

Script 1

“Hello _____,

I have a new product I'd like to submit to (XYZ) for review. Do you know who handles open innovation submissions?”

Script 2

“Hello _____,

Do you know who at (XYZ) handles open innovation submissions?

I would like to submit a product for licensing consideration, and want to make sure I get the correct contact.

Thanks for your time and help.”

Script 3

“Hello _____,

Thanks for connecting. I am a big fan of what you guys are doing over at (XYZ).

Do you know who handles open innovation at your company?

I'm guessing it's not your department, but I would appreciate it if you can help point me in the right direction.

Thanks for all your help.”

Script 4

“Hello _____,”

I'm looking to submit a new product idea to (XYZ).

Do you know who within your company could best walk me through your open innovation process?

Thank you for your time.”

Script 5

“Hello _____

I need a little help. Can you point me in the right direction of who handles your open innovation submissions?

Do you know the best current contact for me to get in touch with?

Thanks for your help.”

Script 6

“Hello _____,”

I’m a product developer and would like to submit an idea to your company. Do you happen to know the right department or person I can get in contact with?

I appreciate all your help.”

Script 7

“Hello _____,

Thank you very much for connecting with me. I’m a product developer and I would like to submit a new product innovation to your company. Would you happen to know the right person who I can reach out to?

Thank you very much.”

Script 8

“Hello _____,

Do you know who at (XYZ) takes care of Open Innovation Submissions?

Script 9

“Hello _____,

Do you know who I need to get in touch with @ (XYZ) in regards to open innovation product submissions?

Script 10

“Hello _____,

Do you know if (XYZ) has one contact for all open innovation submissions, or if it’s based on product category? I have a product in the (ABC) category that I would like to submit.

Thanks for your help.”

Script 11

Hello _____,

My name is _____ and I’m a product developer.

Does your company take outside product submissions for new ideas?

I have a product in the (ABC) category that I would like to submit to your company.

Would you happen to know the correct person for me to reach out to?

Thank you very much for your time.

Sincerely,

Script 12

Hello _____,

I am a product developer in the (ABC) category.

Does your company accept outside submissions for consideration?

Thank you for your time _____.

Your name

Script 13

Hello_____,

It may not be your department, but do you know who takes care of open innovation submissions?

Thank you for your time_____.

Your name

Script 14

These are the custom scripts that Coach Ryan Diez uses.

“My name is Ryan Diez. I am a product developer from Los Angeles, CA. I have developed a (patented heated stress reducer) that I believe would be an absolutely perfect fit for your company.

Obviously, your company is on the forefront of innovation in the cooling category, so I was hoping that it would be open to outside submissions. If so, I have a sell sheet that will quickly highlight the benefit of this product to your company. Please let me know to whom I may send more information. Perhaps that person is you?

Thank you for your time.

Ryan Diez

Script 15

Good afternoon Mrs._____,

My name is Ryan Diez. I am a product developer from Los Angeles, CA. Is your company on board with open innovation? I have developed an extremely unique, yet simple, nail care product that I believe would be a perfect fit for your company’s product line. Are you or someone else available to review my material?

Hope all is well.

Ryan Diez