**Data Process Lead Generation & Appointment Settting Calling Script**

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

HI , How are you doing today ,Can I speak with \_( Customers name if available\_\_?  Hi\_( Customer name) \_this is \_(Caller name) from Qinfotech Solutions , We do Virtual Assistance data Entry / Conversion .

**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 QInfotech Solutions which is based out of Vancouver

( offer value with out Strings )

We’d like the opportunity to analyze your Business for **FREE** to determine if we can offer you benefits which can help your Company and its employees . Is that something you would be interested in?

**Script Development Template : Probing for Pain**

Here are questions in template form that can be customized for use in your lead generation program. Please note that a good script identifies prospects who have "pain." Pain is defined as a business problem or issue that needs solving. Finding the pain is the key to developing high quality sales leads.  
  
1) Are you currently outsourcing your Data Entry and ?  
  
2) Does your present vendor offer \_\_\_\_\_\_\_\_\_\_\_\_\_ ( insert your unique selling point)?  
  
3) Are you having any problems with your present current method ?  
  
4) What is the nature of these problems?  
  
5) How long have you been trying to solve these issues?  
  
6) Do you use (your product or service) as a part of your company's \_\_\_\_\_\_\_ systems or process?  
  
7) Are you planning on expanding your present company program or system to include \_\_\_\_\_\_\_ (your product or service)?  
  
8) On a scale of 1-10 with 10 being the excellent, how would you rate the service you are receiving from your current vendor? What needs to be done to make it a 10?

***Objections, Q&A :***

Objection 1

I am not interested in this right now

Answer

Can I send you some information by email? so you can have the information if you decide to call us in the future.

Objection 2

We already have the Data Process in place ( from a Competitor)

Answer

What are the Services that you offer ?

* Virtual Assistants
* Data Process

Objection 3

Answer

Ask for the Sale ( Appointment )

Mike our Business Consultant with QInfotech Solutions will contact you and can answer your questions

What is a good time to contact for him to contact you

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

Thanks for the Appointment