

Audio Index:

Slow dialog: 1:27

Explanations: 3:49

Fast dialog: 17:12

Last week, I was at a business **luncheon** and I met a woman **named** Dana Okri who was **heading** a new **start up**. I have been a **sales rep** for Eureka Corp. for three years now and our **bread and butter** is **data management software** . I told her briefly about our products over lunch and she had given me her **card**.

I decided to **follow up** with a call. I dialed her **direct line** and fortunately, I **got a hold of her on the first try**.

Dana: Hello, Dana Okri.

Kevin: Hello, Dana, this is Kevin Abrahams from Eureka Corp. **I don't know if you'll remember me but** we met last week at the Chamber of Commerce luncheon.

Dana: Oh, yes. Hi, how are you?

Kevin: Great. **Do you have a few minutes right now for** me to tell you a little bit more about the data management tools our company has to offer? It won't **take long** .

Dana: Actually, I'm really **swamped** right now and I'll be going into a meeting in a few minutes. Is there any **literature** you can send me?

Kevin: Oh, sure, I understand. I'd be happy to send you a **promotional packet** about the programs that I think might best **suit** a company your size. **Would it be okay if I** called again to see if you have any questions?

Dana: **Let's do this** . Since I'm not sure when I'll get a chance to read the material, why don't I give you a call if I have any questions. Now, I'm really sorry, but I have to **get going** to this meeting.

Kevin: No problem at all. I won't **keep you** any longer. I'll put a package to you in the mail and we'll **go from there** .

Dana: **Sounds good**.

Kevin: Thanks for your time.

Dana: **No problem**. Bye, bye.