SCRIPT:

Hi John, this is Mark calling you from BizTechInsights on behalf of Palo Alto Networks. How are you doing today?

I wanted to thank you for taking the **Implementing Zero Trust Security in the Cloud** Quiz, sponsored by Palo Alto Networks.

Do you recall taking the quiz?

1. Yes
2. No [Disqualifier]

I just wanted to confirm that you are the [Enter Job Title Here] in your organization.

Thank you.

**Follow-up Confirmation Question:**  
An expert from Palo Alto Networks will be following up with you. Is there a time that works best for you?

<As long as they respond affirmatively, they can be submitted as a lead.>

* If they say No to follow-up, [DISQUALIFY]

Thank you. Have a nice day.