

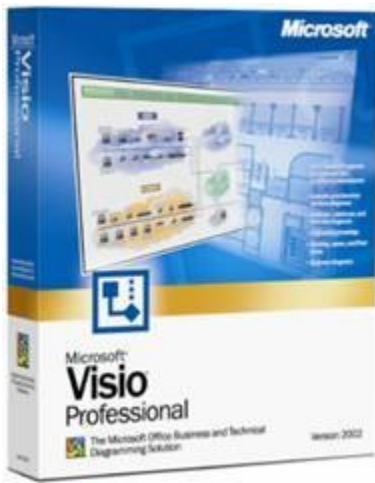
Hello – my name is **[Insert Sales Representative Name here]**. I represent **[Insert your company name here]** in your area. **[Insert 1 – 2 sentences with company background here]**.

Today I'd like to introduce you to Microsoft Visio 2002, a business diagramming and technical drawing solution which will help make your everyday communications more concise, memorable and understandable.

Whether you are a business or technical professional, there's a version of Microsoft Visio to fit your individual needs. For business professionals Microsoft Visio Standard provides everything you need to create flowcharts, organizational charts, timelines and more quickly and easily.

For technical professionals – IT specialists, software or database developers, space planners or engineers – Microsoft Visio Professional provides you with the tools and solutions you need to understand and communicate technical information through diagrams. With Visio Professional you can develop network and directory services diagrams, software and database diagrams, and space plans, as well as create electrical, mechanical and process engineering diagrams and schematics.

If you have advanced IT diagramming needs, you'll want Microsoft Visio Enterprise Network Tools. This add-on to Visio Professional 2002 enables you to automatically discover networks and directory services. Plus, when used in conjunction with the Visio Network Center's more than 23,000 network equipment shapes, you'll be able to document your network infrastructure in exact detail.



Companies like Fujitsu, Johnson Controls, and Echelon Corporation are using Visio products to streamline communications and reduce costs.

Amy Wohl, president of Wohl Associates Inc agrees: *“Visual tools, well integrated and easily used, are an important part of a business professional’s communications arsenal. Visio makes it possible for business professionals to communicate new concepts, complex ideas and technical material with clear, supporting images, easily produced and revised. These business visuals enhance the value of the communication and help ensure we’re all on the same page.”*

As you can see, the Visio 2002 product family offers a variety of solutions to help you communicate more effectively. To learn more,

Visit us online at **[Insert Company Web Site URL here]** or give me a call at **[Insert company phone number here]**. I would be happy to answer any of your questions.

Sincerely

[Insert Sales Representative name and Company name here]