

May 2024 UPDATED SCRIPTS FOR APPOINTMENT SETTERS

SCRIPT

1.0 Real Estate

A COLD CALL LEADS

Hi First Name, (Wait for the response)

You are a real estate agent right? (Wait for response)

Ok Great

Mate, we help **400+ real estate agents of Ray White, LJ Hooker, YPA and others to get 20+ listing leads** per month on a **guaranteed** basis using our **AI follow up system (Small pause)**

I wanted to see when you are free for a zoom call where we can show you the **EXACT ADS, LANDING PAGES** and **LIVE RESULTS** that **400** other agents are using to get **20+ listing leads guaranteed every month (Pause)**

(Wait for response)

When can I schedule a zoom call with our strategists?

(If they ask more things about what you do then we can say the following)

Our proven system generates 20+ listing leads per month on a guaranteed basis along with an AI follow up system

On the call we will show you our **AMAZING** system used by **400+ agents of Ray White, YPA, LJ Hooker** and others. (Pause)

We make attractive image & **video ads** promoting your brand on social media like **Facebook, Instagram & Google** to get your business name in front of **20,000 local prospects** per month & brand you in the local area to increase your online visibility & customer inquiries, along with a **One Page Website** called a **Landing Page** to **qualify** all the leads. (Pause)

We also include an **AI Based automated follow up system** to help nurture the leads & convert them into clients. Based on results that we have generated for more than **400+ clients** we can **guarantee** you a minimum of at least **20+ listing leads** every month. (Pause)

**** (All of this at a price starting at ONLY \$1,000 to \$1,500 a month).**

Lets book a time to show you the exact process we use to get these results over a zoom call.

Would you have some time maybe tomorrow or day after for our zoom call?

(once day is selected offer 2 time options)

Are you in Sydney or Perth?

We have X and X time available for XXX day? Which would you prefer?

I've got a calendar invite I could send to you— do you mind if I grab your email?

(After the booking is done say the following)

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Awesome so we are all booked in now for (appointment date & time) to show you how we can help you get 20+ guaranteed leads every month. I'll send you an email and SMS confirmation shortly.

Questions

(To ensure that they are a quality meeting, ask them the following questions and put it in notes in xpress automations main account. (don't put this note while booking the appointment, but it after it's booked)

Just to make the call more valuable for you, can I ask you a few more questions to research about your business before our call? (Wait for a 'Yes' answer)

Q1) How long have you been in business for?

Q2) What would be a target number of listings that you would like in the next 12 months?

Q3) How do you get most of your clients now?

Q4) Do you think you can achieve your goal using the current way to get leads or do you need a **new and better system** to get more **online visibility** and more inquiries?

Q5) What is your current team size? How many people work in your team?

Q6) What would be of interest to you ? **Voice Bot, Lead Generation, AI Software, Managing Social Media Campaign, or SEO**

Q7) Lastly, If we are able to show you a system that can guarantee you your desired number of listings/Clients then **how soon** would you be looking to implement such a system in your business?
Soon

(What is Voice Bot) - Voice robot can call your entire database to get more seller appraisal leads, you can qualify your buyers by calling all of them and make sure that all your inbound and outbound communication, review generation and your referral lead generation can be managed using the AI voice bot)

So in summary the audit is about showing you when someone searches for X services in your area, how do you stack against your competitors and what actions should be taken on your Google profile, socials and website to make your customers choose you.

Thanks for all the info. We look forward to showing you our **Guaranteed Marketing System** on (appointment date and time).

I would request you to be in front of a computer for the meeting so you can see the presentation more clearly and as our expert will be exclusively waiting for you on the zoom call, for mutual professional respect of time kindly be available for your booked call or let us know if there is any change.

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Alright Thanks, have an AMAZING day ahead.

NOTE - LISTING lead means a person who wants to sell a house and hence they are called SELLER leads. They are completely different from BUYER leads who want to buy a house. PLEASE UNDERSTAND THE DIFFERENCE

ANSWERS TO COMMON OBJECTIONS BY CLIENTS

Conversion rate

1.0 What's the conversion rate?

Answer this For REAL ESTATE and Mortgage

The conversion of these leads into paying clients totally depends upon the ability of each agent. Some agents close 2 to 3 deals in a month but there are agents who can't even close 1 deal in 6 months. In most cases 70% of our clients get at least 1 listing in the first 3 months. and if you would like to know an average, like any online leads, the conversion rate can be around 3% to 5%.

Lets book a zoom call to show you the exact results that our 400+ clients are getting right now.

Answer this For Solar only

The conversion of these leads into paying clients is very high as they are motivated buyers, especially nowadays as the electricity costs are skyrocketing with high inflation. but still the final conversion totally depends upon the ability of each solar sales agent. Some clients close 5 to 10 installations in a month but there are clients who get less. In most cases 70% of our clients get at least 3 - 5 installations completed in the first 1-2 months. and if you would like to know an average, like any online leads, the conversion rate can be around 15% - 20%.

Companies

2.0 Question

This should be your reply to when clients ask you who you work for, give me some names of other franchises or agents or companies that you work for.

Answer

We work with more than 400 clients covering several boutique businesses and franchises.

We work with agents from all biggest franchises in Australia and New Zealand like

- Ray White
- McGrath
- Harcourts
- LJ Hooker
- RT Edgar
- Barfoot and Thompson

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- YPA
- 361 Real estate and many more

(Wait for their reply)

If you want to know individual agents names then I do not have it as I am just an appointment setter. On the zoom call my expert will be able to show you all this in detail and also show the results of all our clients LIVE with the actual ads, landing page and real leads. Kindly let me know when I can book a time for you this week?

(if they still ask for more names then you can say this)

Can I connect you to an expert now, they will call you now and answer your queries, is that ok?

Then call any closer to help you complete the call and take it forward.

Cost

1.0 What's the cost?

We have different pricing options for different requirements, once you get on the zoom call and see the system we will be able to explain it in a better way and show you the plans that you can choose from.

(If they insist on knowing the price right now only)– you can say, “it ranges from \$1,000 to \$1,500 per month **with a guarantee of 20+ listing leads each month.**”

We don't sell leads, we are a marketing agency and don't charge per lead. We charge a monthly fee for our professional services

Guarantee

2.0 What is the guarantee, will I get my money back if I don't get good leads? How does the guarantee work?

We guarantee you the result and as we are working with more than 400 agents right now we are confident of delivering you the results. For any reason if we do not get you the promised leads then we will work for you for free in the second month to get you the result. So you have nothing to lose.

Quality

3.0 What is the quality of the lead, I don't want junk leads. I only want qualified leads.

The quality of the leads is maintained in the process and that is exactly what we want to show you over the zoom call.

All leads complete a detailed survey where we ask them questions about their contact details, their property address, their intentions and reason for selling.

And we also ask them the most important question, 'when are you planning to sell?'

They can answer saying I want to sell now, or in 3 months or in 6 months. So you will know exactly what their intentions are for their property. Does this sound fair enough?

Extra answer

Mate as you know there are more agents than houses that sell in your area.

(say this jokingly) So if all leads were ready to sell now then I should become a real estate agent myself. There is no marketing agency that can give you only leads that are

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ALL READY TO SELL NOW, if someone says that means they are lying. As we work with more than 400 agents we know that the leads are ALWAYS A MIXED BAG. The agent needs to nurture them and convert them when they are ready to sell. Our role is to brand you in the local area so you get a bigger share of the leads.

Free Leads

4.0 If they say send me few free leads and I'll then think about it or pay you a commission if they sell with me

We are an established brand helping more than 400 agents get 20+ listing leads every month, if we were a newbie start up then we would have done what you are saying but we have enough proof to show you over the zoom call that it will completely convince you about working with us.

Secondly, We are a marketing agency and we do not sell leads, we sell you as a brand to your potential clients when they see you over a period of time and start trusting and believing in your services that's when they will work with you. There are many agencies who sell random leads but they are never good as the client never applied to work with you in the first place. So our marketing brands you and then gets you the leads. And that's why 400+ agents work with us with confidence. And I'll show you their actual results over the zoom call.

Reference of Agents

5.0 Give me reference of other agents

Sure we will on the zoom call, in fact we will not only give you references we will show you actual results of these agents on the zoom call. When can I book you in?

