**Short Mass-Messaging Script**

**-Call Start: Introduction, confirmation of details.**

**-Get info about contact: position in company, technical knowledge, whether/not decision-maker.**

**-Get basic info about company: past messaging service(s), what service is desired from us. Find out message volume and type.**

**-Briefly explain interface (similar to web mail, sending SMS thru PC +/or Outlook plug-in).**

**Sell features relevant to what was mentioned (text + voice (recorded + text-to-speech) messages, individual + group messaging, uploading (CSV format) and/or easy creation of contact list, easy interface, scheduling, retry, message tracking, etc.)**

**-Recipients can reply. Replies go to email (outlook) or web interface inbox. Can also create forwarding + filtering rules.**

**-Further automation possible through API’s. (XML, REST, SOAP)**

**-Walk thru site: mass messaging link, then tutorials, etc. Remind to bookmark! Open demo account to play with features. Actually send SMS to them if possible.**

**-Package/$ based on # messages/month. With this package you get access to web interface, outlook plugin, API’s, even messaging apps. Unlimited email (+more, depending on package) support, and I’m also here to assist you until you get up and running. MIGHT BE BEST FOR NOW TO WALK THEM RIGHT THRU TO “BUY NOW” PACKAGES ONLINE.**