

## WinKit Call Scripts

Campaign name	Avaya Cloud Office by RingCentral
What this is	Step 4: Pick-up Outbound Call Script
Call to action	Arrange a sales meeting

Hi, [CONTACT] this is [NAME], with [COMPANY] - the reason I'm calling is that I sent you an some emails about a major new product from Avaya that I can now offer [CUSTOMER COMPANY]. (pause) Did you see that?

If yes, go to Option #1

If no, go to Close #2

### Option #1

Great! Avaya Cloud Office by RingCentral is a perfect fit for [COMPANY]. Finally you'll be able to simplify all your communications in one app. Do you want me to go into more detail about Avaya Cloud Office by RingCentral?

If yes, use answer #1

If no, go to Close #1

### Answer #1

Avaya Cloud Office by RingCentral lets you take calls, make calls, text, chat, and collaborate on a communications platform that's simple to deploy, own, use. You and your employees will be able to communicate, collaborate, and access business apps on any device, anywhere.

One click is all it takes to start a call, join a meeting, contribute to a team chat or share content.

You'll enjoy audio and video conferencing. Share your screen and files with colleagues, integrate with your existing conference room systems and create impactful webinar experiences for large audiences.

Integrate apps from Google, Salesforce, Oracle, Microsoft and more with your communications. Create a seamless experience that eliminates the need to switch between applications. Simple, intuitive and fast. It let's you get more done.

Take the guesswork out of understanding how communications work at your business. Get an up-to-the-hour advanced call management system and analytics. Understand your utilization, missed calls, time to answer, refused calls, meeting frequency, and system Quality of Service.

Go to Close #1

Close #1

I hope you found the items I sent you helpful. I also wanted to see if you have some free time on [2 days from now] to meet in person and talk more about your communications needs and explore how [COMPANY] can help [CUSTOMER COMPANY]? (pause) How does your calendar look for (date & time or date & time)?

Confirm a time and then say: Besides yourself, is there anyone else we should invite? Get names and emails for any others that will join the sales call.

Then say: Ok, thank you for your time I will be sending out invites shortly - have a great day.

Close #2

Oh ok. May I confirm your email address so I can resend the link to you?

Confirm email address and resend email.

Campaign name	Avaya Cloud Office by RingCentral
What this is	Step 4: No Pick-up Outbound Call Script
Call to action	Arrange a sales meeting

Hi, [CONTACT] this is [NAME], with [COMPANY].

The reason I'm calling is that I have a major new product from Avaya that I can now offer you. I wanted to see if it would make sense for us to have a quick conversation to find out more about it.

I can be reached at [YOUR PHONE NUMBER].

Again, my name is [NAME], with [COMPANY] at [YOUR PHONE NUMBER].

Thanks, [NAME].

Campaign name	Avaya Cloud Office by RingCentral
What this is	Step 5: Pick-up Outbound Call Script
Call to action	Arrange a sales meeting

Hi, [CONTACT] this is [NAME], with [COMPANY] - I'm calling back to make you aware of the price I can offer Avaya Cloud Office by RingCentral to [CUSTOMER COMPANY].

Quote information TBD.

If this information has changed your mind, I'd like to see if you have some free time on [2 days from now] to meet in person and talk more about your communications needs and explore how [COMPANY] can help [CUSTOMER COMPANY]? (pause) How does your calendar look for (date & time or date & time)?

Confirm a time and then say: Besides yourself, is there anyone else we should invite? Get names and emails for any others that will join the sales call.

Then say: Ok, thank you for your time I will be sending out invites shortly - have a great day.

Campaign name	Avaya Cloud Office by RingCentral
What this is	Step 5: No Pick-up Outbound Call Script
Call to action	Arrange a sales meeting

Hi, [CONTACT] this is [NAME], with [COMPANY].

The reason I'm calling is that I can now offer you a firm price for Avaya Cloud Office by RingCentral. I wanted to see if it would make sense for us to have a quick conversation to find out more about it.

I can be reached at [YOUR PHONE NUMBER].

Again, my name is [NAME], with [COMPANY] at [YOUR PHONE NUMBER].

Thanks, [NAME].