Address

6.0 Where are you located / based?

Our office is in Sydney. (Pause, if they ask for more info then say next)

Our address is 13 Alto Street, South Wentworthville, it's near Parramatta.. (NSW 2145)

Doing Marketing

7.0 I already have an agency or someone managing it

Ok that's great so how many qualified listing leads did they generate in the last month? If they did not generate 20+ then you should just attend this call and see what you are missing or get your team on this call as well to understand what you are missing and what your competitors are taking away from you. I'm sure you will learn a very successful model used by other agents in your area.

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if they say they get more than 20 leads. THEN ASK THEM ABOUT THE QUALITY and CONVERSIONS

- Great to see that you are getting leads, so may I ask, how many of those converted into listings for you?
- if it isn't great, then they should attend the zoom call to understand what you are missing and what your competitors are taking away from you. I'm sure you will learn a very successful model used by other agents in your area.

Don't Need Marketing

8.0 I am very busy, I have too much work, I don't need any marketing.

That's great to hear, as your business is growing, so now your **REPUTATION** would be critically important for you right? (Wait for answer)

Who manages your **social media presence**, like promoting all your properties and your big win achievements on all social media platforms? Who is telling every lead, client and contact on your database about your successes and achievements every month?

Who is remarketing and making sure that you are always present and become **a local celebrity in your local area** so that you never fall short of your listing targets?

That's what we want to help you build and strengthen using our **AI AUTOMATED TOOLS AND SYSTEMS**.

We don't only help you get leads but mainly we help you **save time**, so you can manage these clients better, **automate your communication process** and scale your business faster by relieving you from duties related to **marketing and reputation management**.

If you are free for just 30 mins then I can show you exactly how we are doing this for more than 400 businesses. Lets book a zoom call to show you this.

- **If they are managing themselves then we can tell them**
 - How much time do you spend on managing your social media?
 - Wouldn't it be cheaper if you had someone else manage your social media and you spend more time on talking to clients and converting more listings?
- **If they say that some random office or admin staff is managing it for them then we can tell them**
 - Are you sure that person is qualified to run and manage your socials in a dedicated manner
 - I cannot see any engagement and viral content on any of your social platforms.
 - Most of our clients do much better when they have a PROFESSIONAL to manage their socials. wouldn't you agree

No time for Zoom Call

8.0 So what do you exactly do, explain to me in short so I can understand I don't have time for a zoom call.

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You can explain this:

"We run your ads with your photos, videos and branding on Facebook, Instagram and Google to attract home owners who want to sell their property. We take them to a landing page to complete a detailed survey to get them qualified and when they submit their details, we immediately email you their details to take the ball forward. As this system uses an **AI BASED** automated follow up system it guarantees a minimum of 20 listing leads every month."

Also, To be upfront some leads will want to sell, some will be just looking to get a price update. So it will be a mixed bag, all that we need to get are a few golden nuggets who want to sell. And you know that they are all worth \$10,000 to \$20,000 or even more in commissions

I can have my manager call you and discuss it right now?

Email

9.0 Please just send me an email. I'll go through it

I can definitely send you an email, but an email won't be able to carry all the info that I want to show you. It will just be another unopened email sitting in your inbox which won't be able to show you all the **ads, landing pages and REAL LIVE Results** of 400+ clients, this will be better explained over a zoom call, hence i suggest if we can actually do a zoom call to explain all this to you. I can guarantee you will learn something new and important for your business.
(if they still only want an email then take their email and send them the proposal and get a call back time to circle back on this point)

Scammer

10.0 Are you guys a scam, I don't feel comfortable, I don't trust you?

Yes (first.name), I totally understand and respect your reservations. Nowadays there are a lot of online scams happening and it's good to be alert and cautious.

Be rest assured we are a local Aussie company based in Sydney, we are **registered for GST** and have a **long standing ABN** and you can see our testimonials and client results online on our google page, YouTude And Facebook. We have more than 400 clients just like you and we help them grow their business using digital marketing and our AI Software.

I will be more than happy to show you the results over our zoom call.

Number

11.0 Where did you get my number from?

Our company researches many successful (XX industry type) businesses in the local area and they would have found your details online on Google and other online directories. If they ask too much then you can say I am just an appointment setter and I do not have that information right now.

Listing or Listing Leads

12.0 Do you give me 20 LISTINGS or 20 Listing Leads-

Haha I understand your question, to be very clear, we get you **20+ LISTING LEADS** every month. we do not give 20 LISTINGS. Some of these leads can potentially become listings now or sometime down the track. Our aim is to brand you, market you and get you these listing leads from your local market.

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13.0 If someone replies to our cold SMS and says yes send me leads for free, or what's the cost then you can say this

We are a marketing agency and we do your marketing in your local area first to get you the 20+ guaranteed leads every month. I can generate leads for you but first I need to understand your current situation, visualize your goals and find gaps if any and see if we can possibly solve your problem. For this we suggest that we set up a free zoom call. The costing will also depend upon your situation and requirements, can we please schedule a zoom call where my experts explain all this to you in detail. i am sure it will add value to your business growth and you'll be able to learn something new in our meeting

TRUMP CARD ANSWER

14.0 If You do not know an answer to anything or asked a question that is very vague then use this TRUMP CARD ANSWER

I am just an appointment setter in the team, I do not have an answer to that question. Would you like my expert or manager to call you now and discuss this further or else we can book a call and our expert will be able to answer all of this over the Zoom call.

15.0 Let's make an additional question we only have 5000 or 10,000 people in my area mine is a very small village or a small town not many people how will you market me over

I understand you might be in a small town but nowadays even if somebody is in a small town they are going to be using social media as a tool.

We currently help 400 plus agents and many of them are in small towns and villages where there are five or ten thousand people only

But still they are able to get a decent number of leads when they use their Target locations and run targeted ads in your local farm area

I'm pretty confident that I'll be able to show you results of other small towns like Townsville, Cairns, Mackay and other regional towns too.

I am pretty sure the call will be able to show you good results and show you how to utilize social media in your business

Let's book in a time

TAG

Type A - Owner of the business and still interested

Type B - Higher position and still interested

Type C - Executive and still interested (Sales Executive, Sales Agent, Sales Representative, Sales Associate)

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Weekly Followup - Will move contact to Weekly Followup

Not Interested - Will move contact to Not Interested

Aug CB - Will move contact to August Callback

Sep CB - Will move contact to September Callback

Oct CB - Will move contact to October Callback

No Show - Will move contact to No Show

No Number - Will move contact to No Number

Closers

Ram Valia -	All accountants lawyers, beauty n financial planners, HVAC, solar, any other unique industry only for ram - <u>TYPE A ONLY</u>
Kunal Dutta	Mortgage, Real estate
Sha Sultan	Real estate, Mortgage, Pest control
Abrar Khan	Real estate, Mortgage, Beauty, Plumbing, Electrician , Pest control , Cafe , HVAC (NO Beauty Industry)
Akbar Mumtaz	Real estate
Sam Altaf	Real estate

Booking Quality

- 1 - Make sure you are following the script
- 2 - Do not mention "**Non obligatory or free of cost zoom call** "
- 3 - Do not force clients for a booking
- 4 - If the client is not available to talk and he is in a rush, but still booking , please save it as a callback and make sure the client is aware of the purpose of the call and all questions are answered by him.

Time Zones

Find out time zones and learn how to mark times in different time zones.

