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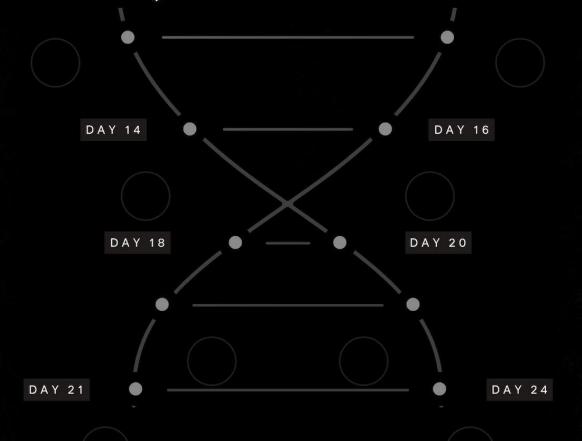DAY 10

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01

Email 01

{{contact.first_name}}'s {{organization.name}} Inquiry

Hi {{contact.first_name}},

Thank you for writing in and your interest in {{organization.name}}.

To make sure that I am getting you the best information for your situation, I am going to ask you a couple questions to gain a little context.

Can you give me an idea of what you are looking to accomplish with {{organization.name}}? Are there any particular views, reporting, customization or security requirements you're looking for with a project management tool?

Can you just confirm how many total employees there are in your company and how soon you'd be looking to get started? i.e this quarter, next quarter, etc.

Thank you for your time, I look forward to hearing from you!
{{user.first_name}}

DAY
06

Email 02

Re: {{contact.first_name}}'s {{organization.name}} Inquiry

Hi {{contact.first_name}},

Hope this note finds you well. Following up on your email about how your team could use {{organization.name}} to help you collaborate seamlessly. Are you still interested in learning more, or have you chosen another option at this time? Feel free to let me know so I don't continue to clutter your inbox!

Thanks,
{{user.first_name}}

DAY
01
Email 01

{{organization.name}} | {{contact.first_name}}

Hi {{contact.first_name}},

My name is {{user.first_name}} and I am a Product Specialist here at {{organization.name}}. I saw you requested a bit more info on our software. I would love to hop on a Zoom call with you and show you around the system to make sure it is a good fit and what you are looking for!

I have some time on Tuesday or Wednesday available. Which would work best for you?

DAY
02
Email 02

Re: {{organization.name}} | {{contact.first_name}}

Did you get my email?

DAY
03
Email 03

Re: {{organization.name}} | {{contact.first_name}}

Hi {{contact.first_name}},

Just want to make sure I'm not dropping the ball on my end. You reached out asking for some more info on our HRIS.

I am able to help you with your decision making process. What info do you need from me?

DAY
09
Email 04

Price Quote for {{lead.display_name}}

Hi {{contact.first_name}},

I tried calling earlier but thought I'd follow up with an email as well.

Considering we haven't been able to connect since your initial request I thought it might be beneficial to get you a price quote. We are set up on a per employee per month basis, so I would need to know how many employees are currently at {{lead.display_name}}.

Once you send that number over I can help you get that price quote!

Product Tour [LINK]
[SIGNATURE]

DAY
15
Email 05

{{organization.name}} | Too busy or not interested?

Hi {{contact.first_name}},

I know you are super busy so I want to make sure I'm being respectful of your time.
Is {{organization.name}} still on your radar as an HR solution?

Please let me know either way.

bill.com

DAY
01

Email 01

{{organization.name}}/{{lead.display_name}} Next Steps

Hi {{contact.first_name}},

I understand that you are interested in automating your Payables and Receivables with {{organization.name}}. Let's connect so that I can understand exactly what you are looking for and get you up and running ASAP.

Please click here to schedule 15 minutes or call me at {{user.phone}}. [SCHEDULING LINK]

If you have been invited to receive a payment, please respond with 'receive payment' and I will expedite next steps.

Thanks!

DAY
02

Email 02

Re: {{organization.name}}/{{lead.display_name}} Next Steps

Hi {{contact.first_name}},

My initial email may have slipped through the cracks so I want to push this to the top of your inbox.

Please click here to schedule 15 minutes or call me at {{user.phone}} to discuss your needs and next steps. [SCHEDULING LINK]

Thanks!

DAY
04

Email 03

Re: {{organization.name}}/{{lead.display_name}} Next Steps

Hi {{contact.first_name}},

Hope the day is going well!

Have you had a chance to test out {{organization.name}}? I know it can be difficult to get started so I want you you know that I'm here for you. I'm confident we can make your payables process 50% faster and help you get paid 2x-3x faster.

Please click here to schedule 15 minutes or call me at {{user.phone}} to discuss how I can help you get started. [SCHEDULING LINK]

Thanks!

DAY
06

Email 04

Re: {{organization.name}}/{{lead.display_name}} Next Steps

Hi {{contact.first_name}},

How were you planning on using {{organization.name}}? I'd love to understand your needs to decide if {{organization.name}} is a good fit.

Feel free to give me a call at {{user.phone}} or click here to schedule 15 minutes with me. [SCHEDULING LINK]

Thanks!

DAY
07

Email 05

Re: {{organization.name}}/{{lead.display_name}} Next Steps

Hi {{contact.first_name}},

I haven't heard back from you and that tells me one of two things:

You've chosen a different company, and if that's the case please let me know so I can stop bothering you You're interested in automating your payables and receivables but haven't had time to get back to me, I'd be happy to give you a quick demo

When you're ready please consider me your go to person for online payments and simply book a few minutes on my calendar, click here. [SCHEDULING LINK]

Thanks!

DAY
01

Email 01

Contact Request Received!

Hi {{contact.first_name}},

I just received your contact request- thanks so much for reaching out! I would love to jump on a quick call to better understand {{lead.name}}'s use case, so that I can connect you with the correct resources. When are you available for a call this week?

Looking forward to hearing back!

Cheers,
[SIGNATURE]

DAY
02

Email 02

{{organization.name}} - Follow Up

Hi {{contact.first_name}},

Quickly following up on my previous email! I would love to connect with you this week regarding your contact request. When works best for you?

Kind regards,

DAY
03

Email 03

Re: {{organization.name}} - Follow Up

Hi {{contact.first_name}},

Is this still on your radar? If so, let's connect this week. Feel free to book a time here or let me know when works best for you.

No longer interested? No worries, please let me know.

Kind regards,

DAY
04

Email 04

Re: {{organization.name}} - Follow Up

Hi {{contact.first_name}},

I received your contact request for your interest in {{organization.name}} for your company. I would love to hop on a quick call and discuss this in more detail!

Feel free to schedule time with me below or let me know when it works for you, my schedule is very flexible.

DAY
05

Email 05

Re: {{organization.name}} - Follow Up

Hi {{contact.first_name}},

Are you still interested in implementing {{organization.name}} for {{lead.name}}? I would love to jump on a call to discuss.

Either way, please let me know!

Kind regards,
[SIGNATURE]

DAY
14

Email 06

Your inquiry at {{organization.name}}

Hello {{contact.first_name}},

We've tried to reach you because you checked out our solution for sharing and collaborating on your files in the cloud and we would like to help answer any questions you may have.

{{organization.name}} powers over 97k businesses large and small, so whether you're part of a remote team trying to improve collaboration, or looking to share important business content confidently and securely inside or outside your organization - we're here to help.

Would you like help scheduling some time to speak with us?

Best regards and I hope you have a wonderful day,

DAY
15

Email 07

Your interest in {{organization.name}}

Hi {{contact.first_name}},

I'm following up on my earlier email regarding the interest you expressed in us. We would like to connect with you further to assist.

May I help set up a call for more information?

Have a wonderful day,

DAY
17

Email 08

Regarding your inquiry at {{organization.name}}

Hi {{contact.first_name}},

I wanted to follow up on my last couple of emails about us attempting to connect with you. I'm happy to help connect you with someone to discuss your interest and answer any potential questions.

{{organization.name}} powers over 97k businesses large and small, so whether you're part of a remote team trying to improve collaboration, or looking to share important business content confidently and securely inside or outside your organization - we're here to help.

Can I help you learn more by setting up a call?

Best regards,
[SIGNATURE]

DAY
21

Email 09

Your inquiry at {{organization.name}}

Hi {{contact.first_name}},

I wanted to touch base with you again since we would like to connect in order to provide you with more information about our products and services.

Are you interested in speaking with someone to learn more?

Best regards and have a good day,
[SIGNATURE]

DAY
24

Email 10

{{organization.name}} responding to your Request

Hello {{contact.first_name}},

I don't mean to bother you, but I just wanted to reach out because you had shown interest in us and we have attempted to contact you to assist with providing further information and answer any questions you may have.

{{organization.name}} powers over 97k businesses large and small, so whether you're part of a remote team trying to improve collaboration, or looking to share important business content confidently and securely inside or outside your organization - we're here to help.

Would you like help setting up a quick call to learn more?

Best regards and have a good day,
[SIGNATURE]

box

DAY
27
Email 11

Checking in from {{organization.name}}

Hello {{contact.first_name}},

A while ago, you checked out our solution for sharing and collaborating on your files in the cloud. I wanted to reach out and assist with scheduling a discussion to explore this further.

Could I help you schedule a call?

Best regards and have a great day,

. . . .

DAY
36
Email 12

Checking in from {{organization.name}}

Good morning {{contact.first_name}},

I have sent you a few emails to see if we could get you some information about our products and services. I haven't heard back and I am worried that I have the wrong email address to connect with you.

Would you please let me know if there is still interest in setting up a call if this message is received?

