

## Attendee Chat Log - April 14

Gary Smith (to All): 1:05 PM

Updating our CRM database and developing an eMarketing program for lead generation

Chris Straube (to All): 1:08 PM

We have daily video Team meetings on Google Hangouts. Both to discuss work issues and to have a little fun talking about movies, tv shows, puzzles, etc...

Mike Kamperschroer - Heilind (to All): 1:10 PM

How comfortable are you finding customers are with video conference?

Jennifer Eby (to All): 1:10 PM

Are people experiencing shipping delays with FEDX and UPS from Asia or domestically? How are customers accepting those delays?

Mark Conley (to All): 1:10 PM

Dave, thank you for your transparency and candor. Not easy to admit to our peers that we are in very troubled times.

Walter Koop (to All):

Do you think it will ever go back to the way it was? Or are people going to continue video meetings as they become more comfortable with them?

Mike Kamperschroer - Heilind (to All): 1:20 PM

It will be different.

Gary Smith (to All): 1:22 PM

Can we do a meeting on how to post info to LinkedIn?

Gary Smith (to All): 1:30 PM

John, when can you do a TEAMS training webinar?

Christine bell (to All): 1:31 PM

Teams is a collaboration tool

Gary Smith (to All): 1:31 PM

Teams is scheduled to replace SKYPE

Walter Koop (to All): 1:32 PM

Are you using Teams to engage with customers?

christine bell (to All): 1:35 PM

We use Teams internally. Great for opportunities where there are several people involved. You can invite external users to collaborate as well.

Aparna Sproelich (to All): 1:38 PM

Can you recommend a good over the ear wireless headset?

Gary Smith (to All): 1:38 PM

Does it take TEAMS to TEAMS or can NON-TEAMS people be involved?

Walter Koop (to All): 1:40 PM

Has teams expanded the 4 cameras user view

Chris Straube (to All): 1:41 PM

Internally we use G-Suite from Google. Similar to Teams with the Hangouts for chatting and video calls, Drive for sharing files and collaborating

Perry Thornton (to All): 1:42 PM

Gary, you can invite anyone to a Teams meeting, they just need to download the software. I can't answer to the question about non Teams users creating a meeting.

Rick Kimball (to All): 1:43 PM

On average how many video conferences are salespeople having per week?

Chris Straube (to All): 1:44 PM

We usually use what the customer wants... Zoom, Teams, Hangouts, GotoMeeting, RingCentral, Lync-Skype, GlobalMeet,...

Russ Skog (to All): 1:45 PM

Has anyone given thought as to how we are going to be welcomed back in to customers once this is over?

Bruce Scoggin (to All): 1:45 PM

The paradigm has changed!