**HIMSS arranging meetings Script**

Hi, this is XYZ from TeleMessage;

I wanted to check if you’ll be attending the HIMSS show at the end of the month.

I’m trying to arrange a short meeting to discuss your HIPAA compliance and secure messaging needs, amongst employees and with patients.

Will you be attending HIMSS?

* **Yes:**   
  Great, do you have some time on <days: Feb 29 - Mar 4 > when we can setup a meeting with TeleMessage.
* **When setting a meeting:** can I have your mobile phone just for last minute coordination and changes at the event?  
  Could you spell me your email address, so that I can send you a meeting invite.
* **If he asks what we do:** We’re providing Secure HIPAA compliant Texting for Healthcare providers, and address messaging amongst employees, as well as communication with patients.
* **If he asks who are our customers:** TeleMessage has been providing innovative messaging solutions since 1999, offering robust mission critical messaging that delivers billions of messages each year. Our customer base includes Tier1 Telecom Operators like Verizon and Sprint. Government agencies like the US navy and Justice Department.   
  Our service is used by many healthcare organizations like BJC HealthCare, Consulate Health Care, Pain Care Physicians, Lexington Medical Society, Baptist Health, Health First, Banner Health, GVNA HealthCare, PeaceHealth, UCLA Health, the Naval Hospital and many others.

We would love see how we can work with <Organization Name>.

* **No:**  
  Is there someone else at <Organization Name> that is attending the show ?  
  + Yes: Would it be possible to get his details so I can try and arrange the meeting with him.  
    <Get email/number of other person>  
    <f he refuses, suggest to send him and email that he can forward>
  + No: If you have some interest in improving information exchange amongst employees or with patients using Secure Texting, I can schedule a web meeting session.  
    During the web meeting, we can go over some of our platform benefits and the ways to improve information exchange and reach amongst nurses, doctors, while keeping HIPAA compliance and connecting to you IT infrastructure.
    - **Yes:**   
      Great, so when do you have time to setup a web meeting next <days/week>

<get email to send meeting invite>