Thank you and have a wonderful morning,
[SIGNATURE]

DAY
01

Email 01

We've received your request

Thank you for contacting us and requesting more information about {{organization.name}}'s enterprise plans. We are looking forward to sharing how {{organization.name}} can help you. One of our team members will be reaching out to you within one business day.

If you would like to learn more about {{organization.name}} and call tracking in the meantime, take a look at these resources:

- Call Tracking 101: discover the value that call tracking can bring to your marketing tech stack.
- The {{organization.name}} Product Tour video (~15 minutes): see the award-winning {{organization.name}} UX for yourself.
- G2 Crowd reviews: read what our customers are saying about us.

We're looking forward to connecting with you soon!

DAY
01

Email 02

{{organization.name}} Enterprise Pricing Follow Up

Hi {{contact.first_name}},

Thank you for reaching out to {{organization.name}}! I am following up with your request to learn more about our enterprise pricing plans.

I would love to learn more about your needs so I can schedule a pricing call with one of our Specialists. Do you have some time this afternoon for a quick phone call? It will probably only take 5-10 minutes.

Talk soon,
{{user.first_name}}

P.S. - If you feel confident that {{organization.name}} is the right fit and would like to test out our free trial without connecting, you can do so here. [LINK]

DAY
06

Email 03

Re: {{organization.name}} Enterprise Pricing Follow Up

Hi {{contact.first_name}},

I'm sorry we keep missing each other! Are you available today at 1:00pm ET or Wednesday at 10:30am ET? Our Account Specialist will be able to walk you through the product, answer any questions you may have, and go over pricing options with you.

Do either of those times work? If not, you can also view more available times here. [SCHEDULING LINK]

We're excited to chat,
{{user.first_name}}

CallRail

DAY
14
Email 04

{{organization.name}}: Request for more information

Hi {{contact.first_name}} - I am reaching out regarding your request for additional information about {{organization.name}}.

I would love to better understand your needs and how we can help! Can you tell me a bit about your business and what would be helpful for you to have in a software?

Thanks,
{{user.first_name}}

DAY
15
Email 05

Re: {{organization.name}}: Request for more information

Just quickly following up - are you currently utilizing anything to track inbound phone calls and form submissions?

DAY
22
Email 06

One more time

{{contact.first_name}},

I've tried to reach you a few times but haven't heard back. With everything going on right now, I can definitely understand that business goals may have shifted and using a platform like {{organization.name}} might not be top priority right now.

I wanted to reach out one more time to let you know we'll still be here if you need us. Before I go, I wanted to send over a few resources to take advantage of:

- Visit our blog for news and information about digital marketing, lead tracking, and more
- Check our learning center for our latest webinars, guides, white papers, and other resources
- Sign up for a 14 day free trial, no credit card required to start

Please let me know if there's anything additional I could send that would be helpful or anything {{organization.name}} could be doing to help your business! We hope to work together in the future.

Talk soon,
{{user.first_name}}

DAY
01

Email 01

{{organization.name}} Demo Request | Schedule a Time?

Hi {{organization.name}},

Thanks for your interest in {{organization.name}} – please expect a call from me to find a time to connect.

We enable companies from seed stage to pre-IPO like Flexport, Warby Parker, 23andMe, and Intercom to gain control and transparency over their equity data.

Feel free to book a time on my calendar if that'd be more convenient: [SCHEDULING LINK]

Looking forward to connecting.

Cheers,
{{user.first_name}}

[SIGNATURE]

DAY
14

Email 02

Re: {{organization.name}} Demo Request | Schedule a Time?

Hi {{contact.first_name}},

Just left you a voicemail regarding your demo request and making sure my last note reached your inbox. I know things can get lost and I wanted to get back on your radar.

In order to connect you with the correct specialist, can you please verify:

1. How is your entity structured? (LLC, C-Corp, Ltd)
2. How many equity holders (shares, options, warrants, notes) are listed on the company's cap table?
3. Would you be needing a 409A valuation in the next 3 months? (i.e. raising funding or issuing options to U.S. employees)
4. Are there specific pain points you're looking to address via {{organization.name}}?

I appreciate any context you are able to provide, so I can schedule this meeting for you as soon as possible!

Best,
{{user.first_name}}

[SIGNATURE]

Clearbit

DAY 01

Email 01

Thanks for getting in touch!

Hi there,

Thanks for getting in touch! We'll reach out shortly to find a good time to chat.

During our call, we'll spend about 15 minutes reviewing your processes and identifying challenges that {{organization.name}} might be able to solve. If it looks like we can help, we'll schedule a follow-up with one of our team members to take a closer look.

In the meantime, learn how better data can help bridge the marketing-sales divide.

Excited to meet you!
-The {{organization.name}} Team

DAY 05

Email 02

Your {{organization.name}} Inquiry

Hi {{contact.first_name}},

Thank you for your recent inquiry! It looks like you are interested in learning more about our suite of API products.

I'm happy to hop on a quick call to learn a bit more about what you're looking to accomplish to make sure {{organization.name}} can be a strong fit.

Please click here to find some time that works for you. [SCHEDULING LINK]

Best,
{{user.from_name}}

DAY 11

Email 03

Re: Your {{organization.name}} Inquiry

Hello {{contact.first_name}},

I'm happy to help educate you on the different solutions we have here, but first, to help me guide you in the right direction, do you mind sharing with me what compelled you to reach out?

Best,
{{user.from_name}}

Ps. You can book a quick consultation on my calendar here if that's easiest for you

Clearbit

DAY
17

Email 04

Conversion issues on {{lead.display_name}}

Hello {{contact.first_name}},

I saw a couple of conversion issues on {{lead.url}}, specifically on your free trial page, that could be negatively impacting lead volume.

Can I share what I'm seeing in a quick 5-minute video?

Best,
{{user.from_name}}

DAY
01
Email 01

{{lead.display_name}} | {{organization.name}}

Hi {{contact.name}}, saw you were looking to learn more about {{organization.name}} and our employer branding tools!

To give you a quick background about us, {{organization.name}} is an alternative employee review site helping companies like HubSpot, Zoom, and Salesforce showcase the most fair and accurate representation of their current company culture and support on everything from employer brand and recruitment marketing.

We'd be happy to walk you through the platform and answer any questions you may have. Let me know a few times that work on your end or feel free to schedule here directly: [SCHEDULING LINK]

Cheers,
[SIGNATURE]

DAY
02
Email 02

Re: {{lead.display_name}} | {{organization.name}}

Hey {{contact.first_name}}, wanted to follow up on the below. Looking forward to hearing from you!

Check out this 3 minute {{organization.name}} Product overview

How does your schedule look on Tuesday or Thursday for a brief chat? You can also find a convenient time on my calendar here: [SCHEDULING LINK]

Best,
[SIGNATURE]

DAY
08
Email 03

{{lead.display_name}} | {{organization.name}}

{{contact.first_name}}, can we connect for a few minutes to discuss the possibility of working together? How's your schedule look in the next two week to connect?

We're in a unique position with our Best Place to Work Awards to drive major media opportunities. Unlike other employee review sites, we make it possible to ensure that only your current + verified employees are the ones leaving public reviews, so your reputation isn't unfairly damaged. There are a number of other features that our clients are using to create a lift of 5-10% in candidate offer conversion.

Are you or someone on your team free to connect this week or next?

Please let me know a time that works best for you, or here is a link to my calendar to schedule a convenient time. [SCHEDULING LINK]

Best,
[SIGNATURE]

DAY
11
Email 04

Re: {{lead.display_name}} | {{organization.name}}

{{contact.first_name}}, Can we connect for a few minutes to discuss the possibility of working together? How's your schedule look in the next two week to connect?

We're in a unique position with our Best Place to Work Awards to drive major media opportunities. Unlike other employee review sites, we make it possible to ensure that only your current + verified employees are the ones leaving public reviews, so your reputation isn't unfairly damaged. There are a number of other features that our clients are using to create a lift of 5-10% in candidate offer conversion.

Are you or someone on your team free to connect this week or next?

Please let me know a time that works best for you, or here is a link to my calendar to schedule a convenient time. [SCHEDULING LINK]

Best,
[SIGNATURE]

DAY
14
Email 05

{{contact.first_name}} – is there a better POC?

Hi {{contact.first_name}},

I've sent a few emails and I know you're busy. Is there a better point of contact for a first conversation?

As a recap, {{organization.name}} is an employer branding and reputation management platform used at Uber, Peloton, Hubspot, Zoom, Nike, and many other great companies.

We create the most accurate public profiles re: what it's like to work for a given employer. We aggregate reviews and feedback from only verified, current employees (completely omitting ex-employees who often drag down average scores on sites like Glassdoor etc.).

I'd like to walk you through our platform and explain in more detail what our service entails.

Please let me know if you're available to discuss, and who else should be invited to a short call.

Thank you,
[SIGNATURE]

DAY
01
Email 01

{{organization.name}} Contact Request

Hi {{contact.first_name}},

We received your inquiry and I'm reaching out to extend myself as a resource. I tried giving you a call today, but I wasn't able to connect with you over the phone or leave a message. As I realize the day can get quite busy, when would work best for us to connect on your request?

Schedule a meeting on my calendar. [SCHEDULING LINK]

All the best,
{{user.first_name}}

DAY
04
Email 02

{{organization.name}} Sales Request

Hi {{contact.first_name}},

I'm a representative from the {{organization.name}} sales team reaching out in response to a request you filled out on our website. I'd love to help you in anyway that I can, so please give me a call back at {{user.phone}} or book some time on my calendar below:

Book a meeting on my calendar here! [SCHEDULING LINK]

If this isn't a conversation you're interested in having, then I can take you out of my sales system.

