

## **Script for Soliciting a Testimonial**

Dear Ms. Franklin,

As one of your regular suppliers for several years, I am writing to ask if you could tell me what sort of companies you think our computer repair services are especially well suited for. Would you recommend them for large companies? Small? High tech? General? Do you think the companies need to have a lot of technical expertise to take full advantage of our services, or not? Your opinion would be especially helpful right now as we are preparing our marketing plan and designing our marketing materials. Just a quick sentence or two is all we really need, as I'm sure you are busy. Thanks so much for your input!

Sincerely,

Chip Smith, Owner, ABC Computer Services