying Triggers	The most likely reasons they would buy.
Hidden Objections	What they won't say out loud, and how to handle it.
Trust Builders	The kind of proof that works with this buyer.
Red Flags	Mistakes to avoid in this conversation.
Discovery Questions	Five open-ended questions tailored to them.
Follow-up Email Style	How to write to this person after the call.

→ Text marked "Likely:" is an informed prediction, not a confirmed fact. "Unknown" means the data was not available. Both are intentional. Jivus never invents information.