Best,
{{user.first_name}}

Dropbox

DAY
01

Email 01

Your Recent {{organization.name}} Request

Hi {{contact.first_name}},

Thank you for taking the time to reach out to {{organization.name}}. I'm {{user.first_name}} and I specialize in helping customers pick the right solution for their business and get them started with a plan.

To best assist you, I'd love to schedule a call to learn more about your current needs. We can chat through all of the different options {{organization.name}} has available and what features you might find useful.

Please let me know when you are you available for a quick call. You can also find a time on my calendar that works well for you. [SCHEDULING LINK]

I'm looking forward to connecting!

Best,
[SIGNATURE]

DAY
03

Email 02

Re: Your Recent {{organization.name}} Request

Hi {{contact.first_name}},

I wanted to follow up on the note I sent you the other day. I'd love to jump on a call to walk you through our plans and answer any questions you may have about {{organization.name}}, our features, or our products.

Feel free to reach out and schedule a call on my calendar.

[SIGNATURE]

DAY
06

Email 03

Re: Your Recent {{organization.name}} Request

Hi {{contact.first_name}},

Just checking in one last time. I specialize in helping customers get set up with the plan that's tailored to their unique needs. Is there anything in particular that I can help you with?

If you'd like to talk through what tools your business would benefit from, feel free to shoot me a note anytime at {{user.email}} or schedule a call.

[SIGNATURE]

19

DAY
01

Email 01

Did you find what you were looking for?

{{contact.first_name}},

Glad to see you were able to spend some time on our website. I wanted to reach out and see what contact center challenges you were facing that prompted your visit. If it makes sense, I'd love to connect with you to talk further.

Would you be available later this week to talk briefly? If not, let me know what works on your side.

DAY
06

Email 02

{{lead.display_name}} & {{organization.name}}

{{contact.first_name}},

Hoping all is well! I wanted to follow up on my previous email, you had recently spent some time reviewing our contact center software. I'd love to connect and learn more about what prompted your interest and address any questions you may have.

Can we set a time this week to explore this further?

DAY
12

Email 03

Hoping to Help!

{{contact.first_name}},

I'm not sure if you received my previous outreach, but I would love to have a brief conversation about your current call center environment and {{organization.name}}.

Can we set a time to explore this further?

DAY
16

Email 04

Quick Question

{{contact.first_name}},

Hope you are having a great day! I haven't heard back yet from my previous outreach, I completely understand if you've been busy and this isn't top of mind yet. Can I ask what prompted your initial interest in {{organization.name}}?

DAY
22

Email 05

Contact Center Project?

{{contact.first_name}},

I wanted to resurface my outreach and see if evaluating a contact center solution was an open initiative at this time?

If so, I'd be happy to set up a call to learn more about your project requirements and how {{organization.name}} could add some value. Looking forward to connecting!

DAY
27

Email 06

Checking In

{{contact.first_name}},

I'm going for entrepreneurial persistence rather than annoyance, so my apologies if it's the latter! I would love to connect if you have some free time on your calendar this week.

DAY
31

Email 07

Re: Checking In

Hi {{contact.first_name}},

Looking to pick your brain here on my previous outreach – do you have 15 minutes to connect? Let me know what works best for you.

DAY
35

Email 08

Have I lost you?

Hi {{contact.first_name}},

I haven't heard back from my previous emails or voicemails so I'm getting a sense there's been a shift in priorities and discussing {{organization.name}} is now lower on that list.

If this is no longer an interest for you, let me know. I'm also happy to reach out down the road if this isn't the best time to connect.

DAY
35

Email 08

Should I stay or should I go?

{{contact.first_name}},

Checking in to see if you've received my previous messages regarding {{organization.name}}?

I've reached out, but have not heard back from you, so I'll assume that it's either not the right time, or you've solved your biggest contact center challenges.

I would hate to wave the white flag, but let me know if I should.

{{contact.first_name}} - {{organization.name}} Demo

Hi {{contact.first_name}},

I understand you are looking to find out more about {{organization.name}}'s seller solutions- can you tell me a bit more about what you're looking to learn?

Best,

DAY
01

Email 01

Your {{organization.name}} Contact Request

Hi {{contact.first_name}},

My role here is to get you in touch with the right resources. In order to do so, I just need a little more information on your specific instance.

- What is your main goal with using {{organization.name}} Enterprise?
- How many developers and IT people are on your team?
- What kind of version control are you currently using?
- Do you require any specific integrations or security requirements? (On-Premise, SAML, SSO, LDAP, Auditing/Compliance)
- Do you have a timeline in mind for your evaluation?

What are some specific days/times that will work for an introductory call with your Account Manager on Wednesday or Thursday?

Looking forward to your reply!
[SIGNATURE]

DAY
03

Email 02

Re: Your {{organization.name}} Contact Request

Hi {{contact.first_name}} - Just tried to call.

I'm following up on your inquiry for {{lead.display_name}} and I'd love to connect sometime this week. Let me know if you have time to hop on the phone or if you'd prefer communicating via email, that's perfectly fine as well.

Cheers,
[SIGNATURE]

DAY
08

Email 03

Re: Your {{organization.name}} Contact Request

Hi {{contact.first_name}},

I wanted to follow up to see if there's a good time to connect.

How's Thursday, Friday or Monday looking?

Look forward to hearing from you,
[SIGNATURE]

GitHub

DAY
14

Email 04

Re: Your {{organization.name}} Contact Request

Hi {{contact.first_name}} - You sent through a request a little while ago, and I want to make sure your questions are answered.

Do you have time to chat in the next few days?

Cheers,
[SIGNATURE]

DAY
19

Email 05

Re: Your {{organization.name}} Contact Request

Hi {{contact.first_name}},

Following up as I haven't heard from you. Would love to help in any way that I can. Let me know if there's a good time to connect.

Best,
[SIGNATURE]

DAY
35

Email 06

Re: Your {{organization.name}} Contact Request

Hi {{contact.first_name}},

I wanted to give you a little space and be respectful of your time. Can you let me know if it makes sense to connect now or down the road?

All the best,
[SIGNATURE]

DAY
01
Email 01

Your pricing request

Hi {{contact.first_name}},

Looks like you're ready to see how much {{organization.name}} costs. Right on.

When works best on your end for a quick call? We can discuss a ballpark price, talk about what you're looking for, and figure out if {{organization.name}} would be a strong fit for you (and your budget). Feel free to book time on my calendar.

If it helps answer some questions, here's a 5-min demo video so you can take a peek at {{organization.name}}.

Talk soon,

PS - Since pricing is top of mind, you'll like this: We analyzed over 11K sales opportunities to learn how top sales people discuss price. Check it out here.

- -

DAY
06
Email 02

Re: Your pricing request

Any thoughts here, {{contact.first_name}}?

- -

DAY
08
Email 03

Re: Your pricing request

Hi {{contact.first_name}},

Three things slip my mind all the time: call my parents back (whoops), charge my phone, and reply to that one email I meant to get to.

In case you're all too familiar with the latter, I'm circling back to your price request from the other day – still interested?

If yes, you can pick your favorite time of the week to meet here: [SCHEDULING LINK]

Talk soon,

DAY
12

Email 04

How to build trust with your buyers

Hi {{contact.first_name}},

Everyone likes "free."

That's why I'm sharing our brand new research post, 3 Powerful Tactics To Build Rapport That Work Wonders In 2020.

Here's the good news: the principles behind building rapport are the same whether your team is in-person or selling from their living room. The tricky part is tackling the new WFH challenges (which the post discusses).

How's your team adjusting to virtual selling?

DAY
14

Email 05

Their words not mine

Hi {{contact.first_name}},

Figured you like hearing about big sales wins (don't we all?), so sharing a couple that might resonate with you:

- Hubspot perfects coaching
- Pendo increases win rates
- Drift aligns go-to-market teams
- As you plan your 2021 goals, which of these stories resonate with you most?

DAY
17

Email 06

Re: Their words not mine

Hi {{contact.first_name}},

After researching your company and trying to learn what may be of value to you, I thought these two quotes from G2 may resonate...

"Essential tool if you're building a remote sales team. With things changing so frequently it's an indispensable way of getting the word out to a remote team." - Ramon E, Global VP of Sales.

"As a remote employee, you miss out on hearing colleagues have conversations with customers and prospects. With {{organization.name}}, I can do a quick search and instantly listen to the best and most seasoned reps in the company." - Buck F, Channel Account Manager.

If you're looking for ways to increase sales visibility or improve deal execution in 2021, how about we grab a few minutes Wednesday to see what this would look like at your company, and if you're not impressed we can **air five** and walk away as friends?

DAY
20

Email 07

If pricing is on your mind...

Hi {{contact.first_name}},

Is your team using the phrase "list price" when discussing price with your buyers?

After analyzing 2M sales calls, we discovered that phrase extends sales cycles by 19%.

That's because it signals the price is flimsy with room to negotiate, adding more time discussing price (and delaying signature).

Imagine how you could help your team win more deals if you had full visibility into their pricing conversations.

Are you interested in using this level of insight to improve your sales execution?

DAY
25

Email 08

Should I stay or should I go(ng)?

Hi {{contact.first_name}},

We're both in sales, we're in the same boat. And even though 2020 was a roller coaster, one thing remains: sales orgs need to find a way to win.

That's our MO – helping sale leaders address skill gaps and improve sales productivity.

That said, it doesn't seem like I've landed on your radar – so does it make sense to circle back next quarter?

Or if you're simply not interested, do let me know. (I've got thick skin, I'll be okay :)

Cheers,

DAY
01
Email 01

{{organization.name}} Sales Inquiry

Hello {{contact.first_name}},

I am reaching out from {{organization.name}} as I saw you filled out a sales inquiry on our website.

Do you have a couple of moments to speak about your deployment?

