

1. Standard Outreach Call

A standard outreach call serves as an opportunity for you to connect with a prospect one-on-one and begin to guide them toward the next step in the buying process. Prior to making this call, be sure to conduct research about the prospect and their business as an initial qualification measure.

By taking the time to conduct research prior to the call, you're setting yourself up for a more contextual, warm conversation. You can avoid wasting a prospect's time by looking into the following ahead of time: identifying their job title and current role expectations, exploring the company website and social accounts, and using Crunchbase to identify your prospect's acquisition history, funding rounds, investors, team members, news, timeline, competitors, former employees, customers, partners, sub-organizations, board members and advisors, and other related details.

For more tips on where and how to research a prospect, check out [this blog post](#).

Template:

Hi [prospect's name], this is [your name] from [your company name].

I've been doing some research on [prospect's company name] and I'd love to learn more about [common buyer persona challenges].

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