Sydney Time (NSW)- **WE FOLLOW THIS TIME & BOOK ACCORDING TO THIS**

Brisbane Time (Queensland)-Same as Sydney

Melbourne Time (Victoria)- Same as Sydney

Hobart Time (Tasmania)- Same as Sydney

Canberra Time (ACT)- Same as Sydney

Adelaide Time (SA) - 30 Mins behind Sydney

Perth Time (WA) - 2 hours behind Sydney

New Zealand (Auckland)- 2 hours ahead of Sydney

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TIMEZONE					
Normal(From 1st April)			Daylight Savings (From 1st Oct)		
Time Zone	Time		Time Zone	Time	
Sydney	(+)10	0	Sydney	(+)11	0
Brisbane	(+)10	0	Brisbane	(+)10	1 Hour Behind
Melbourne	(+)10	0	Melbourne	(+)11	0
Adelaide	(+)9.5	0.5 Hours Behind	Adelaide	(+)10.5	0.5 Hours Behind
Darwin	(+)9.5	0.5 Hours Behind	Darwin	(+)9.5	1.5 Hours Behind
Perth	(+)8	2 Hours Behind	Perth	(+)8	3 Hours Behind
NZ	(+)12	2 Hours Early	NZ	(+)13	2 Hours Early

Names of major cities and states

Learn the major cities and States of Australia

City

- Sydney
- Brisbane
- Melbourne
- Adelaide
- Perth
- Canberra
- Hobart
- Darwin

States

- New South Wales
- Queensland
- Victoria
- South Australia
- Western Australia
- ACT
- Tasmania
- Northern Territory

Good to Know INFO

Understanding the Real Estate Business in Australia

Q. What is a Listing

When a homeowner hires a real estate agent to sell their house, and the real estate agent advertises the property for sale on online platforms, then the Property is called a LISTING. It means a house that is put 'for sale' by a real estate agent. This is a confirmed sale and hence it will generate big revenue for a real estate agent

Q. What is a Listing lead

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A lead is only a homeowner, who has not hired a real estate agent or who has not decided whether they want to sell their house. Some of these leads might want to sell and some will not want to sell. So only some of these can become a paying client for the real estate agent.

Q. How much does one agent make from selling a property

\$10,000 to \$20,000 depending upon the value of the property.

On an average the agent charges 2% of the value of the property.

Q. How many properties does an agent sell

On an average most agents sell 3 - 4 listings (Houses) a month.

Only a few very good agents sell 10 listings (houses) a month

Q. How most agents are doing marketing to get leads right now

Most agents only get leads from referrals and word of mouth. Some agents might have an internal marketing team if they are a big company and some might have hired other cheap and non experienced marketing agencies who never delivered any good results to these real estate agents.

Q. Why are Google reviews important

Most clients buy after checking out the online reviews of any agent.

So all agents need to have more reviews to have a better online reputation and be the Obvious choice of their customer

Q. What is 'Just Listed' and "Just Sold"

When a real estate agent puts the property on online property selling portal then its they call it JUST LISTED and when they sell a property they mark it as JUST SOLD

Q. Different types of leads

Seller or Listing Leads- These are home owners of residential properties who want to sell homes. They give big revenue to the real estate agent around \$10,000 to \$20,000. Most agents want these.

Buyer Leads- Buyer lead means people who do not own a home but they want to now buy a home or an investment property. These can get a big revenue for real estate agents, but only few agents want buyer leads. We help generate buyer leads and seller leads.

Rural and Agricultural land - These are leads of owners of large farms and agricultural lands in rural areas and villages. We do help clients get such leads too. These leads can pay a BIG amount of commission to real estate agents.

DO NOT

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Commercial Leads - This means people who want to sell a hotel, motel, office space or commercial property. We **DO NOT** help getting commercial leads. Don't book such people.

Rental or Property Management Leads - We do not do this. This means only helping an agent find leads of people who need to rent out their properties and needs a property manager. **WE DO NOT PROVIDE THESE LEADS.**

Q- How to know is someone is an employee or an owner of the business

If their designation is **director**, or **principal**, or **owner**, or **licensee in charge** then they are the owner or else they are only an agent working like an employee. If they are the owner then they will be marked as a '**Type A**' lead for us.

If they are not the owner then they will be marked as a '**Type C**' lead for us.

Sales Executive, Sales Agent, Sales Representative, Sales Associate

Q. Important sites in australia to research and know more about the real estate industry

Please go to these sites and explore more and learn more about the real estate industry in Australia.

- realestate.com.au
- ratemyagent.com.au
- domain.com.au

Q. Understand common Email IDs ending parts

Examples to familiarize yourself

Always ask for their WORK email address. not Personal Email

firstname@abcrea.com.au

firstname@rea.com

gary.rossete@atrealty.com.au

firstname.lastlame@abcrealestate.com.au

firstname@xyzestateagents.com.au

firstname@LJHooker.com.au

firstname@raywhite.com

firstname@ypa.com.au

firstname@bigpond.com

New Zealand ones will have it as

firstname@abxestateagents.co.nz

@barfoot.co.nz

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@bayleys.co.nz

@harcourts.co.nz

If you are doubtful about their work email from google by typing their name and real estate agent and then you will go to their website for it.

Scripts

OTHER IMPORTANT SCRIPT TYPES AND STARTING LINES

Re-confirming Appointment

Hi first name

{{Your name}} here from Marketing Transformers. Mate, hope you remember we had scheduled a zoom call with our expert for **(Date & time)**, this is a confirmation call just to check if you have received the calendar invite and if everything is good to go??

(Customer will tell NO)-

My apologies for the inconvenience , we will be sending you a calendar invite within the next few minutes.

(If customer is looking to reschedule the meeting)-
reschedule it according to the customer's convenience.

ALSO SAY THIS TO THE CLIENT

Just wanted to check if getting those **20+ guaranteed seller listing leads** per month and **growing your business using AI** is something that you are still looking for?

Alright Thanks, have an AMAZING day ahead.

Facebook Ads

A. Real Estate Leads From Facebook Ads

Hi first name

{{Your name}} here from Marketing Transformers. Mate, you applied on our Facebook ad to get 20+ listing leads per month on a guaranteed basis.

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Mate, we are an **AI software** that helps **400+ real estate agents** get **20+ listing leads** per month on a **guaranteed** basis using our **AI follow up system that** boosts your **online reputation & social media presence (Small pause)**

I wanted to see when you are free for a zoom call where we can show you the **EXACT ADS, LANDING PAGES** and **LIVE RESULTS** that **400+** other agents are using to boost their **social media presence and leverage AI** to get **20+ listing leads guaranteed every month (Pause)**

(Wait for response)

When can I schedule a zoom call with our strategists?

SMS

B. Replied to cold SMS outreach from Real Estate industry

Hi first name

{{Your name}} here from Marketing Transformers. Mate, we recently messaged you about helping you get more listing leads per month on a guaranteed basis and you replied to my SMS saying (say what they replied)...

Mate, we are an **AI software** that helps **400+ real estate agents** get **20+ listing leads** per month on a **guaranteed** basis using our **AI follow up system that** boosts your **online reputation & social media presence (Small pause)**

I wanted to see when you are free for a zoom call where we can show you the **EXACT ADS, LANDING PAGES** and **LIVE RESULTS** that **400+** other agents are using to boost their **social media presence and leverage AI** to get **20+ listing leads guaranteed every month (Pause)**

(Wait for response)

When can I schedule a zoom call with our strategists?

No Show

C. No show lead Real Estate industry

Hi First Name (Wait for the response)

Hi This is XX with Marketing Transformers, you had booked a call with us on (Appointment date) to get **20+ guaranteed seller listing leads per month** but you were not able to attend it. (Pause for 1 sec). Is everything ok at your end?

I am calling to check if getting those **20+ guaranteed seller listing leads** per month and **growing your business using AI** is something that you are still looking for?

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Only if you still need to solve this problem in your business then we can rebook you for a zoom call to show you how we help more than **400+ agents get 20+ listing leads every month using AI** and online marketing on a guaranteed basis. (Wait for reply)

(if they ask 'who are you'? then repeat the first paragraph above introducing yourself.)

(if they Say yes let's rebook, then say this)

Great let's rebook you in... just before that let me summarize what we will do on this call. (explain what we will do on the call and confirm that they will attend it)

Invoice Sent

D. Real estate Proposed or Invoiced client with curiosity and intrigue (Invoiced but didn't buy)

Hey first Name,

Your name Here from Marketing Transformers. We met (or you met my colleague X) some time back to discuss how we can set up a business growth plan using Social Media for you and help you get 20+ guaranteed leads, does that ring a bell.

I just noticed that post that conversation we haven't moved ahead!

Can I understand what happened there?

(Whatever they say you can segment them in 2 parts.)

1. **Not confident about product**
2. **Not confident about the price**

Sure I understand what you are saying

When we last met you were very keen on growing your business and branding yourself on social media!. Is that still important for you?

