

Script for Business Cards

(taken from referral boards)

If leaving a message: Hi my name is _____. I got your name and number from your business card. I would appreciate it if you could give me a call back. My number is _____. Thank you and have a great day.

If speaking to them: Hi _____ Thanks for calling me back. The reason that I'm calling you is because I am expanding a totally new business concept into your area, and I am purposely calling business-minded people like yourself. _____, I'm assuming since you are in business for yourself, you are the type of person who always keeps their options open, right? Great!! _____, I know that you are very busy and I won't take much of your time. What I'm looking for is someone who would be open-minded enough to sit down with me over a cup of coffee, maybe 45 minutes to an hour of their time, to share an overview of this new concept. Now, _____ I do realize that this may or may not be of interest to you. But I also know that businesses are built on referrals, and sitting down together could be very profitable for both of us. Which would work better for you Tuesday or Thursday?

WAIT FOR A RESPONSE: *He who talks first loses!!!*

Have answer to What Is It ready!! Set the appointment!!!