ENCORE COLD CALLING SCRIPT

Typical Job Titles: Any office position that deals with mobile employees

Top Industry/Verticals: Construction, Education, Field Services, Healthcare, Hospitality, Public Sector (Government), Transportation, Utilities

Key Market Challenges:

- Increase productivity
- Improving operation efficiency
- Gaining business intelligence
- Improving employee safety

The Goal: To get the appointment. This call is not share all the benefits; it is designed to get the prospect to agree to meet with you.

> **Script:** This is _____ (your name) with Actsoft. We have been working with companies like yours for many years and some major concerns we are hearing lately from other (insert job title) are accurate timekeeping for payroll, verification of employee locations, maintaining their fleet and streamlining their paper process.
>
> We have been able to help our customers address these issues with a single integrated solution called Encore. Would you have about 30 minutes available on (insert date) for me to come by your location and discuss further?

If the answer is yes, take the necessary information, set an appointment and **SEND A CALENDAR INVITE**

If the answer is no, say "I understand your time is important. Would it be okay to email you a little more information just for you to review?" (Get their email address and send a recent win or case study to the, then follow - up in 3 days with another phone call)

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