So between you and me, Is it the **PRODUCT** or the **PRICE** that is holding you back from achieving your goal of X

Based upon their reply you will ask them to book a zoom call to solve that exact issue

- If it's product based then say this - 'I can definitely see why you are skeptical about the results, I just wanted to show you some new and very **recent results** for other clients from your area along with their testimonials. Can I book a short zoom call and show you those details this week?'
- **Confidence statement** - "We haven't grown from 0 to 500 clients in 3 years by not delivering value and results. We in fact put our skin in the game with you and participate in your growth. Let me show you all of this over a call. Lets book a time:.
- **Price issue** - I completely get that price can be a restrictive factor, we haven't gotten from 0 to 500 clients by just charging our clients. We in fact put our skin in the game with you and participate in your growth. Please tell me, is pricing the only thing holding you back from growing your business and getting started?
- We actually have some specials and really **NO BRAINER Pricing** arrangements available at the moment for THIS WEEK. Can we book in a time and I can assure you we can make things work

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Buyer Leads

E. If an agent wants Buyer leads

We help many investment property specialists and agents get buyers for their properties and house and land packages.

DON'T SAY SELLER OR LISTING LEADS - They only need buyer leads for house and land packages or apartments

(thet eh same script .

F. Learn common services and offering of other industries

- Mortgage brokers - They get home loans for people
- They do things like
 - **Refinance** - Means closing on old loan and getting a new loan at a lower interest rate and it helps the owner get a cash back from the new bank as well.
 - **First home buyer loans** - Means people who want to buy a first home and take advantage of the Government's subsidy and bonus offers. These are loans for people to Live in the house
 - **Investor Loans** - People who want to buy a property to put it on rent.
 - **Debt consolidation** - Bringing personal loan, credit card debt, car loan, student loan all together into a low interest home loan.
- **Education and Migration Agents**
 - They offer education admission into colleges and universities to international students. They get people from overseas to study in australia. When some student pays for it the agent makes a commission.
 - So they need student who need help in their admissions or Migration which is all about Visas and getting Australian permanent residency
 - They charge a fee to help students get study visas or partner visas and permanent residency visas.
- **Solar Installation**
 - they need homeowners who can install solar panels and they pay the solar installation company
 - Solar Leads to install solar panels
- **Beauty Salon and Med Spa**
 - they need women who need beauty services
 - hair cut
 - hair colour, Balayage, ombre
 - blow dry
 - facials
 - HIFU
 - Needling

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- Laser Treatment
- LED Light Treatment

- Child Care Centres
 - They need parents who are working and need day care and child care services
- Accountant individuals and business owners - Businesses give more revenue than individuals and they do a quarterly reporting of GST and BAS (business activity statement)
- Plumber
- Electrician and Air can installation

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SCRIPT 2

Real Estate From Facebook Ads

Hi first name

{{Your name}} here from Marketing Transformers. Mate, you applied on our Facebook ad to get 20+ listing leads per month on a guaranteed basis.

Mate, we are an **AI software** that helps **400+ real estate agents** get **20+ listing leads** per month on a **guaranteed** basis using **AI and follow up system that** boosts your **online reputation & online presence (Small pause)**

I wanted to see when you are free for a zoom call where we can show you the **EXACT ADS, LANDING PAGES** and **LIVE RESULTS** that **400+** other agents are using to get **20+ listing leads guaranteed every month (Pause)**

(Wait for response)

When can I schedule a zoom call with our strategists?

(If they ask more things about what you do then we can say the following)

Our proven system generates 20+ listing leads per month on a guaranteed basis along with an AI follow up system

On the call we will show you our **AMAZING** system used by **400+ agents of Ray White, McGrath, LJ Hooker and others**. We make attractive image & video ads promoting your brand on social media like **Facebook, Instagram & Google** to get your business name in front of **20,000 local prospects** per month & brand you in the local area to increase your online visibility & customer inquiries, along with a **One Page Website** called a **Landing Page** to **qualify** all the leads. We also include an **automated follow up system** to help nurture the leads & convert them into clients. All of this at a price starting at **ONLY \$800 to \$1,500 a month**. Based on results that we have generated for more than **400+ clients** we can **guarantee** you a minimum of at least **20+ listing leads** every month.

Lets book a time to show you the exact process we use to get these results over a zoom call.

Would you have some time maybe tomorrow or day after for our zoom call?

(once day is selected offer 2 time options)

Are you in Sydney or Adelaide?

We have X and X time available for XXX day? Which would you prefer?

I've got a calendar invite I could send to you— do you mind if I grab your email?

(After the booking is done say the following)

Awesome so we are all booked in now for (appointment date & time) to show you how we can help you get 20+ guaranteed leads every month. I'll send you an email and SMS confirmation shortly.

(To ensure that they are a quality meeting, ask them the following questions and put it in notes in xpress automations main account. (don't put this note while booking the appointment, but it after it's booked)

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Just to make the call more valuable for you, can I ask you a few more questions to research about your business before our call? **(Wait for a 'Yes' answer)**

Q1) How long have you been in business for?

Q2) What would be a target number of listings that you would like in the next 12 months?

Q3) How do you get most of your clients now?

Q4) Do you think you can achieve your goal using the current way to get leads or do you need a **new and better system** to get more **online visibility** and more inquiries?

Q5) So would you **agree** that your current system to get leads **is not** allowing you to get you to your target listings/clients? Hence you would like to see a new system to boost your **online presence and get more quality leads.**

Q6) Lastly, If we are able to show you a system that can guarantee you your desired number of listings/Clients then how soon would you be looking to implement such a system in your business?

Thanks for all the info. We look forward to showing you our Guaranteed Marketing System on (appointment date and time).

I would request you to be in front of a computer for the meeting so you can see the presentation more clearly and **as our expert will be exclusively waiting for you on the zoom call, for mutual professional respect of time kindly be available for your booked call or let us know if there is any change.**

Alright Thanks, have an AMAZING day ahead.

NOTE - LISTING lead means a person who wants to sell a house and hence they are called SELLER leads. They are completely different from BUYER leads who want to buy a house. PLEASE UNDERSTAND THE DIFFERENCE

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SCRIPT 2.1

Other Industry Facebook Ads

Any Other Industry From Facebook Ads

Hi first name

{{Your name}} here from Marketing Transformers. Mate, you applied on our Facebook ad to grow your (X industry) business and get more leads per month on a guaranteed basis. Does that ring a bell?

Mate, we are an AI software that helps 400+ businesses like yours to get more clients per month on a guaranteed basis using AI and follow up system (Small pause)

I wanted to see when you are free for a zoom call where we can do an audit on your online profile and find any **GAPS STOPPING** you from **GETTING More Clients** and also show you the EXACT ADS, LANDING PAGES and LIVE RESULTS that 400+ other clients are using to get more (X industry) clients every month (Pause)

(Wait for response)

When can I schedule a zoom call with our strategists?

(If they ask more things about what you do then we can say the following)

On the call we will show you our AMAZING system used by **400+ clients**. We make attractive image & video ads promoting your brand on social media like **Facebook, Instagram & Google** to get your business name in front of **20,000 local prospects** per month & brand you in the local area to increase your online visibility & customer inquiries, along with a **One Page Website** called a Landing Page to **qualify** all the leads. We also include an **automated follow up system** to help nurture the leads & convert them into clients. All of this at a price starting at **ONLY \$800 to \$1,500 a month**. Based on results that we have generated for more than **400+ clients** we can **guarantee** you a minimum of at least **20+ leads** every month.

Lets book a time to show you the exact process we use to get these results over a zoom call.

Would you have some time maybe tomorrow or day after for our zoom call?

(once day is selected offer 2 time options)

Are you in Sydney or Adelaide?

We have X and X time available for XXX day? Which would you prefer?

I've got a calendar invite I could send to you— do you mind if I grab your email?

(After the booking is done say the following)

Awesome so we are all booked in now for (appointment date & time) to show you how we can help you grow your (Xindustry) business. I'll send you an email and SMS confirmation shortly.

(To ensure that they are a quality meeting, ask them the following questions and put it in notes in xpress automations main account. (don't put this note while booking the appointment, but it after it's booked)

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Just to make the call more valuable for you, can I ask you a few more questions to research about your business before our call? **(Wait for a 'Yes' answer)**

Q1) How long have you been in business for?

Q2) What would be a target number of clients that you would like in the next 12 months?

Q3) How do you get most of your clients now?

Q4) Do you think you can achieve your goal using the current way to get leads or do you need a **new and better system** to get more **online visibility** and more inquiries?

