**Steps to do a qualified appointment Spectrum Voip:**

-Introduce yourself and company properly

-Make sure you talk to the owner or decision maker (DM)

-Mention reason of the call, (up to 30% saving on the phone service and or faster internet at a lower price)

-Confirm name of business

-Confirm address

-Ask how many phones they have

-Ask how many lines

-Name of person you spoke to

-Date and time of appointment

-Call back number mention or get new number

-Current phone company

-Length of contract

-Ask for email

-Proper and professional notes of appointment

**NOTE: If the appointment it made on Spanish MOST have English notes and agent MOST asked if they need a Spanish or English consultant.**