



DISH NETWORK – LEAD GENERATION SURVEY

GOOD AFTERNOON/EVENING – MY NAME IS \_\_\_\_\_ AND I AM CALLING ON BEHALF OF ABC SOLUTIONS – THIS IS NOT A SALES OR COLLECTION CALL – MAY I SPEAK TO \_\_\_\_\_?

AGAIN, IM \_\_\_\_\_ CALLING ON BEHALF OF ABC SOLUTIONS AND WE ARE JUST CONDUCTING A CONSUMER SATISFACTION SURVEY REGARDING CABLE TV SERVICES AND WE WOULD LIKE TO OFFER YOU \$300 IN RESTAURANT CERTIFICATES JUST FOR TAKING THIS SHORT 5 QUESTIONS SURVEY AND AGREEING TO BE CONTACTED FOR A SPECIAL OFFER BY OUR SPONSORING COMPANY.

WOULD YOU LIKE TO SEE IF YOU QUALIFY FOR THIS 5 QUESTION SURVEY? (IF THEY SAY NO- TELL THEM THANKS AND GO TO NEXT NUMBER. IF THEY SAY YES – PROCEED)

GREAT – DO YOU CURRENTLY HAVE CABLE TV SERVICE AND IF SO, WHO IS YOUR PROVIDER? local cable - wave - IF YES AND ITS NOT DISH NETWORK – THEY MAY QUALIFY

ARE YOU CONSIDERING SWITCHING (OR GETTING – IF THEY DON'T HAVE IT) SERVICE WITHIN THE NEXT FEW DAYS OR WEEKS AND ARE YOU THE DECISION MAKER FOR GETTING CABLE SERVICES? IF THEY ARE THEN THEY QUALIFY

- A. IF THEY HAVE DIRECT TV ALREADY OR THEY ARE NOT CONSIDERING SWITCHING OR GETTING NEW SERVICE OR ARE NOT THE DECISION MAKER - THEY DO NOT QUALIFY - SORRY AT THIS POINT YOU DO NOT QUALIFY FOR OUR SURVEY BUT WE OFTEN CONDUCT SURVEYS ON CONSUMER AND BUSINESS SERVICES AND IF YOU WOULD LIKE TO STAY ON OUR CONTACT LIST, WE'D LIKE TO SEND YOU A CERTIFICATE FOR A FREE CAMCORDER – CAN I GET YOUR EMAIL ADDRESS - no email...
  
- B. IF THEY MEET THE INITIAL QUALIFICATIONS, PROCEED- GREAT – YOU QUALIFY FOR OUR SURVEY. LET ME CONFIRM YOUR INFORMATION FIRST – YOUR FULL NAME (CONFIRM WITH INFORMATION YOU HAVE

877-290-7531 ph/fax

<http://www.ab-consultingsolutions.com>



IN DATABASE OR ON SHEET) YOUR CURRENT ADDRESS IS (READ ADDRESS) THIS NUMBER (READ THE NUMBER BACK) IS YOUR HOME NUMBER AND CAN WE GET THE BEST EMAIL ADDRESS TO SEND YOUR FREE RESTAURANT CERTIFICATE TO (TAKE DOWN THE EMAIL ADDRESS AND CONFIRM IT)

**1622 SE 10th Place. Canby OR 97013 - Maria Villanos- Owner of house.**

GREAT, THANK YOU FOR CONFIRMING YOUR INFORMATION, NOW WE CAN PROCEED WITH THE SURVEY.

1. QUESTION 1 – ON A SCALE OF 1 TO 10 , I BEING THE WORST 10 BEING THE BEST – HOW SATISFIED ARE YOU WITH THE CHANNEL - **10** SELECTION OF YOUR CURRENT PROVIDER? (TAKE RESPONSE)
2. QUESTION 2 – WHAT WAS THE MAJOR FACTOR THAT INFLUENCED YOUR DECISION TO CHOOSE YOUR CURRENT PROVIDER: A)PRICE B) FEATURES C)TERMS D) CUSTOMER SERVICE (TAKE DOWN RESPONSE)**local**
3. QUESTION 3 – DO YOU UTILIZE A DVR TO RECORD SHOWS? YES OR NO (TAKE RESPONSE)**yes**
4. QUESTION 4 – HOW OFTEN DO YOU EXPERIENCE SERVICE OUTAGES DUE TO WEATHER OR ADVERSE CONDITIONS? **RARELY**, OCCASIONALLY OR VERY OFTEN
5. QUESTION 5 – WOULD YOU BE MORE LIKELY TO SWITCH CARRIERS IF THEY OFFERED YOU BETTER (REMEMBER ANSWER TO QUESTION 2) THEN YOUR CURRENT PROVIDERS AND GAVE YOU AN APPLE IPAD? YES OR NO- **Possibly**

THANK YOU MR/MRS.....FOR YOUR TIME IN COMPLETING THIS SURVEY. YOU WILL BE CONTACTED BY OUR VERIFICATION DEPARTMENT WITHIN 24 HOURS AND OUR SPONSORING COMPANY REGARDING YOUR SURVEY RESULTS AND TO GET YOUR INCENTIVE OUT TO YOU IN THE NEXT FEW DAYS. THANK YOU FOR PARTICIPATING AND HAVE A GREAT EVENING.