

## What do they need?

*Dialog to help you find out about contacts upcoming projects and their needs for cast stone*

### Sales Rep:

I'm (xxx) at Stone Legends. I was just looking at some work from the (XYZ) project we bid/produced for you (some time) ago, and we wanted to see if you're doing any more cast or cut stone projects we could place a bid for?

*(Be sure to research the contact and any associated projects in StoneWorks before calling)*

### Sales Rep:

I heard your name in conjunction with several projects we've worked on/bid for (name one if we have it) and we wanted to see if we could provide you with any bids for cast stone.

### Sales Rep:

I'm (xxx) at Stone Legends. I heard about a building project with your name connected, and I wanted to see if we could place a bid to supply the cast and cut stone for you. We specialize in custom work and we have the most comprehensive catalog in the industry. Can I send you one?

How far along in the construction process is your project?