**First Call Follow Up – We’ve Got a Live One!**

*Paste the following into the Subject line of your email, replacing the highlighted text as noted*:

Thank You! Next Step: [1-3 word summary of next step, i.e “Demo Tuesday 10 am?” or “Sending Proposal”]

*Replace the highlighted text below to customize your note, and then paste into the body of your email*:

Hi, [NLFIRST NAME].

Thank you for your time today. I really enjoyed talking with you about how new Fonality business phone system can improve teamwork, sales and service for your agency.

We talked about [scheduling a demo/sending a proposal/your sending agency details/more info]. [Add sentence or two based on the follow up, such as:

Are you available Tuesday at 10 am?

Watch for a proposal by end of day tomorrow. That email will come directly from our system.

Attached please find the ebook we discussed.

Get step-by-step help from our Phone System Buying Guide: <http://www.fonality.com/resources/buying-guide>.

I also thought you might like a bit more background on our insurance know-how. While we’re pretty sure more insurance agents use Fonality than any other phone system, isn’t it better to get the scoop straight from some of the folks who actually use it? Check out our True Stories at [www.fonality.com/insurance](http://www.fonality.com/insurance).

I’ll plan to check in again on [DAY]. In the meantime, let me know if I can be of further assistance.

Sincerely,

[YOUR NAME], Insurance Sales Consultant

[YOUR DIRECT LINE]