**Did you receive the information?**

Yes- Great. Will you be joining us?

**YES**

|  |
| --- |
| Fantastic; I’m not sure if this is relevant, but our introductory pricing expires March 8th  which is a $600 savings and only $995 per person.  Do you think you will be able to take advantage? |

**YES**

|  |
| --- |
| Perfect.  I will send you the registration link with discount code after this call.  Can you kindly share an estimate of when you plan to confirm your attendance?  *“March 1st”*  OK, great, If I don’t hear from you first, I will send you a follow up reminder the week of the early bird.  Last question before I let you go. Will you be attending by yourself or with a group?  **Alone/Group - prompt** |

**Did you receive the information?**

Yes- Great. Will you be joining us?

**NOT SURE/MAYBE**

|  |
| --- |
| OK, I can appreciate that.  Is it the budget, topics or the scheduling inhibiting you at this stage?  **BUDGET**  I’m not sure if this helps, but our introductory pricing expires March 8th  which is a $600 savings bringing down the cost to only $995.  Is this feasible?  **YES**  Perfect.  I will send you the registration link with discount code after this call.  Can you kindly share an estimate of when you plan to confirm your attendance?  *“March 1st”*  OK, great, If I don’t hear from you first, I will send you a follow up reminder the week of the early bird.  Last question before I let you go. Will you be attending by yourself or with a group  **NO**  **TOPICS**  EVENT CALENDAR PROMPT  **SCHEDULE**  EVENT CALENDAR PROMPT |

**NOT SURE/MAYBE**

|  |
| --- |
| OK, I can appreciate that.  Is it the budget, topics or the scheduling inhibiting you at this stage?  OTHER  I’m not sure if this helps, but our introductory pricing expires March 8th  which is a $600 savings.  Would that help? |

**Did you receive the information?**

Yes- Great. Will you be joining us?

**NO**

|  |
| --- |
| That’s unfortunate, is there a reason why?  I can keep you abreast for future related events?  EVENT CALENDAR PROMPT  Do you have specific topics of interest? |