



Call with Classic Electric and Consulting - Krista Unknown

Brooke Caskey
Recorded on 4/1/21 via SalesLoft, 5 min.

Participants

SERVICETRADE

Brooke Caskey
Territory Manager

OTHER

krista@cec805.com

Topics

<i>Call Setup</i>	0:00
<i>Wrap-up</i>	3:12
<i>Pricing</i>	3:53

Transcript

"This English transcript was generated using Gong's speech-to-text technology"

--- Call Setup ---

KRISTA@CEC805.COM

0:00 Classic services. This is just seen.

BROOKE

0:02 Hi, you just seeing. Sorry. I don't think you could hurt hear me earlier. I was calling in for Krista.

KRISTA@CEC805.COM

0:07 Okay. May I tell her who's calling?

BROOKE

0:09 Yes, Brooke, checking in with service trade.

KRISTA@CEC805.COM

0:12 Okay. Hold on one second. You're welcome.

BROOKE

0:14 Thank you.

KRISTA@CEC805.COM

1:02 Hello. This, is that, what can I help you?

BROOKE

1:04 Hi. So it's Brooke task you with service trade. I was calling to check in with Krista. I don't know if she's talk to you?

KRISTA@CEC805.COM

1:10 A little bit of some sort of software, something I think she does. She told me that you had... filled in before and I've been in and out. So I apologize.

BROOKE

1:15 Yeah.

BROOKE

1:20 Yeah, no, and that's fine.

--- Call Setup ends ---

BROOKE

1:24 So, yeah, we are a software company. I, I've been chatting with Krista a few times. I understand you did or you're kind of in the process of switching to BuildOps, but based on what we talked about in your guys, his workflow, I was just, I think it would be a good idea if you looked into ours as well. I'm not sure how far along you are in the process. And so that's kind of grass.

KRISTA@CEC805.COM

1:44 We, we onboarded with them at the end of... end of last year. So we're... we're actually fully using them right now is our scheduling software and billing software in such a, the only part of the process we haven't quite completed yet is the integration with Quickbooks. And that has more to do with the fact that I want to clean up my Quickbooks a little bit before I start importing from their software.

BROOKE

2:11 Definitely. So you've only been on there for a few months. Have you, I don't know how long it takes to know if it's going well, or how do you notice you have to go around it at all to get anything done? How's that working for you?

KRISTA@CEC805.COM

2:22 No, actually we're loving it right now compared to where we were.

BROOKE

2:27 Okay.

KRISTA@CEC805.COM

2:28 We're we're... we're love at BuildOps right now. I don't I... I mean, I'm... I'm happy to, if you've got a website or something. I mean, I'm happy to poke my nose in there and look at it a little bit just on the off chance that BuildOps doesn't work out, but I can right now, my bosses pretty darn happy with what they're doing and... and it's definitely improved our workflow tremendously since switching.

BROOKE

2:49 Okay... good. That's good to hear. Yeah, you're welcome to check out our website. But what I usually like to do especially when the workflow lines and it... it seems like a potential fit is just set up like a 30 minute demonstration that we would record for you. And then if in the future BuildOps isn't working as well, then you'd have that demonstration recorded for you to come back to.

--- Wrap-up ---

KRISTA@CEC805.COM

3:12 To come back to you. Okay, let me poke around on that. Let me get your name and number real quick. So I have it on my side. Your first name again. Was it Brooke?

BROOKE

3:18 Okay.

BROOKE

3:23 Yeah, Brooke.

KRISTA@CEC805.COM

3:24 Perfect. Brooke. And the best number to reach you.

BROOKE

3:27 It's six, one... nine three nine, three three, nine, seven, six. And I can give you my email too if you want to just check out or, yeah, poke around the website and send me an email if there's any interest. And that's Brooke. BROKE dot chastity, and that's C a SKEY at service trade, dotcom?

KRISTA@CEC805.COM

3:29 Huh.

KRISTA@CEC805.COM

3:33 Okay.

KRISTA@CEC805.COM

3:41 Sure.

--- Pricing ---

KRISTA@CEC805.COM

3:53 Service trade, dotcom. Okay.

BROOKE

3:54 Yeah. So, yeah. So take a look. The demonstration would take about 30 minutes and we would do an overview and just kinda go from there.

KRISTA@CEC805.COM

4:00 Okay.

KRISTA@CEC805.COM

4:03 Okay. I know April is probably not going to be a good month for me just because it's end of the year and I've got my first quarter reports to do as well as on my end of the year stuff that I need to do, but I'll definitely poke around and shoot you an email.

--- Pricing ends ---

KRISTA@CEC805.COM

4:16 That way you have my contact information to and it's handy to have, I've been with the company for three years now, and we... we have switched. This is our third scheduling software because we're kind of a unique... a unique setup. And so, I'm finding the right fit. It's been a little bit challenging for us so I can't say that we've definitely found our home even though, bye. All right right now. I, my boss isn't going to be interested in, at a, me spending a whole lot of time checking out a new one because we are really happy with how it's going, but I will poke my nose in and... and see what I can see and they'll let you know either way.

--- Pricing ---

BROOKE

4:08 Yeah.

BROOKE

4:13 Hello?

--- Pricing ends ---

BROOKE

4:24 Yes.

BROOKE

4:53 Okay. That sounds great. Okay. Thanks. Bye. Have a good day.

KRISTA@CEC805.COM

4:54 Awesome. Thanks so much. Brooke. Alright. Bye bye.

The End