**Getting in the Door Worksheet**

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| 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.. |
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