

CALL SCRIPT FOR TIMEKEEPING



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 one of the following with your caller.

Timekeeping with Fleet

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? (give a specific date and time that is good for you)

Timekeeping

We have been working with customers in the _____ (Industry) for many years and other supervisors (job title) have been telling us they are having some challenges with worker accountability in making sure employees clock in and out on time, reducing unauthorized overtime, and general headaches from inaccurate timesheets employees submit for payroll. 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? (give a specific date and time that is good for you)

If YES:

Set up appointment, and confirm contact information (including email address) to send them a calendar invite.

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