Q5) So would you **agree** that your current system to get leads **is not** allowing you to get you to your target listings/clients? Hence you would like to see a new system to boost your **online presence and get more clients.**

Q6) Lastly, If we are able to show you a system that can guarantee you your desired number of Clients then how soon would you be looking to implement such a system in your business?

Thanks for all the info. We look forward to showing you our Guaranteed Marketing System on (appointment date and time).

I would request you to be in front of a computer for the meeting so you can see the presentation more clearly and **as our expert will be exclusively waiting for you on the zoom call, for mutual professional respect of time kindly be available for your booked call or let us know if there is any change.**

Alright Thanks, have an AMAZING day ahead.

NOTE - LISTING lead means a person who wants to sell a house and hence they are called SELLER leads. They are completely different from BUYER leads who want to buy a house. PLEASE UNDERSTAND THE DIFFERENCE

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SCRIPT 3

Real estate No Show Leads (People who booked earlier but did not attend the meeting)

Hi First Name (Wait for the response)

Hi This is XX with Marketing Transformers, you had booked a call with us on (Appointment date) to get **20+ guaranteed seller listing leads per month** but you were not able to attend it. (Pause for 1 sec). Is everything ok at your end?

I am calling to check if getting those **20+ guaranteed seller listing leads** per month and **growing your business using AI** is something that you are still looking for?

Only if you still need to solve this problem in your business then we can rebook you for a zoom call to show you how we help more than **400+ agents get 20+ listing leads every month using AI** and online marketing on a guaranteed basis. (Wait for reply)

(if they ask 'who are you'? then repeat the first paragraph above introducing yourself.)

(if they Say yes let's rebook, then say this)

Great let's rebook you in... just before that let me summarize what we will do on this call.

On the call we will show you our **AMAZING** system used by **400+ agents of Ray White, McGrath, LJ Hooker and others**. We make attractive image & video ads promoting your brand on social media like **Facebook, Instagram & Google** to get your business name in front of **20,000 local prospects** per month & brand you in the local area to increase your online visibility & customer inquiries, along with a **One Page Website** called a **Landing Page** to **qualify** all the leads. We also include an **automated follow up system** to help nurture the leads & convert them into clients. All of this at a price starting at **ONLY \$1,000 to \$1,500 a month**. Based on results that we have generated for more than **400+ clients** we can **guarantee** you a minimum of at least **20+ listing leads** every month. (wait for a sec)

Lets book a time to show you the exact process we use to get these results over a zoom call.

Would you have some time maybe tomorrow or day after for our zoom demo call?

(once day is selected offer 2 time options)

We have X and X time available for XXX day? Which would you prefer?

I've got a calendar invite I could send to you— do you mind if I grab your email?

(After the booking is done say the following)

Awesome so we are all booked in now for (appointment date & time) to show you how we can help you get 20+ guaranteed leads every month. I'll send you an email and SMS confirmation shortly.

(To ensure that they are a quality meeting, ask them the following questions and put it in notes in xpress automations main account. (don't put this note while booking the appointment, but it after it's booked)

Just to make the call more valuable for you, can I ask you a few more questions to research about your business before our call? **(Wait for a 'Yes' answer)**

Q1) How long have you been in business for?

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Q2) What would be a target number of listings that you would like in the next 12 months?

Q3) How do you get most of your clients now?

Q4) Do you think you can achieve your goal using the current way to get leads or do you need a **new and better system** to get more **online visibility** and more inquiries?

Q5) So would you **agree** that your current system to get leads **is not** allowing you to get you to your target listings/clients? Hence you would like to see a new system to boost your **online presence and get more quality leads.**

Q6) Lastly, If we are able to show you a system that can guarantee you your desired number of listings/Clients then how soon would you be looking to implement such a system in your business?

Thanks for all the info. We look forward to showing you our Guaranteed Marketing System on (appointment date and time). I would request you to be in front of a computer for the meeting so you can see the presentation more clearly and **as our expert will be exclusively waiting for you on the zoom call, for mutual professional respect of time kindly be available for your booked call or let us know if there is any change.**

Alright Thanks, have an AMAZING day ahead.

NOTE - LISTING lead means a person who wants to sell a house and hence they are called SELLER leads. They are completely different from BUYER leads who want to buy a house. PLEASE UNDERSTAND THE DIFFERENCE

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SCRIPT 3.1

NO SHOW For Any Other Industry From Facebook Ads

Hi first name

{{Your name}} here from Marketing Transformers, you had booked a call with us on (Appointment date) to grow your (X industry) business and get more leads per month on a guaranteed basis but you were not able to attend it. Does that ring a bell? (Pause for 1 sec).

I am calling to check if growing your business and getting more clients using AI is something that you are still looking for?

Mate, we are an AI software that helps 400+ businesses like yours to get more clients per month on a guaranteed basis using AI and follow up system (Small pause)

I wanted to see when you are free for a zoom call where we can do an audit on your online profile and find any **GAPS STOPPING** you from **GETTING More Clients** and also show you the EXACT ADS, LANDING PAGES and LIVE RESULTS that 400+ other clients are using to get more (X industry) clients every month (Pause)

(Wait for response)

When can I schedule a zoom call with our strategists?

(If they ask more things about what you do then we can say the following)

On the call we will show you our AMAZING system used by 400+ clients. We make attractive image & video ads promoting your brand on social media like **Facebook, Instagram & Google** to get your business name in front of **20,000 local prospects** per month & brand you in the local area to increase your online visibility & customer inquiries, along with a **One Page Website** called a Landing Page to **qualify** all the leads. We also include an **automated follow up system** to help nurture the leads & convert them into clients. All of this at a price starting at **ONLY \$800 to \$1,500 a month**. Based on results that we have generated for more than **400+ clients** we can **guarantee** you a minimum of at least **20+ leads** every month.

Lets book a time to show you the exact process we use to get these results over a zoom call.

Would you have some time maybe tomorrow or day after for our zoom call?

(once day is selected offer 2 time options)

Are you in Sydney or Adelaide?

We have X and X time available for XXX day? Which would you prefer?

I've got a calendar invite I could send to you— do you mind if I grab your email?

(After the booking is done say the following)

Awesome so we are all booked in now for (appointment date & time) to show you how we can help you grow your (Xindustry) business. I'll send you an email and SMS confirmation shortly.

(To ensure that they are a quality meeting, ask them the following questions and put it in notes in xpress automations main account. (don't put this note while booking the appointment, but it after it's booked)

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Just to make the call more valuable for you, can I ask you a few more questions to research about your business before our call? **(Wait for a 'Yes' answer)**

Q1) How long have you been in business for?

Q2) What would be a target number of clients that you would like in the next 12 months?

Q3) How do you get most of your clients now?

Q4) Do you think you can achieve your goal using the current way to get leads or do you need a **new and better system** to get more **online visibility** and more inquiries?

Q5) So would you **agree** that your current system to get leads **is not** allowing you to get you to your target listings/clients? Hence you would like to see a new system to boost your **online presence and get more clients.**

Q6) Lastly, If we are able to show you a system that can guarantee you your desired number of Clients then how soon would you be looking to implement such a system in your business?

Thanks for all the info. We look forward to showing you our Guaranteed Marketing System on (appointment date and time).

I would request you to be in front of a computer for the meeting so you can see the presentation more clearly and **as our expert will be exclusively waiting for you on the zoom call, for mutual professional respect of time kindly be available for your booked call or let us know if there is any change.**

Alright Thanks, have an AMAZING day ahead.

NOTE - LISTING lead means a person who wants to sell a house and hence they are called SELLER leads. They are completely different from BUYER leads who want to buy a house. PLEASE UNDERSTAND THE DIFFERENCE

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SCRIPT 4

Cold Calling Any other industry for 20 Guaranteed Leads

Hi First Name (Wait for the response)

You are a (X Industry) right? (Wait for response)

Ok Great

We help an AI software that helps 400+ (X industry) businesses by getting them 20+ **LEADS** per month on a **guaranteed** basis (Small pause)

I wanted to see when you are free for a zoom call where we can show you the **exact ads, landing pages and actual leads** that **400+** other clients are using to get **20+ leads guaranteed** every month (Wait for response)

When can I schedule a zoom call with our strategists?