Best,

[SIGNATURE]

DAY
02
Email 02

Re: {{organization.name}} Sales Inquiry

Hi {{contact.first_name}},

Bringing this to the top of your inbox, I understand how easily things can get lost in the shuffle. We'd love to know where you see {{organization.name}} fitting into your project.

Below is a link to my calendar where you can schedule a time to talk further about your IoT deployment with {{organization.name}}.

[SCHEDULING LINK]

Best,

[SIGNATURE]

DAY
06
Email 03

Re: {{organization.name}} Sales Inquiry

Hello {{contact.first_name}},

When you contacted the team at {{organization.name}} a few days ago, what were you looking to learn? Perhaps you were just gathering information or were curious about what we were able to offer in terms of connectivity.
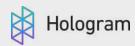
Either way, I'm here to be a resource, please let me know what next steps look like on your end for your IoT deployment. Here is a link to book time on my calendar: [SCHEDULING LINK]

I'm happy to make a note to follow-up at a better time if this is no longer top of mind.

Let me know!

Best,

[SIGNATURE]

DAY
13

Email 04

Re: {{organization.name}} Sales Inquiry

Hi {{contact.first_name}},

I wanted to send one last email to be sure you are aware of all of the resources available to you when deploying your IoT devices with {{organization.name}}.

Here is a high-level overview of a few of the capabilities we offer:

- The best coverage possible on a single SIM (all U.S networks, 550+ carriers globally).
- No hidden fees to activate, deactivate, or pause SIMs.
- Dashboards and APIs to easily manage devices as you scale.
- SIMs that ship globally within 3 days.

We also offer a free pilot SIM, with this SIM you'll be able to experience what it is like to deploy with {{organization.name}} connectivity. The following link will direct to the page to order your pilot SIM.

Best,

[SIGNATURE]

DAY
01

Email 01

{{organization.name}} Follow-up

Hi {{contact.first_name}},

Thank you for your interest in {{organization.name}}! My name is {{user.first_name}}, and I'm here to answer your initial questions about {{organization.name}} and help determine the best fit for your environment.

Currently, IT teams across the country have been tasked with transitioning their workforce to remote environments due to these uncertain times. How is your organization adapting your IT strategy to support? {{organization.name}} helps empower a secure strategy to successfully support your staff's access to important resources regardless of their location.

I understand that your time is important, so if you can provide me with the answers to the following questions, I will make sure to get your information to our sales team for follow-up in a timely manner:

How many and what kind (Mac, iOS, Apple TV) of Apple devices are you looking to manage? (Estimates are perfectly fine!)

How are you currently managing those devices today?

Do you have specific needs you're wanting {{organization.name}} to accomplish?

How many employees or students are in your population, and where are you located?

Thanks {{contact.first_name}}, I look forward to connecting!

{{user.first_name}}

JET BRAINS

DAY
01

Email 01

[{{organization.name}}] Re: All products pack - Volume licensing

{{contact.first_name}},

Companies will need to purchase a separate commercial license for each developer - for the All Products Pack license it is $649/each.

If you'd like a formal quote sent, please provide the following:

- Product:
- Quantity:
- Company name:
- Company billing address:
- Company shipping address:
- License delivery contact (first, last, email):
- Billing contact if different from delivery contact (first, last, email):

Thank you for your interest in our products!

Best Regards,

DAY
01
Email 01

{{organization.name}} Introduction: {{lead.display_name}}

Hi {{contact.first_name}},

Thanks for reaching out. I'd be more than happy to help nail down on {{organization.name}}'s offering. Please let me know if you'd be available at any of the time slots below.

Monday (Feb 8) 12-12:30 PM PST
Tuesday (Feb 9) 9-9:30 AM PST
Tuesday (Feb 9) 12-12:30 PM PST
Wednesday (Feb 10) 9:30-10 AM PST
Wednesday (Feb 10) 10-10:30 AM PST
Thursday (Feb 11) 9-9:30 AM PST
Thursday (Feb 11) 10-10:30 AM PST
Thursday (Feb 11) 1-1:30 PM PST
Friday (Feb 12) 9-9:30 AM PST

I look forward to connecting soon!

Thank you,

{{user.first_name}}
[SIGNATURE]

DAY
07
Email 02

Re: {{organization.name}} Introduction: {{lead.display_name}}

Hi {{lead.display_name}},

Following up on my note from a few days ago. Please let us know if you'd like to schedule a brief call to discuss how {{organization.name}} could help {{lead.display_name}} with trusted identity verification.

If you like, pass me a couple dates and times that work best and once confirmed I'll send over a meeting invite.

DAY
17
Email 03

Do you need ID Verification?

Hi {{contact.first_name}},

Identity verification is only good when it is correct(works?). {{organization.name}} prevents 99% of fraudulent transactions using AI and biometrics.

Check out all the different verification methods on the market here.

Additionally, if you are still researching identity verification solutions, I'd be happy to setup a quick call. I'm always here to assist with your specific use case.

Best,

{{user.first_name}}

[SIGNATURE]

jumio.

DAY
37

Email 04

Does {{lead.display_name}} still need {{organization.name}}?

Hi {{contact.first_name}},

Hope you're having a great Friday! Checking in to see if you got my voicemail. I know things can get lost and I wanted to get back on your radar.

Are you open to a quick call? Otherwise, is there somebody on your team that this conversation would be better suited for?

Thank you,

{{user.first_name}}

[SIGNATURE]

KickFire®

DAY 01
Email 01

{{organization.name}} Inquiry

Hi {{contact.first_name}},

Thank you for reaching out to {{organization.name}} with an interest in our solution. I would love to connect at your earliest convenience to discuss our solutions, and our data more deeply. As well as better understand what you and your team is looking for.

Here is a link to my Calendar, looking forward to hearing from you. [SCHEDULING LINK]

Thank you!

--
[SIGNATURE]

DAY 02
Email 02

{{organization.name}} Inquiry

Hi {{contact.first_name}},

Thank you for submitting an inquiry to learn more about {{organization.name}}'s powerful IP-to-company intelligence.

We have many different deployment methods and solutions, so connecting for a 15-minute call to discuss your goals and objectives (and criteria for success), can help me point you in the direction of the right tool for your needs.

You're welcome to send me a couple of times that work for you to set up a call. Conversely, for your convenience, view a link to my calendar here: [SCHEDULING LINK]

Looking forward to connecting.

Thank you!

--
[SIGNATURE]

DAY 03
Email 03

Re: {{organization.name}} Inquiry

Hi {{contact.first_name}},

No connection yet. I wanted to send over a quick blog read for you to review if interested in the power of {{organization.name}}, and how our LIVE Leads solution can help you identify your website traffic and drive leads into your sales team's pipeline.

[LINK]

Looking forward to hearing from you.

Thank you!

DAY
06
Email 04

Re: {{organization.name}} Inquiry

Hi {{contact.first_name}},

Happy Monday.

I hope all is well with you. No connection yet, please let me know if you have any concerns, I would love to hop on a quick call to discuss our intent data, and how we can help you and your team.

Looking forward to hearing from you.

Thank you!

DAY
09
Email 05

Re: {{organization.name}} Inquiry

Hi {{contact.first_name}},

While there is not meeting booked yet. I also want you to have some content to read up on and understand the power of {{organization.name}}.

[LINK]

Our website was recently updated, with an updated blog page. Feel free to browse around like a bookstore or Library.

Here is a link to my Calendar, looking forward to connecting with you and walking over our platform. [SCHEDULING LINK]

Thank you!

DAY
11
Email 06

Re: {{organization.name}} Inquiry

Hi {{contact.first_name}},

I hope you're having a great day. We just came out with an ABM tech-tris, something fun for you and your team to play and get familiarized with the ABM world.

[LINK]

[engaging animated gif]

Feel free to share this with your team, and have some fun!

DAY
20

Email 07

Re: {{organization.name}} Inquiry

Hi {{contact.first_name}},

Happy Tuesday, I hope all is well with you and your team. We have yet to be able to get acquainted since you reached out to us with an inquiry and an interest in our intent data. I would love to connect with you and your team to discuss our solutions.

Looking forward to hearing from you. Here is a link to my Calendar. [SCHEDULING LINK]

Thank you!

DAY
01

Email 01

{{organization.name}} Security Awareness Training

Hi {{contact.first_name}},

I recently received your request to discuss Security Awareness Training. I'm happy to help you with this.
Are you available to meet today at 10am or 11am or Monday sometime?

Best,
{{user.first_name}}

DAY
06

Email 02

Trying to connect

Hi {{contact.first_name}},

I tried calling the number you provided but it just beeps. Is there a better number to reach you at?

Best,
{{user.first_name}}

DAY
07

Email 03

{{contact.first_name}} Quick Question

Hi {{contact.first_name}},

I recently received your request for contact. I am happy to help! What is a good number to reach you?

{{user.first_name}}

DAY
11

Email 04

Quick call?

{{contact.first_name}},

I just called but the number I have isn't connecting.

I thought this blog post was interesting and could be helpful for mapping out cybersecurity training plans
for 2021.

Can we schedule a quick call to discuss? To make it easy, I'll send you a calendar invite and include a
Zoom meeting. Sometimes it's easier to show, not tell you about our simulated phishing and training
content.

If it's convenient please accept so I know it made it through your firewall safely. ***Feel free to move the
meeting around to a time that works. :)

Thanks,
{{user.first_name}}

DAY 11 — Email 05

Invitation: {{lead.display_name}} / {{organization.name}} Quick Chat @ Thu Feb 18, 2021 1pm - 1:30pm

You have been invited to the following event.
{{lead.display_name}} / {{organization.name}} Quick Chat

Hi {{contact.first_name}},

I look forward to learning more about your Security Awareness Program and the unique needs of {{lead.display_name}} . Happy to share some insights on how we are helping other healthcare organizations to see it it might benefit yours too!

