

DISPATCH COLD CALL SCRIPT



Typical Job Titles: Lead Dispatcher, Manager, Supervisor, Coordinator

Key Market Challenges:

- Proof of Delivery
- Inventory Management
- Effective communication and coordination between drivers and off site supervisors
- Reducing existing labor and operational costs associated with managing drivers. (timekeeping, overtime, mileage, reporting, etc.)

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. Some of the chief concerns we are hearing lately from other dispatchers is the ability to get items delivered to customers on time, the challenge of documenting actual time worked, their need to know when their workers arrive at a specific drop off location and worker safety.

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, ask is there a day and time they have 10-15 minutes available to meet and discuss further. If they still say no, ask them if you can send them some information about a company who has benefited from the solution so they can look over the information and then attempt to schedule a follow-up to discuss that win/case study and how we can help them in the same way.