

## Tracking Down Decision Makers for Large Companies

**Getting past the Gate Keeper?**

**Ask for a department to find a warm transfer.**

**Sales Department is your best chance for a possible contact.**

You can also try Customer Service, Accounting, etc...

**When you get a live person on the phone:**

**Can you please tell me who is the person responsible for researching ..... for the company?**

**Reaching Contact:**

**Introduce yourself. I was advised you are the person who is responsible for researching ... for the company. Is that correct?**

**If no...I'm sorry to bother you, then who would that person be please?**

**If yes... I'd like to request the courtesy of your time to research what we have to offer in that area. I believe it could be of value to your company. (Stop talking, wait for their response.)**

**If they know who but are responsible for screening calls. I appreciated that. I wouldn't want you to step out of that purpose. My purpose is to network our services with those who can benefit from their use. I believe it could be of value to your company. Would you be willing to help me to get my information into the right hands?**

**Try to turn this person into the messenger.**

**Try to get their email and the email of the decision maker.**