If this works, please accept! If not, let me know a better time?

Thanks!

DAY 14 — Email 06

Security Awareness Training - help

Hi {{contact.first_name}},

You must be swamped with multiple projects. I can help you get the Security Awareness Training information via email if that's easier.

Here is a link to product overview and pricing on our website. [LINK]
There is a 20% discount with a 3 yr. subscription instead of the 1 yr.

If you would like a quote I can send one over to you now.

Let me know?

Thanks,
{{user.first_name}}

DAY 28 — Email 07

{{organization.name}} - Quick, Easy and Automated

Hello {{contact.first_name}},

Security Awareness Training and frequent phishing tests can make a huge difference when an employee receives a phishing email or any type of social engineering attack.

{{organization.name}}'s platform was built to be rolled out in under an hour and is automated, allowing you to focus on all of your other projects.

Would you be interested in getting more information on our program and pricing for your organization?

All I need is a reply with the number of employees that you have and I will send everything over.

Here is an overview of the {{organization.name}} Platform and Program: [LINK]

All the best,
~{{user.first_name}}

DAY
35
Email 08

{{organization.name}} End of Quarter Promo

Hi {{contact.first_name}},

Hope all is well. Unfortunately things aren't getting any better out there. I'm sure you've heard about the massive Microsoft Exchange hack......[LINK]

We want to do our part to help {{lead.display_name}} rollout Security Awareness Training and phishing tests to your employees ASAP.

Would you be interested in seeing pricing that includes the promotional discount, along with more information on how to get started?

All the best,
~{{user.first_name}}

- -

DAY
77
Email 09

{{organization.name}} Quote and Information

Hello {{contact.first_name}},

With the cyber attacks increasing, Security Awareness Training and Phishing tests for employees has become a key defense for organizations.

I'd like to send over some information and pricing for {{organization.name}}, so that you can have a look.

Would you mind hitting reply with the number of employees that you have?

I'll send everything over and you can let me know if you would like to talk further.

Thank you {{contact.first_name}}!

Best regards,
{{user.first_name}}

LastPass

**DAY
01**

Email 01

Thanks for your interest in {{organization.name}}

Hi there,

Thanks so much for your interest in {{organization.name}}. A member of our sales team will be reaching out shortly to help answer your questions. In the meantime, here are some frequently asked questions to help get you started:

Which {{organization.name}} business offering is best for my team?

Identity
Unified single sign-on, multifactor authentication, and password management
Try Identity free → $8 /user /month

Enterprise
Single sign-on and password management solution for an unlimited amount of users
Try Enterprise free → $6 /user /month*

Teams
Simple and secure password management recommended for teams of 50 or less
Try Teams free → 4 /user /month*

MFA
 Increase security for your business through multi-factor authentication
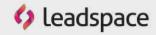Try MFA free → $3 /user /month*

Do you offer nonprofit pricing?

{{organization.name}} does not offer non-profit pricing at this time. However, {{organization.name}} does offer a discounted rate via Internet 2 for colleges and universities that qualify.
View {{organization.name}} offering on Internet 2 →

Do you offer partnerships opportunities?

Yes, as part of the {{organization.name}} Partner Network, we offer partnerships with sales partners and MSPs.
View partnership opportunities →

leadspace

DAY
01
Email 01

Following up

Hi {{contact.first_name}},

I wanted to send a note to follow up on the Demo Request you submitted through the {{organization.name}} website. Here at {{organization.name}} we strive to help B2B organizations like RingCentral, HPE, and AMEX become more data-driven and connect the dots across their go-to-market efforts.

Our pricing packages start at $55k — based on your use cases and the size of your database — with an annual commitment. Companies that have a CRM and Marketing Automation Platform in place with a database of over 100k records usually see the most value from our solutions. Customers with annual revenue of $50M or more see an immediate ROI.

If you are open to our pricing and contract details listed above, I would love to chat about how {{organization.name}} could be your solution!

[SIGNATURE]

DAY
21
Email 02

re: following up

Hi {{contact.first_name}},

Just dropping you another line regarding your Demo Request with us here at {{organization.name}}, as I mentioned before, we strive to help B2B organizations like RingCentral, HPE, and AMEX become more data-driven and connect the dots across their go-to-market efforts. I would love to chat about how we could be great for {{lead.display_name}}!

[SIGNATURE]

logdna

DAY
01

Email 01

Thanks for your interest in {{organization.name}}

Hey {{contact.first_name}},

Would be happy to share a bit more around what {{organization.name}} is all about. Did you have any specific questions/interests as you look into logging software? Or were you just looking for a brief overview?

Either way looking forward to connecting!

Warm regards,
{{user.first_name}}

DAY
02

Email 02

Re: Thanks for your interest in {{organization.name}}

Hey {{contact.first_name}},

Hope you are doing well!

Wanted to follow-up on my message from yesterday to see if you were still interested in learning more about {{organization.name}}? If so, I'd love to schedule some time to speak with you briefly to see how {{organization.name}} could be of value to {{lead.display_name}}.

Would you have any availability on this week to chat? Please let me know what day/time works best for you or you can find a time on my calendar that works for you.

Regards,
{{user.first_name}}

DAY
13

Email 03

Re: Thanks for your interest in {{organization.name}}

Hi {{contact.first_name}},

Thought I would ping you again to see if you were looking at evaluating a multi-cloud log management platform with 2000+ happy customers including IBM Cloud, Instacart, Lime and Virgin Australia.

Would you be available to connect about your logging infrastructure this week or next?

Thank you,
{{user.first_name}}

DAY
20
Email 04

Logging Made Simple

Hey {{contact.first_name}},

To better help your research on log management, I have G2 Crowd's most recent industry review of logging tools. [LINK]

When compared to other solutions like Splunk, DataDog, and Sumo Logic, {{organization.name}} scored the "Lowest Total Cost" and "Best Ease of Use" across the industry.

If you don't 100% love your logging solution as of now, its at least worth diving into a little.

Thank you,
{{user.first_name}}

DAY
23
Email 05

Re: Logging Made Simple

Did I drop the ball? Seems like I couldn't get a hold of you to chat about the demo request you submitted.

Since you had some interest in learning a bit more about {{organization.name}} I figured I'd include a few key highlights below:

* Pay only for what you use with our industry-exclusive metered billing
* Automatic parsing of custom JSON, HTTP access logs, and more
* Native Kubernetes integration: 2 command install with metadata support
* Blazing fast search speed (40-200 GB/sec)
* Visualize your log data with beautiful graphs

If there's a better time to connect let me know, otherwise feel free to give me a shout down the line.

Regards,
{{user.first_name}}

Lucidchart

DAY
01

Email 01

{{organization.name}} | Responding Back!

Hi {{contact.first_name}},

I received the request you submitted via the website.

Let's jump on a quick call to get everything squared away for you. When would be a good time (and timezone) to reach you and what is the best number to reach you?

Book a time here.

I look forward to speaking with you!

Cheers,

DAY
05

Email 02

Re: {{organization.name}} | Responding Back!

{{contact.first_name}} any availability for that call today?

I look forward to working with you.

Cheers,

DAY
06

Email 03

Re: {{organization.name}} | Responding Back!

Hey {{contact.first_name}}, if today doesn't work for a call, would next week work best?

Cheers,

DAY
08

Email 04

Re: {{organization.name}} | Responding Back!

{{contact.first_name}}, hopefully things have settled down, any availability for a quick call?

Cheers,

DAY
12

Email 05

Re: {{organization.name}} | Responding Back!

Hey {{contact.first_name}},

Don't mean to keep bothering you, just hoping to help you get the most out of {{organization.name}}!

Are you available at all this week?

Cheers,

DAY
14
Email 06

Re: {{organization.name}} | Responding Back!

{{contact.first_name}},

Would it be easier if we just coordinated via email? It's not ideal, but if it's our only option then we can make it work.

Let me know!

Cheers,

DAY
18
Email 07

Re: {{organization.name}} | Responding Back!

Hey {{contact.first_name}}, hope everything is ok.

Is this conversation still worth having?

DAY
20
Email 08

Schedule a Call

Hey {{contact.first_name}},

I haven't heard back from you for a while, is it worth me continuing to reach out?

DAY
21
Email 09

Re: Schedule a Call

Have you given up on this project regarding {{organization.name}}?

Cheers,

DAY
25
Email 10

Re: Schedule a Call

Dear {{contact.first_name}},

A, B, or C please.

Haven't heard from you in a while and need a favor. So I can "take a hint", can you please respond with:

A: I've been busy, but I'll get back to you ASAP.
B: Snags with the project, so hang on and I'll get to you soon.
C: I've been abducted by aliens and we are going in a different direction, thanks, but not now.

A, B, or C please. That would help.

Thanks,

{{user.first_name}}

DAY
01
Email 01

{{contact.first_name}}, your {{organization.name}} demo request

Hello {{contact.first_name}},

Thank you for requesting a {{organization.name}} demo! You can view our on-demand demo here.

If you'd like to see a live demo, we host those every week and you can add an upcoming session to your calendar using these links: Americas | Europe

If there are any questions I can help with, please let me know!

Thanks,
[SIGNATURE]

DAY
01
Email 02

Re: {{contact.first_name}}, your {{organization.name}} demo request

Hi {{contact.first_name}},

This is {{user.first_name}} from the Customer Development Team here at {{organization.name}}. I wanted to reach out because I noticed that you were looking to learn more about {{organization.name}}. Here are some resources and a Demo video that will help you get started:

Demo Video

Demo Environment (create a {{organization.name}} account to explore with sample data).
We also offer a live demo webinar on Tuesdays and Fridays at 10AM PST. Sign up here!