(If they ask more things about what you do then we can say the following)

On the call we will show you our **AMAZING** system used by **400+ clients**. We make attractive image & video ads promoting your brand on social media like **Facebook, Instagram & Google** to get your business name in front of **20,000 local prospects** per month & brand you in the local area to increase your online visibility & customer inquiries, along with a **One Page Website** called a **Landing Page** to **qualify** all the leads. We also include an **automated follow up system** to help nurture the leads & convert them into clients. All of this at a price starting at **ONLY \$1,000 to \$1,500 a month**. Based on results that we have generated for more than **400+ clients** we can **guarantee** you a minimum of at least **20+ (industry name) leads** every month.

Lets book a time to show you the exact process we use to get these results over a zoom call.

Would you have some time maybe tomorrow or day after for our zoom call?

(once day is selected offer 2 time options)

We have X and X time available for XXX day? Which would you prefer?

I've got a calendar invite I could send to you— do you mind if I grab your email?

(After the booking is done say the following)

Awesome so we are all booked in now for (appointment date & time) to show you how we can help you get 20+ guaranteed leads every month. I'll send you an email and SMS confirmation shortly.

(To ensure that they are a quality meeting, ask them the following questions and put it in notes in xpress automations main account. (don't put this note while booking the appointment, but it after it's booked)

Great, I have made the booking for you.

Just to make the call more valuable for you, can I ask you a few more questions to research about your business before our call? (Wait for a 'Yes' answer)

Q1) How long have you been in business for?

Q2) What would be a target number of clients that you would like in the next 12 months?

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Q3) How do you get most of your clients now?

Q4) Do you think you can achieve your goal using the current way to get leads or do you need a **new and better system** to get more **online visibility** and more inquiries?

Q5) So would you **agree** that your current system to get leads **is not** allowing you to get you to your target clients? Hence you would like to see a new system to boost your **online presence and get more quality leads.**

Q6) Lastly, If we are able to show you a system that can guarantee you your desired number of clients then how soon would you be looking to implement such a system in your business?

Thanks for all the info. We look forward to showing you our Guaranteed Marketing System on (appointment date and time).

I would request you to be in front of a computer for the meeting so you can see the presentation more clearly and as our expert will be exclusively waiting for you on the zoom call, for mutual professional respect of time kindly be available for your booked call or let us know if there is any change.

Alright Thanks. have an AMAZING day ahead.

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SCRIPT 5

CEO SCRIPT

OPTION 1 - CALLING CEO OF ALL OTHER INDUSTRIES COLD CALLING

A Cold Call For Software only

Hi first name

{{Caller name}} here from Xpress AI.

Does the company Xpress AI ring a bell? (wait for answer)

Mate we are a Sydney based AI software helping 500+ (Industry name) businesses. We help them boost their online presence, brand management and strategic marketing. I would love to show you how AI can help you IMPROVE and do even better with your business (Say client's company name).

Our software helps your team save time, reduce costs and make more. It makes your life easier by automating all communications and repetitive tasks related to operations, marketing and online reputation management.

(if they ask more info then we can say this)

We help (industry name) businesses in multiple different ways. Based on the business, we assist them with their customer communications, automate repetitive processes and build their online reputation. As each business is different and based on where they are in the business lifecycle and their current tech stack, they have different problems and our software can come in to solve those problems.

So i want to have a chat with you and understand more about (company name). understand how you are running the business, see what kind of systems that you have in place right now to assist with your communications, marketing and operations

So based on our conversation I will be able to assess what kind of software solution we can offer you.

We actually AUDIT your online profile & find any gaps that are stopping you from getting MORE CLIENTS

I wanted to see when you are free for a zoom call where we can show you the results we are getting for other 500+ clients and the SPECIFIC GAPS in your online profile that are stopping you from getting more clients, automating all operations and building your online reputation using AI. (Wait for answer)

When can I schedule a zoom call with our strategists?

(If they ask more things about what you do then we can say the following)

On the call we will show you our AMAZING AI system used by 500+ clients. We audit and show you how prospects see your online image and how to leverage AI software to promote your brand on social media like **Facebook, Instagram & Google** to get your business name in front of **20,000 local prospects** per month & brand you in the local area to increase your online visibility & customer inquiries. We also include an **automated system to capture, nurture** and convert more clients using AI. So in summary the audit is about showing you when someone searches for X services in your

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area, how do you stack against your competitors and what actions should be taken on your Google profile, socials and website to make your customers choose you. (wait for a sec)

Lets book a time to show you the exact process we use to get these results over a zoom call.

Would you have some time maybe tomorrow or day after for our zoom call?

(once day is selected offer 2 time options)

We have X and X time available for XXX day? Which would you prefer?

I've got a calendar invite I could send to you— do you mind if I grab your email?

(After the booking is done say the following)

Awesome so we are all booked in now for (appointment date & time) to show you how we can help you use AI software to get more growth every month. I'll send you an email and SMS confirmation shortly.

(To ensure that they are a quality meeting, ask them the following questions and put it in notes in Vico and MT main account. (don't put this note while booking the appointment, but it after it's booked)

Just to make the call more valuable for you, can I ask you a few more questions to research about your business before our call? **(Wait for a 'Yes' answer)**

Q1) How long have you been in business for?

Q2) How many people are working for you in your business? (Team Size)

Q3) What would be a target number of clients that you would like in the next 12 months?

Q4) How do you get most of your clients now?

Q5) Do you think you can achieve your goal using the current way to get leads or do you need a **new and better system** to get more **online visibility** and more inquiries?

Q6) Lastly, If we are able to show you a system that can guarantee you your desired number of Clients then how soon would you be looking to implement such a system in your business?

Thanks for all the info. We look forward to showing you our AI Software on (appointment date and time).

I would request you to be in front of a computer for the meeting so you can see the presentation more clearly and as our expert will be exclusively waiting for you on the zoom call, for mutual professional respect of time kindly be available for your booked call or let us know if there is any change.

Alright Thanks, have an AMAZING day ahead.

Objection -

3.0 (Do an actual search of their online profile and talk from there)

ok lets just look at your online profile. you have been in business for X years. and i can see you only have x reviews, due to this people are seeing you in the right light online and hence making you lose

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business. So we just need to see if we can improve that. I can do everything over the phone hence I request a 30 - 40 min zoom call to show you all this and then you are free to decide if this is something for you or not. If you need to do ads or other forms of marketing then we can send you in the right direction.

(Then go back to scheduling questions)

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SCRIPT 6

OPTION 2 - CALLING CEO OF ALL OTHER INDUSTRIES COLD CALLING (Focussed on online reputation)

Hi first name

{{Caller name}} here from Xpress AI.

Mate, we are an **AI software based in Sydney** that helps **500+ (industry_name) businesses** with their business growth using our **AI Software**

We boost their **online reputation & automate their ENTIRE business using AI (Small pause).**

We actually **AUDIT** your entire online profile & find any gaps that are stopping you from getting **MORE (X industry) CLIENTS.**

I wanted to see when you are free for a zoom call where we can show you the results we are getting for other 500+ (industry_name) clients and the **SPECIFIC GAPS** in your **online profile** that are stopping you from getting more clients and building your online reputation **using AI.** (Wait for answer)

When can I schedule a zoom call with our strategists?

(If they ask more things about what you do then we can say the following)

On the call we will show you our **AMAZING AI** system used by **500+ clients.** We audit and show you how prospects see your online image and how to leverage AI software to promote your brand on social media like **Facebook, Instagram & Google** to get your business name in front of **20,000 local prospects** per month & brand you in the local area to increase your online visibility & customer inquiries. We also include an **automated system to capture, nurture** and convert more clients using AI. So in summary the audit is about showing you when someone searches for **X services** in your area, how do you stack against your competitors and what actions should be taken on your Google profile, socials and website to make your customers choose you. (wait for a sec)

Lets book a time to show you the exact process we use to get these results over a zoom call.

Would you have some time maybe tomorrow or day after for our zoom call?

(once day is selected offer 2 time options)

We have X and X time available for XXX day? Which would you prefer?

I've got a calendar invite I could send to you— do you mind if I grab your email?

(After the booking is done say the following)

Awesome so we are all booked in now for (appointment date & time) to show you how we can help you use AI software to get more growth every month. I'll send you an email and SMS confirmation shortly.

