

# Ooma Office Reseller Program



## Qualifying Questions

### Building Value

---

What type of business are you in?

---

Where are you located?

---

What are the features you don't have with your current phone service that would help you be more productive?

---

### Scope

---

Who answers the phone when someone calls your business?

---

How many users do you have in and out of the office?

---

How many phone numbers do you advertise?

---

How many physical phones do you need in your office?

---

Do you need a toll-free number?

---

## Qualifying Questions

### Scope (continued)

---

Do you want to use analog phones or IP phones?

---

Would you and your employees use a mobile app?

---

Do you have any employees that work remotely?

---

Do you use analog or Internet fax features?

---

Would you use a virtual receptionist to answer and direct calls?

---

Would it be helpful if several people could answer in a group?

---

Do you need a conference line?

---

Do you need to port any numbers?

---