Best,
[SIGNATURE]

DAY
03
Email 03

Re: {{contact.first_name}}, your {{organization.name}} demo request

Hi {{contact.first_name}},

I'm hoping that the resources I passed along in my previous email were helpful. If you'd like to explore {{organization.name}} on your own, you can access our demo data sets here. If there's anything additional I can help with, please don't hesitate to reach out!

Best,
[SIGNATURE]

DAY
01
Email 01

Let's chat about Pro options for {{organization.name}}

Hey {{contact.first_name}},

Looks like you're interested in learning more about {{organization.name}} Pro options for your team.

I'd like to schedule 10-15 minutes to connect you with an expert about your interest in our volume discounts, SAML-based authentication, and enhanced support options for {{organization.name}}.

When would be an ideal time, either today or Tuesday?

Best,

[SIGNATURE]

DAY
05
Email 02

Your Pro options for {{organization.name}}

Hey {{contact.first_name}},

Are you still interested in learning more about {{organization.name}} Pro options for your team?

I would love to schedule 10-15 minutes to connect you with an expert about your interest in our volume discounts, SAML-based authentication, and enhanced support options for {{organization.name}}.

When would be an ideal time, either today or Thursday?

Best,

[SIGNATURE]

DAY
01

Email 01

{{lead.display_name}} | {{organization.name}} follow up

Hi {{contact.first_name}},

Thanks for contacting us! Just wanted to quickly follow up on your message through the website regarding {{lead.display_name}} and {{organization.name}}.

I thought you might find these resources valuable in your evaluation of {{organization.name}}:
- {{organization.name}} Overview
- Gartner Names {{organization.name}} a Leader in Access Management Magic Quadrant
- {{organization.name}}'s Customers

Do you have some time Monday or Tuesday to review your current priorities with our team of experts?

Best,
[SIGNATURE]

....

DAY
02

Email 02

Re: {{lead.display_name}} | {{organization.name}} follow up

Hi {{contact.first_name}},

Following up on my note from yesterday - do you have time to connect this week about your interest in {{organization.name}}?

Happy to help in any way I can!
[SIGNATURE]

....

DAY
07

Email 03

Your interest in {{organization.name}}

Hi {{contact.first_name}},

Are you still interested in exploring {{organization.name}} as your identity and access management platform? Based on the note you sent over a few days ago, I thought it might be helpful if I highlighted some of {{organization.name}}'s projects:

- Saving Carlisle Construction over $100k by sunsetting ADFS and automating provisioning requests
- Seamlessly onboarding and authenticating Bazaarvoice's 590M+ monthly users
- Implementing SSO to cut down on the number of password-change requests Infusionsoft's IT team processes

What's the best way to get 20 minutes of your time? Let me know and I'll follow up with a calendar invite.

Thanks,
[SIGNATURE]

DAY
13

Email 04

Re: Your interest in {{organization.name}}

Hi {{contact.first_name}},

Following up to my previous notes regarding your interest. My goal is to ensure that you have all the materials you need while you evaluate {{organization.name}}.

Are you the correct person to discuss identity and access management initiatives with? If not can you point me in the right direction?

Best,
[SIGNATURE]

Outreach

DAY
01

Email 01

Thanks for reaching out- {{organization.name}} pricing

Hello,

Congratulations on taking the first step in growing your sales! And thanks for reaching out regarding {{organization.name}} pricing.

I can say that one seat starts at $140/month, billed annually. All of our customers use {{organization.name}} slightly differently, so the best place to start would be a brief conversation with one of my colleagues to dive into your specific use case.

Along with discussing your specific use case and pricing, please provide some clarity on the questions below:
- What email client are you currently using (Gmail/Outlook)?
- What CRM is your team currently using?
- How many people on your team would be using the platform?
- What goal(s) are you hoping {{organization.name}} can help you reach?
- What is the best number to reach you at? How does a phone call on either tomorrow or Wednesday sound?

Best,
{{user.first_name}}

P.S. Here's a video that will give you some insight into how {{organization.name}} helps sales reps accelerate their time-to-close. [LINK]

DAY
08

Email 02

Re: Thanks for reaching out- {{organization.name}} pricing

Hi,

Just reaching out - you requested pricing a few days ago and I haven't heard back from you yet. Do you have everything you need to move forward with your evaluation? In case you're interested, here's a comprehensive overview of all the features you get with the {{organization.name}} platform. [LINK]

Please let me know if you have any questions regarding this document.

Best,
{{user.first_name}}

DAY
24

Email 03

Your request

Hi,

You requested pricing a couple weeks ago, but we never had a chance to connect. Is there anything else I can do at this time, or should I close out this request?

Please let me know either way.

Best,

[SIGNATURE]

50

DAY
01
Email 01

Thanks for contacting us

We Can't Wait to Chat

Thanks for filling out that form! We're excited to show you our solutions in action. Someone will be reaching out to you soon to schedule your demo and talk about how our solutions can work for you.

Is patience not your virtue?

Give us a call at {{user.phone}} to chat with us immediately.

. . . .

DAY
02
Email 02

Requesting Demo - {{lead.display_name}}

Hi {{contact.first_name}},

Thank you for your interest in {{organization.name}}. I am currently in contact with one of our Sales Directors to assist me with providing me with an Account Executive that covers your area. Once I receive word on who your local representative is, I will get you connected with them!

In the meantime, please confirm and provide the following information:

- Company: {{lead.display_name}}
- Phone Number: {{contact.primary_phone.phone}}
- Number of Employees:
- Company HQ Address:
- Current Provider:
- How Did You Hear About Us?

They'll work with you to understand your current payroll and HR challenges and develop a solution.

Thank you,

. . . .

DAY
03
Email 03

{{organization.name}} Demo with {{lead.display_name}}

Hi {{contact.first_name}},

I was unable to connect with you yesterday. I wanted to reach out to get an idea of what you are looking for and when you might be available for a virtual demo.

I look forward to hearing back from you.

. . . .

DAY
10
Email 04

{{organization.name}} Demo with {{lead.display_name}}

Hi {{contact.first_name}},

I wanted to check in with you. Are you still reviewing vendors for Payroll and Human Capital Management?

Thanks!
{{user.full_name}}

DAY
01

Email 01

Your request with {{organization.name}}

Hey {{contact.first_name}},

I see you requested to be contacted by our team — how can I help?

I tried giving you a call at {{contact.primary_phone.phone}} but the call couldn't go through. Is there a better number to reach you?

Thanks,

[SIGNATURE]

DAY
02

Email 02

Your request at {{organization.name}}

Hello {{contact.first_name}},

I know you were interested in learning more about {{organization.name}} for your team.

When is a good time for us to connect on this?

[SIGNATURE]

DAY
04

Email 03

Re: Your request at {{organization.name}}

Hi {{contact.first_name}},

I've called and emailed a few times, but haven't been able to reach you.

Is this still something you're interested in discussing?

DAY
09

Email 01

re: Contact us

Hi {{contact.first_name}},

Thanks for reaching out to the {{organization.name}} Sales team. If you can answer a few questions when you have a moment, I will get you in touch with the right {{organization.name}} expert ASAP:

- Which {{organization.name}} solution(s) are you exploring?
- What problems are you trying to solve?
- Do you have business objectives you can share that might narrow down your search?
- Are you looking for technical support or training?

I have availability this afternoon, Wednesday, and Friday to give you a call and discuss. If none of these work, let me know some days/times that work for you for me to give you a call.

Looking forward to working with you,

[SIGNATURE]

RIPPLING

DAY
01

Email 01

{{organization.name}} Quote Request for {{lead.display_name}}

Hi {{contact.first_name}},

I just received your {{organization.name}} quote request.

Our plans start at $8 per user / month. I'd love to set you up with a {{organization.name}} advisor who can give you a quick demo, confirm the features you need, and create a custom quote based on your needs.

Assuming you're interested, can you please confirm:
- What day / time are you available?
- How many employees do you have (FT, PT, 1099, US and/or International)?
- I'll send over a calendar invite as soon as I hear back.

Thank you!
{{contact.first_name}}

DAY
01
Email 01

{{contact.first_name}}, five minutes?

Hi {{contact.first_name}},

I see you filled out a contact me form on our website. How can I help you today?

Perhaps a quick 5-10 minute phone call would be more efficient so I can answer your questions and provide you with resources.

Let me know when a good time to talk would be.

Best,
[SIGNATURE]

DAY
05
Email 02

5 minutes?

Hi {{contact.first_name}},

I noticed you had the opportunity to take a look at our website. What brings you to {{organization.name}}?

I'd like to take 5 minutes to understand your business needs so I can save you time and help point you in the right direction.

Let me know what time works best for me to reach out.

Best,
[SIGNATURE]

DAY
01
Email 01

Thank You

Thank you for contacting {{organization.name}}

We're happy to provide the information you requested and will respond to your inquiry as soon as possible.

Kind regards,
Your {{organization.name}}

DAY
03
Email 02

RE: Solutions

Hello {{contact.first_name}},

Thank you for contacting {{organization.name}}, I will be happy to assist you with that.

Thank you also for your interest in {{organization.name}} Solutions. In order for me to align you with a product specialist, please fill in the following information, as {{organization.name}} solution are scaled by company size, extend and functionality.

- What {{organization.name}} solution are you interested in purchasing for your company?
- What your company does and what are the tools being used to manage your environment currently?
- What are some of the challenges you are facing at the moment in that regard, why do you need to implement this module?
- How many employees does your company have and how many would require direct access to the new solution?

I'll have a local Product Specialist contact you as soon as I have the above information, on priority.

