

# Toy or Tool? EchoSign

Will your clients sign on for EchoSign?

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**EchoSign:** [www.echosign.adobe.com](http://www.echosign.adobe.com)

**What is it?** EchoSign enables businesses to sign and return documents via the cloud without faxing, scanning, paper, or ink. I discovered it by accident. My fax machine broke (and I never could remember the number). I have always been a bit scanner-challenged and my scans always seem to end up upside-down.

**What's the value?** Not only is it a paperless and fast way to sign (and cosign) documents, you get a neat little report that shows which documents have been signed (and cosigned) and which are pending. Plus, you can quickly and easily find copies of documents without searching folders (virtual or physical).

**What's the downside?** Privacy concerns, fear of the cloud, and love of paper (which is still required in certain industries) can be issues... but you can always print copies! If you need to sign more than five contracts a month, the product is not free. However, plans start at \$14.95 per month (which is probably a lot less than the cost of your time, ink, and paper!).

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