**Getting in the Door Worksheet**

|  |  |  |  |
| --- | --- | --- | --- |
| Reason to Meet | Customer / Prospects’ Problems Solved | Relevant Client Success Story | What You Did |
| Demo our new video analytics system built specifically for outdoor perimeters. | * Unnecessary costs associated with guards.
* Lack of full coverage of perimeter.
 | Countryside Auto Yard | Implemented our video analytics system, reducing their costs by 40%, while covering their entire perimeter surrounding 75 acres.. |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |