

# CALL SCRIPT FOR FLEET



First, you will need to determine if this is a new or existing customer. If you know the customer, your introduction will be as you always call them. If you do not know them, introduce yourself.

After identify the appropriate intro go into the below with your caller.

We have been working with customers in the \_\_\_\_\_ (Industry) for many years and other supervisors (job title) have been telling us as challenges with work accountability, monitoring the health of the vehicles in their fleet, worker safety, and ways to reduce fuel costs. We have been able to help our customers address these issues with Encore - simple, cost effective solution. Do you have about 30 minutes next Tuesday at 3pm?

**If YES:**

Set up appointment

**If NO:**

I understand your time is important. Would it be okay to email you a little more information just for your review?

- Get email address
- Follow up in 3 business days