Looking forward to your reply and please if you have any further questions, do not hesitate to contact us again.

Best Regards,

[SIGNATURE]

SEMRUSH

DAY
01
Email 01

{{organization.name}} Inquiry

Good Morning,

I received a notification that you had sent a message saying you're interested in looking at {{organization.name}} for your company. I can help you out with that. Would you like to schedule a walkthrough of the platform to see if it would be a good fit for you?

Thank you,

[SIGNATURE]

DAY
02
Email 02

Re: {{organization.name}} Inquiry

Good Morning,

Hope all is well! Any thoughts on this?

Thank you,

[SIGNATURE]

DAY
05
Email 03

Re: {{organization.name}} Inquiry

Hey {{contact.first_name}},

Happy Friday! Just wanted to follow up with you on this. Still interested in {{organization.name}}?

Have a great weekend.

Thank you,

[SIGNATURE]

DAY
23
Email 04

Re: {{organization.name}} Inquiry

Good Afternoon,

Just checking in with you one more time about this.

Please let me know if you can.

Thank you,

[SIGNATURE]

servicenow.™

DAY
01
Email 01

{{organization.name}} Follow-Up

Hi {{contact.first_name}},

I want to quickly introduce myself. My name is {{user.full_name}} and I work on the {{organization.name}} Support Team with your account.

Simply reaching out because I saw you recently Registered for a Contact Us form on IT Operations Management. Was there something specific you were looking for?.

Do you have a couple minutes this week to connect? I'd like to learn more about your role within your company to see if there are any areas we align on and if we can help.

Warm Regards,
{{user.full_name}}

DAY
12
Email 02

Registration Follow-Up

Hi {{contact.first_name}},

I want to quickly introduce myself. My name is {{user.full_name}} and I work on the {{organization.name}} Support Team with your account.

Simply reaching out because I saw you recently Registered for a Contact Us form on IT Operations Management. Was there something specific you were looking for?.

Do you have a couple minutes this week to connect? I'd like to learn more about your role within your company to see if there are any areas we align on and if we can help.

Warm Regards,
{{user.full_name}}

DAY
24
Email 03

Re: Registration Follow-Up

Hi {{contact.first_name}},

I want to quickly introduce myself. My name is {{user.full_name}} and I work on the {{organization.name}} Support Team with your account.

Simply reaching out because I saw you recently Registered for a Contact Us form on IT Operations Management.

Was there something specific you were looking for?
Do you have a couple minutes this week to connect?

I'd like to learn more about your role within your company to see if there are any areas we align on and if we can help.

Warm Regards,
{{user.full_name}}

DAY
01

Email 01

Thanks for contacting {{organization.name}}!

Hi {{contact.first_name}}, thanks for contacting {{organization.name}}!

Here are some initial resources to help you get better acquainted with our platform, find pricing information, or get support if needed:

Want to learn more about the {{organization.name}} product? Watch this 1-minute video to get a full overview of our platform, features, and more.

Looking for pricing information? Check out our Pricing page here.

If you need to connect with someone on our support team, please visit our {{organization.name}} Help Center.

Cheers,
{{user.first_name}}

DAY
02

Email 02

Quick call with {{organization.name}}

Hi {{contact.first_name}},

Thanks for reaching out to the {{organization.name}} Team!

My name is {{user.first_name}}, and I'm an Enterprise Sales Concierge here at {{organization.name}}.
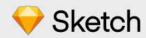
{{organization.name}} is our offering for high growth, high volume merchants. Generally, we see merchants evaluate {{organization.name}} as an option at around $1 Million and over in annual online revenue.

With that, the preliminary price for {{organization.name}} is $2,000 USD a month within a 12-month agreement. What this means to you is that you'll have scaleable strategic tools, dedicated support, and customizable platform features. How important is this benefit to you and your business?

To give you some context; our initial call is to ask a few qualification questions to determine if {{organization.name}} is a potential fit for you (or your client). Typically, these calls only take about 5 minutes.

If you are interested in discussing {{organization.name}} further, feel free to let me know your availability in reply via email.

Thank you

[SIGNATURE]

Sketch

DAY
01

Email 01

Re: Would like to know more about {{organization.name}}

Hello,

Thanks for contacting us. We have received your message and one of our licensing experts will respond as soon as they can.

In the meantime, you might find the information you need in the Licensing and Sales support section of our website.

Have a great day!

{{organization.name}} Customer Support Team

DAY
01

Email 02

Re: Would like to know more about {{organization.name}}

Hi there,

Thank you for reaching out.

If you're still getting familiar with {{organization.name}}, our free documentation is a great place to start:
[LINK]

There are also a few other resources we can recommend:
[LINK]
[LINK]
[LINK]

In case you haven't started yet, you are welcome to download a compatible version that will trigger a trial. The trial will last for 30 days from the first time you launch the app on a new device.

It's fully featured, meaning there are no restrictions on how you can use the app — this includes the ability to install third-party plugins, export your designs, and upload Documents to {{organization.name}} Cloud :)

I hope this is helpful! If there's anything else we can assist with, please don't hesitate to let us know.

Kind Regards,

—
[SIGNATURE]

smartsheet

DAY
01

Email 01

Your questions about {{organization.name}}

Hi {{contact.first_name}},

Your Contact Request Form landed in my inbox, and I'm glad to help.

Do you have time today or Wednesday for us to connect?

Book a meeting with me here

Looking forward to it,
{{user.full_name}}

DAY
03

Email 02

Re: Your questions about {{organization.name}}

{{contact.first_name}}, did you see my last email?

Let me know if you have a few minutes today or tomorrow for a quick call. Or, go ahead and reserve time on my calendar.

Thanks!

DAY
05

Email 03

Re: Your questions about {{organization.name}}

Do you still have questions about {{organization.name}}?

Please let me know the best time to connect.

DAY
01

Email 01

Thanks for your Inquiry! - {{organization.name}}

Hi {{contact.first_name}},

Thanks for reaching out to the new business team here at {{organization.name}}! As a first step, I would love to get some initial information to connect you with the right resource for your type of business (faster response this way). Please answer all questions below:

Business Name & Brief Overview:
- Website if you have one:
- How you envision using {{organization.name}}:
- Annual Revenue (estimate is ok): $
- Annual GPV (amount processed through cards, an estimate is ok): $
- Average Transaction Size: $
- Current POS/Processor:
- Are you looking to integrate {{organization.name}} to your website? (Y/N):
- Timing to switch to {{organization.name}} (timeline):

I also tried reaching out to the {{contact.primary_phone.phone}} number you provided but it said it wasn't in service. Is there a better one for you?

Best,
{{user.first_name}}

DAY
02

Email 02

Following Up-- {{lead.display_name}} + {{organization.name}}

Hi {{contact.first_name}},

I just reached out but the phone number seems incorrect. Is {{contact.primary_phone.phone}} the best one for you?I. I see you reached out to us to gather more information on {{organization.name}}. We'd love to learn more about your business!

Please click the Book Appointment link below to schedule a time that's most convenient for you to discuss {{organization.name}} as a potential fit for your business.

I look forward to hearing from you!

Best,

DAY
06

Email 03

Sorry I Missed You! --{organization.name}} + {{lead.display_name}}
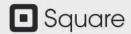
Hi {{contact.first_name}},

Reaching out again in regards to your interest in learning more about {{organization.name}} for your business. Is there a good time for me to reach out?

Please feel free to schedule an appointment with me via the button in my email signature for a time that works best for you.

Looking forward to hearing from you!

Best,

◩ Square

DAY
11
Email 04

Trying to Get in Touch -- {{lead.display_name}} + {{organization.name}}

Hi {{contact.first_name}},

Following up on your interest in learning more about {{organization.name}}.

Please take a moment to schedule an appointment with me via the button in my email signature for a time that works best for you.

Looking forward to speaking with you!

Best,
{{user.first_name}}

DAY
12
Email 05

Reaching Out from {{organization.name}}, Last Try!

Hi {{contact.first_name}},

I've reached out several times regarding your interest in {{organization.name}}, but I haven't had luck getting in touch with you. This will be my last attempt to contact you.

If you would still like to learn about {{organization.name}} for your business, please schedule time with me via the Booking Appointment link below.

Perhaps the timing is off? If this is the case, please feel free to reply to this email and I'll reach out in a month to follow up.

Looking forward to hearing from you soon.

Best,
{{user.first_name}}

DAY
23
Email 06

Reconnecting?

Hey {{contact.first_name}},

Hope you and the team have been staying safe and healthy over the last year!

Noticed you had reached out for some more information in regards to {{organization.name}} at the beginning of February, but we were never able to connect. Curious to see if you had found a new payment solution yet?

Open to chatting some time this week or next to discuss?

Talk soon,
{{user.first_name}}

teem

DAY 01

Email 01

{{lead.display_name}}'s {{organization.name}} Demo Request

Hi {{contact.first_name}},

Thank you for requesting a demo. I am happy to help make that happen. In order to better understand your goals and objectives there are some preliminary details i will need to gather, you can either select a time on my calendar or email the following information below.

- What are you hoping the {{organization.name}} solution can do for you?
- Where are your Headquarters located?
- Where is the location of the office the system is going to be implemented?
- About how many rooms and/or lobbies do you want to manage?
- What calendaring system are you currently using?
- What is your implementation time frame?

I look forward to hearing from you soon and getting this scheduled.

Best,
{{user.first_name}}

DAY 02

Email 02

{{organization.name}} - Reaching Out Per Your Request

Hey {{contact.first_name}},

Thanks again for requesting a product demo of {{organization.name}}. I'd love to learn more about {{lead.display_name}}'s current workplace goals.

