AINOCRM

Voice-to-CRM

Debrief after the meeting and let the CRM do the typing · 2026-11-09

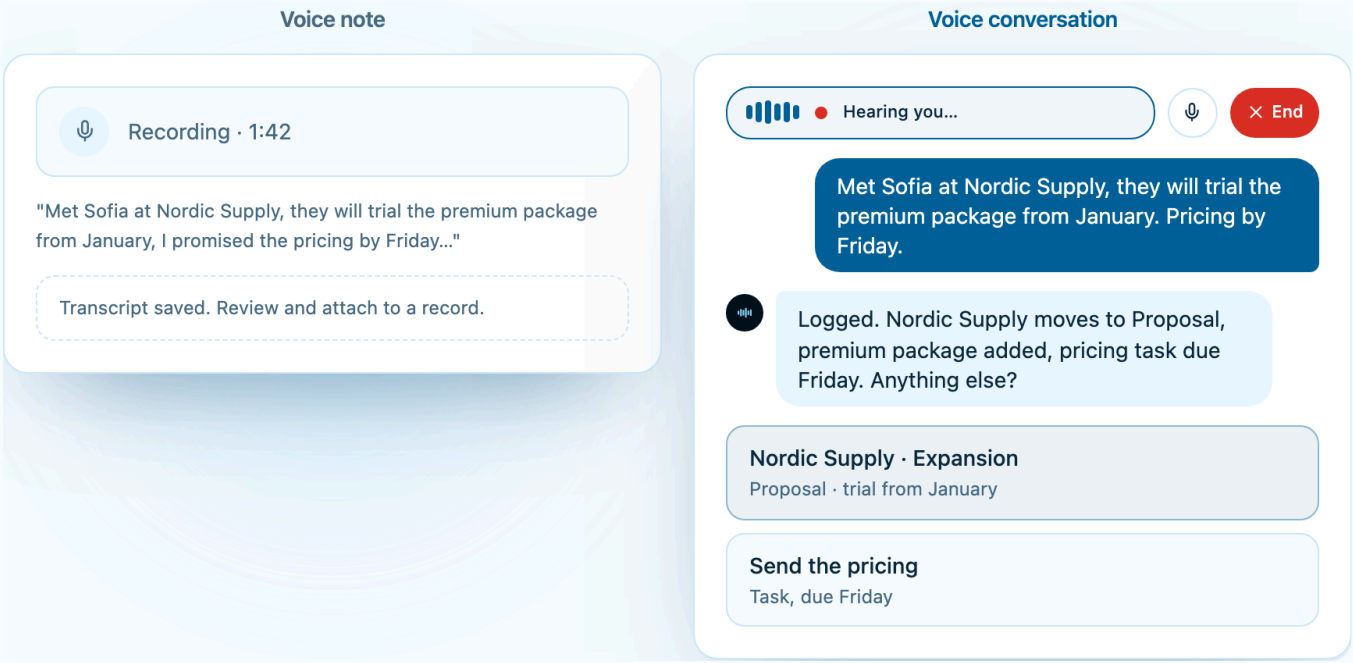
Voice-to-CRM is updating your CRM by talking to it. After a meeting you say what happened, in the car or between calls, and the CRM logs the meeting, updates the deal and adds the follow-up while you speak. The point is not that talking is faster than typing. The point is that it happens, because it fits into the minutes that already exist after every meeting.

> **In short.** A voice note is a recording you still have to file; a voice conversation files as you speak and answers back. Five moments make a call: start, talk, Aino files, a chime when it is your turn, hang up. Three things make it precise: name the company and the person, say what changed, say the promise out loud.

1 Voice note or conversation

Many tools offer voice notes: you record, the tool transcribes, and the transcript is attached to a record or turned into a summary for you to check and file. That saves typing, but the filing is still yours.

