**First Call Follow Up – Maybe Later/Just Researching**

*Paste the following into the Subject line of your email*:

Until We Meet Again

*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 Fonality. I understand you are not shopping for a new business phone system at this time, but I hope our discussion was helpful as you gather more information.

When the time does come to upgrade to a fancy-yet-affordable phone system, get help through the process in our free buying guide: <http://www.fonality.com/resources/buying-guide>.

As discussed, I’ll touch base with you in [number of weeks/months]. Feel free to give me a shout if I can answer any questions before then.

Sincerely,

[YOUR NAME], Insurance Sales Consultant

[YOUR DIRECT LINE]