When talking with similar companies, we often hear about one or more of the following:
- Lack of conference room visibility
- Underutilized office space
- Inefficient booking tools

Are you experiencing any of the above? When are you available to dig deeper into this?

Best,
{{user.first_name}}

DAY
04

Email 03

Send Invite Over

Hi {{contact.first_name}},

Thanks again for your interest in {{organization.name}} and our products. I'm still trying to nail down a time for your requested demo.

Is your office experiencing the following?
- Double bookings
- Meetings starting late
- People not showing up to booked meetings (Ghost meetings)

If you're no longer interested, please let me know. If you'd still like to take a look, what blocks of time over the next few business days work for you?

Best,
{{user.first_name}}

DAY
11

Email 04

Need a Date/Time

Hi {{contact.first_name}},

I haven't been able to reach you yet via phone or email. What is the best way to get the demo scheduled (if you are still interested)?

Best,
{{user.first_name}}

DAY
18

Email 05

Still Need a Demo?

Hi {{contact.first_name}},

It's been a few weeks since you requested a demo. Hopefully things have cleared up on your schedule.

Is this week easier for you? Next week?

DAY
31

Email 06

{{organization.name}} Requested Demo

Hi {{contact.first_name}},

About a month ago you told us that you wanted a demo, so I wanted to reach back out and see if you were still interested. We were never able to connect, but I would still love the opportunity to show you how easily we can integrate our solution with your current systems.

Do you have time for a call this week? Please let me know.

Best,
{{user.first_name}}

DAY
01

Email 01

{{organization.name}} — Sales follow up

Hi {{contact.first_name}},

My name is {{user.first_name}} and I'm on the Sales team at {{organization.name}} — it's a pleasure to get in touch.

I just saw that you filled out a "Talk to Sales" form and I wanted to make sure I got back to you ASAP — how can I help?

If you want to connect for a quick phone call, you can book on my calendar here: [SCHEDULING LINK], but feel free to send some quick questions over via email if that works better.

Best,
{{user.first_name}}

DAY
03

Email 02

{{organization.name}} — Sales follow up

Hi {{contact.first_name}} — just circling back. {{organization.name}} covers a lot of ground and our team has found that a quick phone call is usually the best way to help our customers out.

You can book a 15 minute call here: [SCHEDULING LINK], but let me know if you would prefer sticking to email.

And if you're looking for inspiration, check out how {{organization.name}} customers, like Lyft and ING, are using {{organization.name}} to enhance their communications. I can send over some dev friendly links (docs or guides) if you're interested.

Best,
{{user.first_name}}

DAY
04

Email 03

{{organization.name}} — Sales follow up

Hey {{contact.first_name}},

What brought you to request contact from us? I can answer specific product questions, talk high level about your project, or anything in between!

Are you free soon for a quick call? Perhaps Wednesday afternoon?

Best,
{{user.first_name}}

DAY
06

Email 04

your {{organization.name}} point of contact // follow up

Hi {{contact.first_name}},

A few days ago you submitted a "Talk to Sales" form. As somebody who speaks with customers daily, I know that roadblocks can occur when getting started with {{organization.name}}.

However, I want you to consider me your point of contact here — if I can't answer any questions you have initially, I can help you find the right resources after the fact.

Are you free in the near future for a quick call?

{{user.first_name}}
[SCHEDULING LINK]
[SIGNATURE]

DAY
09

Email 05

still interested?

Hi {{contact.first_name}},

We know you filled out a Talk to Sales form but you may no longer be interested in talking to us. Totally not a problem—feel free to reach out anytime in the future. We want to make sure every customer is able to succeed with us.

Best,
{{user.first_name}}

workday.

DAY 01
Email 01

Hello From {{organization.name}}

Hello {{contact.first_name}},

Thank you for your interest in {{organization.name}}. I'm responsible for getting you and your organization connected with the correct {{organization.name}} support team. In order for me to expedite this process, can you please provide responses to the questions below:
- Where is the global headquarters of your organization located?
- How many total employees does your organization staff today?
- What is your approximate annual revenue?
- What is the scope & timeline of your project?
- What does your organization do?
- What is your anticipated headcount and revenue growth for the next 3 years?

What applications are being used currently, for the following:
- HCM:
- Payroll:
- Finance:

Additional info you'd like to share at this time:

Thank you so much for your attention to the details above. I look forward to hearing back and getting the right resources to help you.

Best,
[SIGNATURE]

DAY 02
Email 02

Re: Hello From {{organization.name}}

Hello {{contact.first_name}},

I wanted to follow up and see if there is still interest in looking at {{organization.name}}'s platform. I'm happy to help in any way I can.

Our teams are designed to support organizations based off size, industry and location. This allows us to give tailored support. Your responses to the questions below would help me know which team to put you in touch with.

I look forward to hearing back from you.

Thank you,
[SIGNATURE]

DAY 12
Email 03

Re: Hello From {{organization.name}}

Hello {{contact.first_name}},

I tried calling you this morning but was unable to get to your direct line. Please let me know if you receive this email and if you have any questions for {{organization.name}} Sales.

Regards,
{{user.full_name}}

DAY
01

Email 01

Hello from {{organization.name}}

Hi {{contact.first_name}},

I just received your contact form submission. Thank you for reaching out to discuss your WordPress needs.

I'd love to get a better understanding of your business and technical priorities to better provide you with more information.

When is a good time to reach you?

Best,

[SIGNATURE]

DAY
04

Email 02

Re: Hello from {{organization.name}}

Hi {{contact.first_name}},

I am following up to see when you may have time to discuss your WordPress needs in more detail.

What day and time works best for you?

Thank you,

[SIGNATURE]

DAY
11

Email 03

Re: Hello from {{organization.name}

Hi {{contact.first_name}},

Do you have some time to connect in the upcoming weeks?

I'd love to show you some neat hacks to help boost your online growth and speed up your time to market. You may see value in our 12 awesome tools on {{organization.name}}'s digital experience platform.

Talk soon,

[SIGNATURE]

DAY
20

Email 04

Re: Hello from {{organization.name}}

Hi {{contact.first_name}},

I thought I'd give it one last run to the top of your inbox.

I know you're busy, but understand my persistence stems from the belief that an introductory call would be worth your time. Are you able to carve out 15 minutes this week or next?

Thank you,

[SIGNATURE]

DAY
33

Email 05

Re: Hello from {{organization.name}}

Hi {{contact.first_name}},

I think I'm pushing the pest threshold so I'll leave the ball in your court. I would be excited to have a conversation with you if you're ever open to it.

I wish you the best of luck with your WordPress endeavors!

Regards,

[SIGNATURE]

Yesware

DAY
01

Email 01

Best Time for a {{organization.name}} Meeting

{{contact.first_name}}-

It's great to meet you! Your note regarding {{organization.name}} was forwarded along to me; I'm here to help!

When is a good time to meet today? I am free at 3 EST.

Click here to schedule a meeting with me.

Talk soon,

{{user.first_name}}

[SIGNATURE]

zendesk

DAY
01
Email 01

Following up on your {{organization.name}} Inquiry

Hi {{contact.first_name}},

Thank you for reaching out to {{organization.name}}. I'd like to ask a couple of questions about your use case so we can get you the appropriate resources. When do you have 15 minutes to connect early next week? We know recent global events may have caused a shift in priorities or created new ones, so please know that {{organization.name}} is here to help when you're ready.

Simply reply to this email to connect or please find a time that works for you on my calendar.

Best,
[SIGNATURE]

DAY
03
Email 02

Re: Following up on your {{organization.name}} Inquiry

Hi {{contact.first_name}},

Following up on my previous email, I wanted to ensure that you've had your inquiry resolved. It'd be great to connect to see what additional resources would be of value to you as you continue to learn more about our {{organization.name}} customer service tools.

What's a good day/time for you this week to chat?

Feel free to schedule some time in my calendar here or reply back with an available time.

Thanks,
[SIGNATURE]

DAY
12
Email 03

Re: Following up on your {{organization.name}} Inquiry

Hi {{contact.first_name}},

I want to reach out one last time to see if your inquiry has been resolved and whether I can be of any assistance.

If you're interested in learning more about {{organization.name}}, you can also sign up for a free trial to get some hands on experience or view the live daily demo!

Best,
[SIGNATURE]

zoom

DAY
01

Email 01

{{organization.name}} Contact Request Personal Follow Up

Hi {{contact.first_name}},

Thank you for reaching out to {{organization.name}}! I'm happy to have a quick Zoom/Call with you to discuss your current project and see how {{organization.name}} may be a perfect fit for your company.

What does your calendar look like to set up some time to discuss your video conferencing needs?

Best,
[SIGNATURE]

DAY
03

Email 02

Re: {{organization.name}} Contact Request Personal Follow Up

Hi {{contact.first_name}},

I wanted to follow up from my first email to see what your schedule looks like this week?

In the meantime could you please give me a little more information on how exactly you are looking to use {{organization.name}}?

Best,
[SIGNATURE]

DAY
05

Email 03

{{organization.name}} - Still Interested?

Hi {{contact.first_name}},

Looks like we both may have been busy. I reached out following your inquiry about {{organization.name}}'s Unified Communications platform. I was hoping to connect with you but have been unsuccessful.

While there are a number of resources online to learn about {{organization.name}}, many of our customers have found a Zoom call often can help to get the most value out of the evaluation process.

Please let me know what your schedule looks like to set up a call.

Best,
[SIGNATURE]

DAY
10

Email 04

Zoom meeting

Hi {{contact.first_name}},

I have tried to reach out a few times to review your Phone, cloud meeting, and collaboration needs. I have not heard back.

Please let me know if this is still top of mind.

Thanks and I look forward to hearing from you.
[SIGNATURE]

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