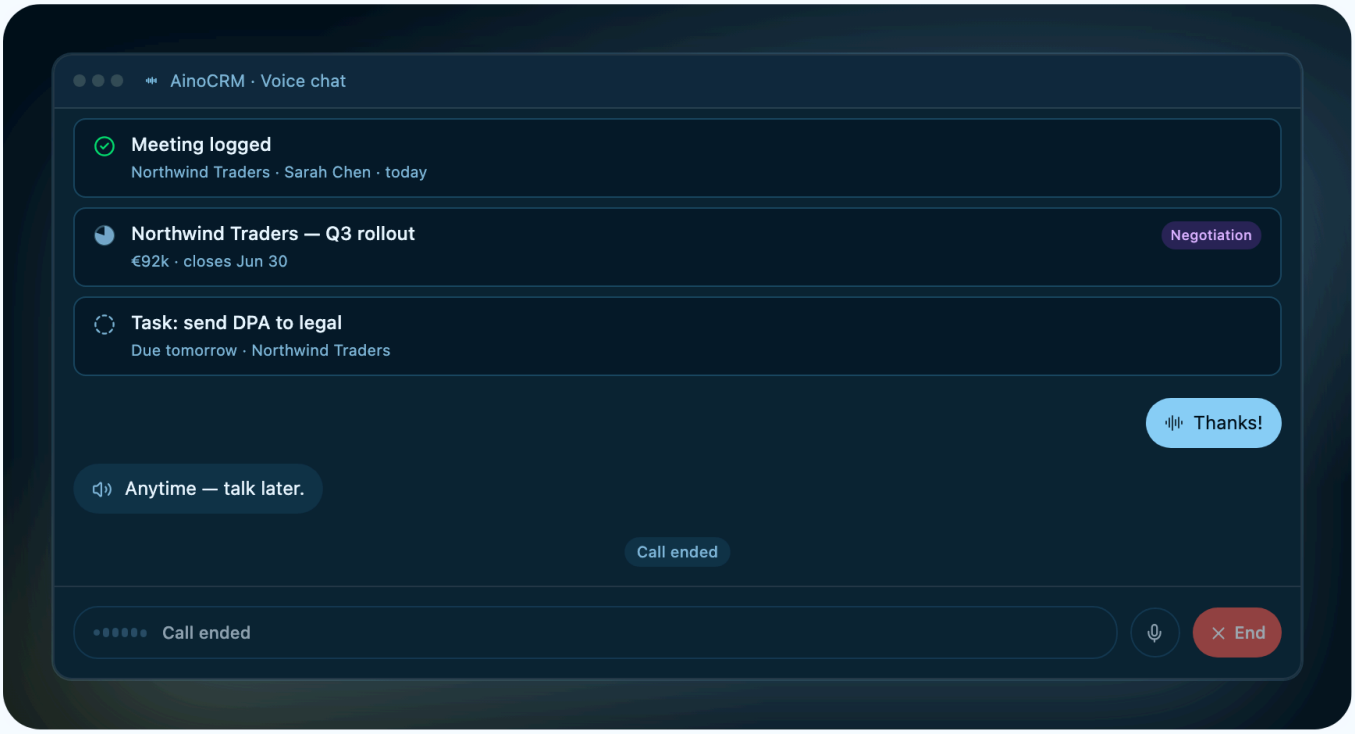
A voice conversation is different. In AinoCRM a call is the same assistant you chat with, out loud. You talk, Aino files as you go, answers back, and you answer or move on. You can interrupt a reply by talking over it, tell it to wait until you say so when you need time to think, and end the call by saying thanks. The conversation is saved as a chat you can read later.



Left: a recording that waits for you. Right: a conversation that has already done the work when you hang up.

2 How a call works in AinoCRM

1. **Start it.** Press the microphone, flip a chat to Talk, use the keyboard shortcut, or make Talk your default so the new-chat button starts a call. On a phone, the app can also be started from the home screen, the Action button or the launcher.
2. **Talk.** The call opens with a chime. Started from an opportunity, it asks what is new with that customer.
3. **Aino files as you speak.** Accounts, contacts, deal changes and tasks are created or updated and read back to you.
4. **Your turn.** A chime, and a buzz on a phone, tells you Aino has finished and is listening.
5. **Hang up.** Say thanks, stop or bye, or press End. Everything is in the CRM already.



