Gather e-mail addresses for survey. If recipient is unwilling to provide e-mail addresses of employees, then inform them that they can forward on the survey.   
  
Select a date/time to follow up with anonymous survey results.

“Hi there! This is {your name} with Blue Tier Technology. I found your business through a quick search of {business industry} in the area. We’d like to get some feedback on your current technology solutions. Is this a good time?”

“Is there a better time I can call back?”

**Yes**

“{I’m sorry to hear that}, or {that’s great!}. One of the things that we like to do is to offer a free anonymous survey to get some feedback from your employees regarding your current IT department. Is this something you’d be interested in?”

“Great! I’d like to quickly give you an overview about my company. We are a managed service provider, providing technical support and managed services to Tulsa, OK and surrounding areas. If you don’t mind me asking, on a scale of 1-10, with 1 being very unhappy, how happy are you with your current IT support?”

**No**

Thank you for your time. Please feel free to visit us at bluetiertech.com if you change your mind. Have a gret day! c

**Yes**

Schedule time for call back.

**No**

**Yes**

**No**