(To ensure that they are a quality meeting, ask them the following questions and put it in notes in Vico and MT main account. (don't put this note while booking the appointment, but it after it's booked)

Just to make the call more valuable for you, can I ask you a few more questions to research about your business before our call? **(Wait for a 'Yes' answer)**

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Q1) How long have you been in business for?

Q2) How many people are working for you in your business? (Team Size)

Q3) What would be a target number of clients that you would like in the next 12 months?

Q4) How do you get most of your clients now?

Q5) Do you think you can achieve your goal using the current way to get leads or do you need a **new and better system** to get more **online visibility** and more inquiries?

Q6) Lastly, If we are able to show you a system that can guarantee you your desired number of Clients then how soon would you be looking to implement such a system in your business?

Thanks for all the info. We look forward to showing you our AI Software on (appointment date and time).

I would request you to be in front of a computer for the meeting so you can see the presentation more clearly and as our expert will be exclusively waiting for you on the zoom call, for mutual professional respect of time kindly be available for your booked call or let us know if there is any change.

Alright Thanks, have an AMAZING day ahead.

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SCRIPT 7

OPTION 3 - CALLING CEO OF ALL OTHER INDUSTRIES COLD CALLING (Focussed on all XA Features)

Hi first name

{{Caller name}} here from Xpress AI.

Mate, we are an **AI software based in Sydney** that helps **500+ (industry name) businesses** To **Attract & CONVERT** more **CLIENTS** using our **AI Software**

We actually **AUDIT** your entire online profile & find any gaps that are stopping you from getting **MORE (X industry) CLIENTS**.

(OPTIONAL) Our All In One System boosts your online reputation & AUTOMATES your ENTIRE BUSINESS using AI (Small pause).

I wanted to see when you are free for a zoom call where we can show you the results we are getting for other 500+ (industry_name) clients and the **SPECIFIC GAPS** in your **online profile** that are stopping you from getting more (industry name) clients **using AI**. (Wait for answer)

When can I schedule a zoom call with our strategists?

(If they ask more things about what you do then we can say the following)

On the call we will show you our **AMAZING AI** system used by **500+ clients**.

- It helps you get more customers from **Google and your website**
- Automatically follows them up using **SMS to make bookings** with you.
- Guides your sales team to **close the right** prospects who are **most likely** to take action.
- and **automates repetitive tasks** in your business

We audit and show you how prospects see your online image and how to leverage AI software to promote your brand on social media like **Facebook, Instagram & Google** to get your business name in front of **20,000 local prospects** per month & brand you in the local area to increase your online visibility & customer inquiries. We also include an **automated system to capture, nurture** and **convert more** clients using AI.

So in summary the audit is about showing you when someone searches for X services in your area, how do you stack against your competitors and what actions should be taken on your Google profile, socials and website to make your customers choose you. (wait for a sec)

Lets book a time to show you the exact process we use to get these results over a zoom call.

Would you have some time maybe tomorrow or day after for our zoom call?

(once day is selected offer 2 time options)

We have X and X time available for XXX day? Which would you prefer?

I've got a calendar invite I could send to you— do you mind if I grab your email?

(After the booking is done say the following)

Awesome so we are all booked in now for (appointment date & time) to show you how we can help you use AI software to get more growth every month. I'll send you an email and SMS confirmation shortly.

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(To ensure that they are a quality meeting, ask them the following questions and put it in notes in Vico and MT main account. (don't put this note while booking the appointment, but it after it's booked)

Just to make the call more valuable for you, can I ask you a few more questions to research about your business before our call? **(Wait for a 'Yes' answer)**

Q1) How long have you been in business for?

Q2) How many people are working for you in your business? (Team Size)

Q3) What would be a target number of clients that you would like in the next 12 months?

Q4) How do you get most of your clients now?

Q5) Do you think you can achieve your goal using the current way to get leads or do you need a **new and better system** to get more **online visibility** and more inquiries?

Q6) Lastly, If we are able to show you a system that can guarantee you your desired number of Clients then how soon would you be looking to implement such a system in your business?

Thanks for all the info. We look forward to showing you our AI Software on (appointment date and time).

I would request you to be in front of a computer for the meeting so you can see the presentation more clearly and **as our expert will be exclusively waiting for you on the zoom call, for mutual professional respect of time kindly be available for your booked call or let us know if there is any change.**

Alright Thanks, have an AMAZING day ahead.

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SCRIPT 8

OPTION 4 - CALLING CEO OF ALL OTHER INDUSTRIES COLD CALLING (Birdeye Method)

Hey {First name}}

(Your name) here with Xpress AI

We are an AI based software company that mainly works with (Industry type) to help them with their reputation management. Our software is designed to help you request reviews, manage that feedback and respond back to that feedback. We work with several other businesses in this space so I was wondering If I can show you exactly what kind of value we have been able to generate for other (industry type) and see if there is a possibility for us to kind of work together on this as well.

(If they ask what the meeting is about then say this para)

The goal of the meeting would be firstly to give you an overview of our AI software and show you how other (industry name) are using it to **generate more sales**, get **positive online reviews** and be the **obvious choice over your competitors**. So that whenever customers are looking to get (industry Type) in your area then your business can be found first. (Pause).

As I said it's only 30 minutes, Would you have some time maybe tomorrow or day after for our zoom demo call?

(Once day is selected offer 2 time options)

(if you don't know their location then ask this to confirm their time zone)

Can I confirm your location, are you in Sydney or Adelaide?

Ok, Great

We have X and X time available for XXX day? Which would you prefer?

I've got a calendar invite I could send to you— do you mind if I grab your email?

(After the booking is done say the following.)

Awesome so we are all booked in now for (appointment date & time)

I'll send you an email and SMS confirmation shortly.

(Ask Following Questions After Booking To Get Better Quality Bookings)

Just to make the call more valuable for you, can I ask you a few more questions to research about your business before our call? **(Wait for a 'Yes' answer)**

Q1) How long have you been in business for?

Q2) How many people do you have working for you at the moment?

Q3) How do you get most of your clients now?

Q4) What would be a target number of clients that you would like in the next 12 months?

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Q5) Do you think you can achieve your goal using the current way to get clients or do you need a **new and better system** to get more **online visibility** and more inquiries?

Q6) Lastly, If we are able to show you a system that can guarantee you your desired number of clients then how soon would you be looking to implement such a system in your business?

Thanks for all the info. We look forward to showing you our Xpress System on (appointment date and time).

I would request you to be in front of a computer for the meeting so you can see the presentation more clearly and **as our expert will be exclusively waiting for you on the zoom call, for mutual professional respect of time kindly be available for your booked call or let us know if there is any change.**

Alright Thanks, have an AMAZING day ahead.

((If they ask extra info then continue with the following))

The reason I chose to call you specifically is because when I search for XXX (business type) in XX (their Suburb) your business is not the obvious choice over your competitors. So we wanted to show you how you can use our AI software to get more **online visibility locally** and get more customers looking for XX (business type) in xx (suburb) using our system. (take 2 sec pause)

So in summary we will show you how you can BE FOUND, BE CHOSEN and SAVE TIME in scaling your business.

Nowadays every ready to buy customer searches on Google and chooses to call a business that Google recommends. We can't argue on that right? (Pause)

We wanted to show you this automatic system that will help you **convert more customers online and get more referrals** from your existing customers. It basically improves your customer experience, makes a lot of things easier within your business by **automating stuff like client communication, review and referral generation, social media management, scheduling, invoicing and more.**

Now I know you are probably busy today and I don't want to take any more of your time today although I was hoping we could find 30 minutes later in the week to chat over a zoom call.

As I said it's only 30 minutes, would you have some time maybe tomorrow or day after for our zoom demo call?

(once day is selected offer 2 time options)

Can I confirm your location, are you in Sydney or Adelaide?

We have X and X time available for XXX day? which would you prefer

I've got a calendar invite I could send to you— do you mind if I grab your email?

(After the booking is done say the following)

Awesome so we are all booked in now for (appointment date & time). I'll send you an email and SMS confirmation shortly.

(Ask Following Questions After Booking To Get Better Quality Bookings)

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Just to make the call more valuable for you, can I ask you a few more questions to research about your business before our call? **(Wait for a 'Yes' answer)**

Q1) How long have you been in business for?

Q2) How many people do you have working for you at the moment?