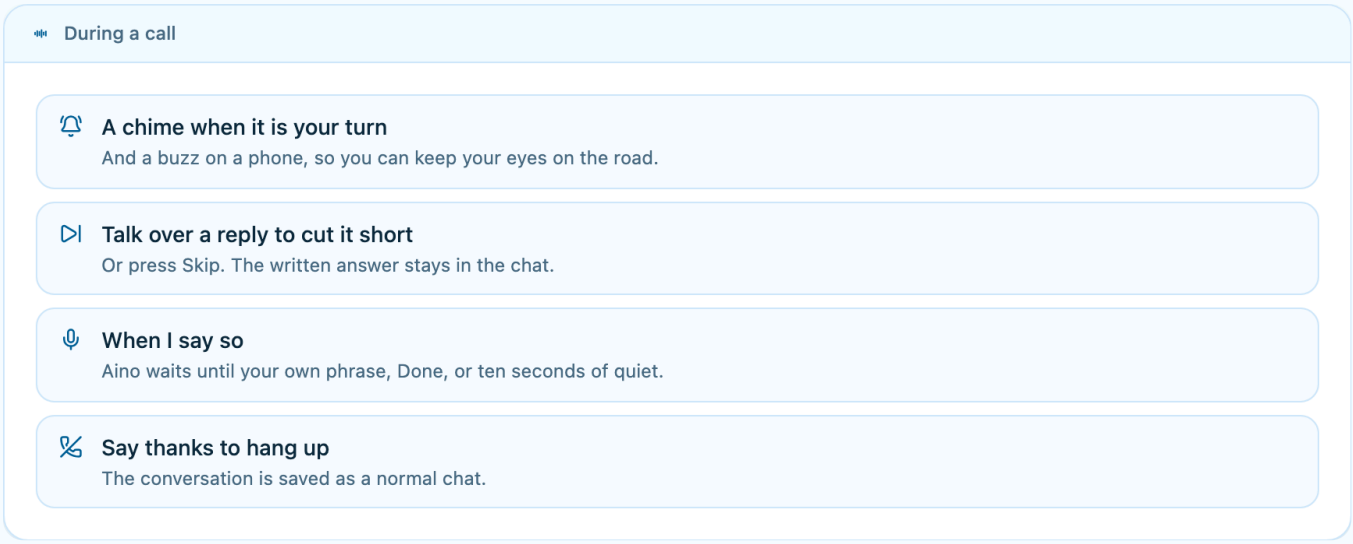
A call in AinoCRM: the rep speaks, Aino files and answers, and the chat keeps the written record.

3 What to say

You do not need a format. Three things make the filing more precise:

- **Name the company and the person.** "Met Sofia at Nordic Supply" beats "met the supplier".
- **Say what changed.** A date, a number, a decision, a next step.
- **Say the promise out loud.** "I'll send the pricing by Friday" becomes a task; a vague "follow up" does too, but with no date.

Anything Aino is unsure about, it asks. A wrong detail is corrected by saying so.



The small things that make a call feel like a conversation rather than a dictation.

What two minutes are worth

A two-minute spoken summary is three deal updates, two tasks and a new contact.

4 When voice is the better choice

- Right after a customer meeting, when the details are fresh and your hands are busy.
- Driving between visits. Nothing on the screen is needed.
- Long debriefs with several points.

Typing is better in an open-plan office, for a one-line change, and when you want to paste something.

5 What a leader gets

The pipeline is updated when the meeting ends, not on Friday afternoon. The forecast is built from deals that are actually current, and every meeting is logged with what was said, so a hand-over or a quarterly review does not start with "what happened with Nordic Supply?".

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