Who can approve this LinkedIn send?

Use the same draft to compare a ready-made AI SDR with an agent you build.
Ask each team to walk you through it without contacting anyone.

The handoff

An agent drafts a message from Maya's LinkedIn account. Maya is away. Her teammate Lee can see the draft. Can Lee approve it? Which account would send it?

Choose what you want to own

If you want the vendor to run the outreach workflow, ask for a demo in its app.
If your agent picks the recipient and writes the message, ask to see the review step in that agent's actual path. Record one candidate per copy.

Tool or vendor

Where the draft goes for review

Can Lee act on this draft?

Ask to see Lee's role, seat and task ownership. In FirstTouch, a view-only Member cannot approve sending actions. Team Admins can act on supported tasks.

Eligible reviewer and evidence

Who handles it if Lee lacks access?

Whose account and which words?

Ask to see Maya's account and the exact message together. Change a word in the sample and ask what Lee would review next. Record any gap before rollout.

Intended sending account

Where to inspect the final wording

How would you know it went out?

Ask for one existing example that shows a send result separately from approval.
Record what you saw. If the demo ends with a pending task, leave delivery open.

Observed result or evidence still needed

Who will confirm the open question?