

THE HIDDEN COST

The swivel-chair tax

Every outbound team carries an overhead that never lands on an invoice: idle ring-time, manual CRM hygiene, and headcount that scales linearly with ambition. Add it up and it's the biggest line item nobody budgets for.

Six invisible line items

- 70% of every shift — ring-tone idle. You pay full salary for every dial that never answers.
- 4–8 min per call — manual CRM entry. 90+ minutes a day of admin that's stale by the time it saves.
- 3× campaign = 3× hires — every growth decision turns into a recruiting problem.
- ~40% CRM decay / year — the system of record quietly becomes a system of guesses.
- 0 searchable transcripts — objections, competitors, and budget timing live in a rep's head until they quit.
- No automatic paper trail — one missed TCPA / Do-Not-Call opt-out is a five-figure fine.

Status quo vs. Finn

Human headcount	Finn
35–60 dials / hour, one rep	10,000+ concurrent AI voice agents
8–15% connect rate	30–40% connect rate
Paid on every dial to land one connect	Pay per active minute of conversation
Cost scales with headcount	Cost scales with outcomes
Notes in a rep's head; ~40% decay	Every call transcribed and written back

Finn is the voice orchestration layer that closes the gap. It reads the record, fires thousands of parallel calls, reasons through each conversation, and writes the result back — so your people only ever talk to qualified, booked prospects.

See your swivel-chair tax — book a demo at www.hirefinn.ai/bookademo

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