

Opening Statement

Hi <Prospect Name>

This is <Sales Persons Name> calling from Green Kiwi. Do you have a quick minute?

I'm sure you are a busy and want to respect your time, so I'll be brief. The reason for my call is this. We specialize in developing websites for companies so that you can increase your profits by reaching more customers online.

State Your Compelling Reason - (The End Result Of The Benefit You Offer)

Well, <Prospects Name> depending on what you are currently doing, I don't know whether you have a need or an interest in our services. But with your permission, I was hoping to ask you a few questions and see if there is anything we are doing that you could benefit from. Would you be comfortable spending just a few minutes with me if I stick to my timetable?

Needs Analysis:

1. Is your website consistently generating new leads and converting customers?
2. Is your website an active tool in your current marketing plan?
3. Do you actively engage your customers through your website?

Summarize and Confirm:

1. "For my own understanding, what you are saying is...

(Recap what the prospect shared with you; their problems, challenges, and objectives.)

Is that accurate/correct?

2. Would it be safe to say that if there was a way for you to:

· Restate biggest obstacle. (Example: Overcome the challenge/obstacle/problem of..)

- Restate their most important goal or objective they shared with you.

It would be worth exploring/discussing in more detail?

3. Schedule Next Step:

This must be confirmed against our calendar of available appointment times on Google.

"Then lets get you booked in with one of our team. they will answer your questions, share with you several options as well as demonstrate how our product/service will specifically address your challenges/objectives.

Mr./Mrs._____, do you have your calendar handy? What day would be good for you, Date 1 @ time **or** Date 2 @ time.

Always state two dates with times to improve strike rate.

Once you determine the meeting time, continue with:

Fantastic. I'm looking forward to meeting with you on ____at ____.

(Confirm all decision makers.)

End Dall.