



## It's the phone call that counts!

When you want your patent to be evaluated by a decision maker, you have to personally contact them. Executives have told us countless times that they discard any unsolicited new product ideas they receive through the mail. They also don't want to talk to an individual patent holder. They *will* talk with us. Having professional representation makes the difference.

## It's why we call and email the decision maker.

*Here are samples of the responses we get....*

Thank you for sending the info. I will forward this on to our marketing team. I like what I see and feel we are in need of an item like this. Please give us a week or so to discuss. I am forwarding this on to our President as well. We can discuss late next week. - VP for Sales

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Bruce,  
Thanks for sending the information. I will review & get back to you with my feedback and our interests.  
Is this commercially available yet or it is still in the early development stage???  
Thanks and Have A Great Day.  
Abe .....  
Director-Global Product Development  
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Dear Bruce, thanks a lot for the information. I will certainly have a closer look and revert to you asap. Best regards

Dr. \_\_\_\_\_  
Director of Research- Strategic Business Development  
Animal Feed Division

*\*We licensed our Client's patent to this \$4 Billion group*

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### *And what clients say....*

- \* Damn Bruce,
- To say I'm very impressed, is an understatement!!!! This list has got teeth, nice work!!!
- \* Bruce: I got the list. You have done a lot of work. Thanks, Harvey
- \* I read the profile and thought it was awesome. Very informative. Well Done! Bags

**DON'T rely on a mass mailing for your patent!**  
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