



Call with Manufacturers Service Group by The Joyce Agency - Kyle Gochenour

John Oconnor with Manufacturers Service Group by The Joyce Agency
Recorded on 1/14/22 via SalesLoft, 5 min.

Participants

SERVICETRADE

John Oconnor
Territory Manager

MANUFACTURERS SERVICE GROUP BY THE JOYCE AGENCY

Kyle Gochenour

Topics

<i>Small Talk</i>	0:17
<i>Wrap-up</i>	3:56

Transcript

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JOHN

0:00 Hello, this is John.

KYLE

0:02 Hey, John. This is Kyle. The choices it, how are you doing today, man?

JOHN

0:05 Hey, Kyle, how's it going?

KYLE

0:08 Could be better. It could be better. We are... we are currently slammed with COVID right now?

JOHN

0:14 No.

KYLE

0:15 Across pretty much the whole company. Yeah. Yeah.

--- Small Talk ---

KYLE

0:17 So it towards got it, but all my service manager, but, yeah, everybody's got it. I am living in Montana. Yeah, I'm living in my own bubble and I haven't gotten it. So fingers crossed. Yeah.

JOHN

0:17 Yeah.

JOHN

0:22 That's tough.

JOHN

0:27 That's good. Yeah. Yeah, it's weird how it works fan, I got it about two weeks ago and somehow my girlfriend never got it. We were in a car together for eight hours, so

I don't know it's... it's crazy. Yeah, yeah.

KYLE

0:31 Fingers crossed.

KYLE

0:38 That's crazy. Yeah. But yeah, I just want to give you a heads up. I wouldn't... I wouldn't leave you hanging or anything that we haven't talked about. Everybody's been sick and, yeah, everything's kinda got pushed to the back burner for a little bit, but, yeah, I'll... I'll keep you updated. I'll keep you updated right now. You know, again, I... I told you I had some other... other presentations and I mean, at the end of the day, it's like you and I think one other that we're at the top of the list of what I like. So, yeah, you're... you're thoroughly in the running, it's just as gotta talk to everybody about it man that's it.

JOHN

0:51 Yeah, that's fair.

JOHN

0:55 Okay.

JOHN

1:05 Yup.

JOHN

1:09 Okay. Do you... do you know the name of the other one that's up there?

KYLE

1:13 Yeah, it's BuildOps. There are... there are a new one. They are running off of Microsoft 365 platform, which is the same platform is like the choice inc side what they run their CRM also. So, I mean, it's not, it yep easier to use. Probably there's... there's no advantage on that anyone. It's just if we had a train people there, are you set format that's the only thing that really kinda going forward, but there's a lot of weird module. So, again, y'all are neck and neck at this point. So we are, we're just gonna have an away all the options and then I'll get tied to sit in on both presentations and go from there.

JOHN

1:15 Build apps? Okay?

JOHN

1:23 Okay.

JOHN

1:27 Yeah.

JOHN

1:53 Okay. Yeah. So, I know that I'm assuming they're going to be out, what the next week or so or depending on stuff like that. Are you... are you... go ahead.

KYLE

1:59 Yeah, yeah. Yeah. Yeah, because.

KYLE

2:06 No, no, yeah. Depending on, you know, what I guess current guideline is it's like five days of another five of mass, but because we're customer interface thing, you know, we're taking for, you know, 10 days that, you know, everybody else got it. So.

JOHN

2:22 Yeah. And that makes sense.

KYLE

2:23 Yeah. Yeah. Yeah. So, although, you know, I found out my one former head of which I knew he tested positive last Wednesday. He's still testify as of yesterday, a week over week later.

JOHN

2:30 Yeah.

JOHN

2:36 That's crazy. Yeah, it just... it just doesn't it just depends I guess on the person or I don't know it's... are you guys still, I'm assuming... I mean, this might have an effect on go into the air, H expo, right?

KYLE

2:37 Yeah.

KYLE

2:42 Yeah, yeah.

KYLE

2:53 Not really. Because as long as I don't get it, everybody also be pretty much other 14 by that point because that's what two weeks away. So, I assumed within 14 days, yeah, thoroughly out of it, which is why I'm in my own little bubble. I'm not leaving my little bubble and, you know, we're expecting a massive snowstorm this week, just hoping I don't have to travel next week.

JOHN

3:00 Okay. Yeah.

JOHN

3:06 Okay.

JOHN

3:10 Yeah.

JOHN

3:14 Yup.

--- *Small Talk ends* ---

JOHN

3:16 Yup. Okay. So, yeah, keep... keep me in the loop when... when you guys want to do that presentation with Todd and Troy and I'm going to let my, we have a couple of people going day outreach. I'll send you, I'll send you a Booth number. We're going to be at. I believe Mary Beth and Matt, who are two of our field reps and I think maybe two more going. They're going to be out there and I'll let them know if you guys want to stop by the Booth to kind of talk to them. Definitely recommend that they're all.

KYLE

3:21 Yeah.

KYLE

3:24 Okay.

KYLE

3:29 Okay. Yeah.

KYLE

3:38 Okay.

KYLE

3:44 Yeah. Well, I definitely plan on. Yeah, I'm gonna plan on, sorry about that. I download, I think I told you the app and so I went through and, you know, I've already booked off portal through. So I want to go to, and that's actually how I found out about you guys. I went under the soft, yeah, winter in the software category and you're one of the options went to the website and I was like, well, yeah, this is actually what I need.

--- *Wrap-up* ---

KYLE

4:04 So that's kind of how it all out.

JOHN

3:56 Really?

JOHN

4:02 Cool.

JOHN

4:05 Yup. Yup. That's awesome. Yeah, definitely, I'll... I'll let them know you're going to be stopping by. And then, so if you guys want to do something next week or the week after, just send me an email or give me a call, I can set something up where depending on how they're feeling to, if they want to do something from their home, you know, I mean, I could... I could just do like a 30 minute presentation with Zoom and stuff like that, but that's up to you guys. Yep.

KYLE

4:08 Yeah, goodness.

KYLE

4:17 Okay. Yeah.

KYLE

4:24 Yeah... just quick glance over. Yeah. Yeah, I mean, it's in for those guys. I mean, just gonna say, I don't think you'll have to go as in depth with you because they're not really going to be used the platform. Maybe you run a report, but that's about it. They don't need to go into too. Yeah, I figure out how to estimate a maintenance agreement with mark ups. Yeah, they don't give a shit about that. So, yeah.

JOHN

4:34 Yeah.

JOHN

4:36 Yup.

JOHN

4:39 Yeah, high level.

JOHN

4:47 Yup. Yup. Yeah, that's what we're always told with ownership, depending on the company to that... that. They don't want to see all the details, but I just wanna make sure it's... it's gonna work.

KYLE

4:56 Yeah. Gonna work in. Hey, can I run a report of what jobs rather that sort of switch at the same time? You can always run a Quickbooks report at the same time it's up. So, you know, wanted to see. Alright, cool. Well, yeah, I'll keep you updated on what's your, our, basically our next week and then we'll go from there.

JOHN

5:02 Yup.

JOHN

5:07 Yup. Yup.

JOHN

5:11 Cool.

JOHN

5:14 Alright. Sounds good. Have a great weekend.

KYLE

5:18 Alright. I appreciate it. Thanks. Thanks. Bye.

JOHN

5:20 Bye.

The End