**EPIC Tax Services**

**Lead Generation & Appointment Settting Calling Script**

**1st opening (If Decision Maker is available)**

Hello I’m looking for \_( Customers name if available\_\_?  Hi\_( Customer name) \_this is \_(Caller name) from EPIC Tax Services , We do Accounting and Tax Returns and make sure that you save as much as Possible in your Taxes .

**IF IT IS NOT THE DECISION MAKER THEN SAY:**

Hi , how are you doing today , Maybe you can help me?  Can you put me in touch with the owner of the business?

**ONCE YOU ARE ON THE PHONE WITH THE RIGHT PERSON YOU SAY THE FOLLOWING:**

Hi \_\_\_\_\_\_\_\_\_ I know you are super busy so I will be brief.  I am with EPIC Tax Services which is based out of Vancouver

We’d like the opportunity to analyze your Business for **FREE** to determine if we can Save some Money for your business.     Is that something you would be interested in?

***Objections:***

(1) **“We do our Accounting and Taxes ourselves” 80% people who do their bookkeeping themselves do not know the correct headings for their bookkeeping. They lose money by putting their expenses in incorrect headings. For example if they travel for business purpose and they had meal expenses. They will technically put meal expenses under Meals and entertainment which they can claim only half while filling taxes. Correct heading is travel expenses and they can claim 100%.**

 (2) **“We don't have money” Getting bookkeeping and accounting through a professional accountant actually saves you money on taxes. I have seen many clients who pay $3,000 to $10,000 in taxes every year. A qualified bookkeeper can actually help you get refund instead of paying to the government. One of our client told us that in past 10 years of business first time he got $1500 HST refunded when he switched to our company.**

 (3**) “Contact me later in the year”** More you wait on your HST payment or payroll remittance more you get chance of getting penalties. If your business is organize you will be able to give more time to sales and make more money. You are expert of your business let us do what we are expert on. Our price is very reasonable. You can sign up for our promotional deal of 12 months of bookkeeping at the price of 10. There is no contract you can cancel anytime you want if you are not satisfied with our services.

(4) How qualified you are” We are team of highly qualified Vancouver Accountants and Bookkeepers. Most of the accountants are CGAs and have many years of experience.

Ask for the Sale ( Appointment )

Seema the Accountant from EPIC Tax will contact you

What is a good time to contact you

Can I have your email so that we can send you information about us

Thanks for the Appointment