

SCRIPT FOR CALLING A PROSPECT FROM A BUSINESS CARD

Warm Market

Hello It's here, you may not remember me but I was at one time in and you gave me your business card. Have you got a couple of minutes.?

If they want you to elaborate here (what do you mean?) ...you can say

Cold Market

Hello It's here, you may not remember me but I have your business card in front of me. Have you got a couple of minutes.

I'm phoning because I'm currently working on a new Billion Dollar project that we are expanding into the Asia Pacific Market Place and I'm looking for key people to work with and I thought of you.

This is just a shot in the dark, but do you keep your business options open around what you're currently doing?... Pause.

Do you look for other streams of income around what your currently doing? answer yes at this point...

Get their email address and tell them I'll send you a link that gives an overview of what is on the table. Set a time to follow up and answer any questions when they nominate a time that they agree to watch it

Or...

I'm working with a very successful company leader who I can arrange onto a call with you and they will be able to give you the bigger picture of what is on the table.

What time best suits you for a call----- day or evenings? -----Can you give me a couple of times that would be convenient for us to call you?

Great I'll call you back and confirm a time for our call with Mr/Ms.....

".....I can send you a video link"

"Ok.... What is your best email address I'll send you the link ... Thanks."

If they ask what it is to do with just say...

It's about Essential Services creating a huge technology change capitalising on Global Deregulation. Right now we are only looking for a few KEY people who want to benefit from this opportunity as we expand in Australia & NZ. We are also expanding into new Asian markets.

IMPORTANT TIP...

(use their name throughout the script, don't overdo it, using their name occasionally helps to warm a cold market.)

AFTER CONFIRMING

If something comes up for you between now and please give me a courtesy call to let us know that your unable to keep the appointment so that we will be able to give that time to someone else. And my mobile no is Thanks