Hello, am I speaking to \_\_\_\_\_\_\_\_? My name is Jamal, I’m contacting you on behalf of Oak Global.

Hello, I’m Jamal speaking on behalf of Oak Global, may I ask who I’m speaking to?

I emailed you the other day, are you free to talk right now?

* No, I’m busy:
  + Alright, that’s fine, I can call back later after you finish work, or would you prefer to reschedule the call for tomorrow?
  + \*Agree on a time to reschedule\*
* Yes:
  + \*continue\*

Possible Questions:

Excellent, how has your day been so far?

How has business been?

What’s business like at the moment?

\*Link information about their business to the benefits of the Kickstart Scheme\*

Does that sound like something you may be interested in?

* Yes:
  + \*Prompt to ask questions\*
  + If you’re ready to apply, I’ll go through the form with you so that we can make sure all the information is in order.
* No:
  + Are there any concerns you have about the scheme which are causing you to be disinterested?

“I don’t need any more employees”

* Since the Kickstart scheme costs no money out of your pocket, I feel like it would be a missed opportunity to not make use of additional help for your business

“I’d rather just apply directly to keep the extra £500”

* Even though applying directly would allow you to keep the extra £500, it would cost you in both time and effort. Not to mention, since we have an entire team trained specifically for this, we can ensure a higher chance of being approved, which means less waiting on your part.

“It sounds too good to be true”

* It’s not, the goal of the scheme is to help get young people valuable employment and help rebuild the economy simultaneously.