

Triggers & Responses for IT/Computers



Sales Team Leader Name: _____ Month Year: _____

Triggers to listen for to help find me business.

1. Trigger 1.

Response I know this guy that's with a computer company. Best guy I've ever met in that industry. He speaks English. His team can check your PC or internet for issues that slow it down.

2. Trigger I cannot get to the date I need for my CRM

Response I know this guy that's with a computer company. Best guy I've ever met in that industry. He speaks English. His team will check your network to make sure everything's talking.

3. Trigger What would we do if that tornado, fire or water does damage to our computer stuff?

Response I know this guy that's with a computer company. Best guy I've ever met in the industry. He speaks English. His team will evaluate your backup and business continuity needs ___ and help you know that you will have access to data after a disaster

4. Trigger I saw that new CLOUD storage thing. It's so cheap and it will store 100

Gigabites for next to nothing

Response I know this guy, Best guy I've ever met in that industry. He says remember th
"Possession is 9/10 of the law." If someone else has your data in their cloud you may hav
trouble getting it back. Can I give him your name & number?

5. Trigger My sales people and staff are jacking around on the internet all day rather
than doing their job
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Response I know this guy Best guy I've ever met in that industry. He says that 73% of
workers waist time during the work week using the internet for non-work related items Th
be easily limited by installing the right equipment. Can I give him you're name & numbe

6. Trigger I have a virus that has encrypted all of my data and I can't get up.
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Response I know the best guy in that industry. His team is very good at defending again
Virus's and malware and they can usually get your machine data that has been encrypted
back. Can I give him you're name & number?

7. Trigger _____
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Response _____
