

**DAY
01**

Email 01

{{contact.first_name}}'s {{organization.name}} Inquiry

Hi {{contact.first_name}},

Thank you for writing in and your interest in {{organization.name}}.

To make sure that I am getting you the best information for your situation, I am going to ask you a couple questions to gain a little context.

Can you give me an idea of what you are looking to accomplish with {{organization.name}}? Are there any particular views, reporting, customization or security requirements you're looking for with a project management tool?

Can you just confirm how many total employees there are in your company and how soon you'd be looking to get started? i.e this quarter, next quarter, etc.

Thank you for your time, I look forward to hearing from you!
{{user.first_name}}

**DAY
06**

Email 02

Re: {{contact.first_name}}'s {{organization.name}} Inquiry

Hi {{contact.first_name}},

Hope this note finds you well. Following up on your email about how your team could use {{organization.name}} to help you collaborate seamlessly. Are you still interested in learning more, or have you chosen another option at this time? Feel free to let me know so I don't continue to clutter your inbox!

Thanks,
{{user.first_name}}