Q3) How do you get most of your clients now?

Q4) What would be a target number of clients that you would like in the next 12 months?

Q5) Do you think you can achieve your goal using the current way to get clients or do you need a **new and better system** to get more **online visibility** and more inquiries?

Q6) Lastly, If we are able to show you a system that can guarantee you your desired number of clients then how soon would you be looking to implement such a system in your business?

Thanks for all the info. We look forward to showing you our Xpress System on (appointment date and time).

I would request you to be in front of a computer for the meeting so you can see the presentation more clearly and as our expert will be exclusively waiting for you on the zoom call, for mutual professional respect of time kindly be available for your booked call or let us know if there is any change.

Alright Thanks, have an AMAZING day ahead.

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SCRIPT 9

ALREADY RUNNING ADS ONLINE - CALLING CEO OF ALL OTHER INDUSTRIES COLD CALLING OFFERING BETTER CONVERSIONS)

Hey Mate, saw that you are running Facebook ads,

We are an AI software that helps 500+ X businesses get 3x more conversions from their ads without increasing the ad spend.

We work with several other businesses in this space so I was wondering If I can show you exactly what kind of value we have been able to generate for other (industry type) and see if there is a possibility for us to work together on this as well.

In the zoom call we will do a free audit of your ads and tell you what exactly you need to do to double your conversions from ads and automate the follow up process using AI.

THEN CONTINUE THE MAIN SCRIPT TO BOOK AND QUALIFY

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Script 10 - CALLING CEO OF ALL OTHER INDUSTRIES COLD CALLING AI Software in short and to the point

Hi first name

{{Caller name}} here from Xpress AI.

Mate, we are an **AI automation software based in Sydney** that helps **500+ (industry name) businesses** To **Attract & CONVERT** more **CLIENTS** using AI

We work with several other businesses in this space so I was wondering If I can show you exactly what kind of value we have been able to generate for other (industry type) and see if there is a possibility for us to kind of work together on this as well.

We actually **AUDIT** your entire online profile & find any gaps that are stopping you from getting **MORE (X industry) CLIENTS**. .

So in summary the audit is about showing you when someone searches for X services in your area, how do you stack against your competitors and what actions should be taken on your Google profile, socials and website to make your customers choose you

I wanted to see when you are free for a zoom call where we can show you the results we are getting for other 500+ (industry_name) clients and the **SPECIFIC GAPS** in your **online profile** that are stopping you from getting more (industry name) clients **using AI**. (Wait for answer)

When can I schedule a zoom call with our strategists?

(If they ask more things about what you do then we can say the following)

On the call we will show you our **AMAZING AI** system used by **500+ clients**.

- It helps you get more customers from **Google and your website**
- Automatically follows them up using **SMS to make bookings** with you.
- Guides your sales team to **close the right** prospects who are **most likely** to take action.
- and **automates repetitive tasks** in your business

We audit and show you how prospects see your online image and how to leverage AI software to promote your brand on social media like **Facebook, Instagram & Google** to get your business name in front of **20,000 local prospects** per month & brand you in the local area to increase your online visibility & customer inquiries. We also include an **automated system to capture, nurture and convert more** clients using AI.

So in summary the audit is about showing you when someone searches for X services in your area, how do you stack against your competitors and what actions should be taken on your Google profile, socials and website to make your customers choose you. (wait for a sec)

Lets book a time to show you the exact process we use to get these results over a zoom call.

Would you have some time maybe tomorrow or day after for our zoom call?

(once day is selected offer 2 time options)

We have X and X time available for XXX day? Which would you prefer?

I've got a calendar invite I could send to you— do you mind if I grab your email?

(After the booking is done say the following)

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Awesome so we are all booked in now for (appointment date & time) to show you how we can help you use AI software to get more growth every month. I'll send you an email and SMS confirmation shortly.

(To ensure that they are a quality meeting, ask them the following questions and put it in notes in Vico and MT main account. (don't put this note while booking the appointment, but it after it's booked)

Just to make the call more valuable for you, can I ask you a few more questions to research about your business before our call? **(Wait for a 'Yes' answer)**

Q1) How long have you been in business for?

Q2) How many people are working for you in your business? (Team Size)

Q3) What would be a target number of clients that you would like in the next 12 months?

Q4) How do you get most of your clients now?

Q5) Do you think you can achieve your goal using the current way to get leads or do you need a **new and better system** to get more **online visibility** and more inquiries?

Q6) Lastly, If we are able to show you a system that can guarantee you your desired number of Clients then how soon would you be looking to implement such a system in your business?

Thanks for all the info. We look forward to showing you our AI Software on (appointment date and time).

I would request you to be in front of a computer for the meeting so you can see the presentation more clearly and **as our expert will be exclusively waiting for you on the zoom call, for mutual professional respect of time kindly be available for your booked call or let us know if there is any change.**

Alright Thanks, have an AMAZING day ahead.

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Divorce lawyer Script

Hi First Name, (Wait for the response)

You are a divorce lawyer right? (Wait for response)

Ok Great

Mate, we help **200+ divorce lawyer to get 20+ family law leads** per month on a **guaranteed** basis using our **AI follow up system (Small pause)**

I wanted to see when you are free for a zoom call where we can show you the **EXACT ADS, LANDING PAGES** and **LIVE RESULTS** that **400** other agents are using to get **20+ leads guaranteed every month (Pause)**

(Wait for response)

When can I schedule a zoom call with our strategists?

(If they ask more things about what you do then we can say the following)

Our proven system generates 20+ listing leads per month on a guaranteed basis along with an AI follow up system

On the call we will show you our **AMAZING** system used by **200+ divorce lawyer to get 20+ leads guaranteed every month (Pause)**

We make attractive image & **video ads** promoting your brand on social media like **Facebook, Instagram & Google** to get your business name in front of **20,000 local prospects** per month & brand you in the local area to increase your online visibility & customer inquiries, along with a **One Page Website** called a **Landing Page** to **qualify** all the leads. (Pause)

We also include an **AI Based automated follow up system** to help nurture the leads & convert them into clients. (All of this at a price starting at **ONLY \$1,000 to \$1,500 a month**). Based on results that we have generated for more than **400+ clients** we can **guarantee** you a minimum of at least **20+ leads** every month. (Pause)

Lets book a time to show you the exact process we use to get these results over a zoom call.

Would you have some time maybe tomorrow or day after for our zoom call?

(once day is selected offer 2 time options)

Are you in Sydney or Perth?

We have X and X time available for XXX day? Which would you prefer?

I've got a calendar invite I could send to you— do you mind if I grab your email?

(After the booking is done say the following)

Awesome so we are all booked in now for (appointment date & time) to show you how we can help you get 20+ guaranteed leads every month. I'll send you an email and SMS confirmation shortly.

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(To ensure that they are a quality meeting, ask them the following questions and put it in notes in xpress automations main account. (don't put this note while booking the appointment, but it after it's booked)

Just to make the call more valuable for you, can I ask you a few more questions to research about your business before our call? **(Wait for a 'Yes' answer)**

Q1) How long have you been in business for?

Q2) What would be a target number of leads that you would like in the next 12 months?

Q3) How do you get most of your clients now?

Q4) Do you think you can achieve your goal using the current way to get leads or do you need a **new and better system** to get more **online visibility** and more inquiries?

Q5) What is your current team size? How many people work in your team?

Q6) What would be of interest to you ? **lead generation, Ai software, managing social media campaign, running ads, Search engine optimization**

Q7) Lastly, If we are able to show you a system that can guarantee you your desired number of listings/Clients then **how soon** would you be looking to implement such a system in your business?

Thanks for all the info. We look forward to showing you our **Guaranteed Marketing System** on (appointment date and time).

I would request you to be in front of a computer for the meeting so you can see the presentation more clearly and **as our expert will be exclusively waiting for you on the zoom call, for mutual professional respect of time kindly be available for your booked call or let us know if there is any change.**

Alright Thanks, have an AMAZING day ahead.

AI Voice Bot Script - 1

Hi first name, (Wait for the response)

you're the real estate agent right, (Wait for the response)

Mate I'm calling from Xpress AI, an AI software company in Sydney and we actually help more than 500 plus at real estate agents in Australia with our new AI voice bot that we've recently launched. (Small pause) basically it's a voice robot that can call your entire database to get more seller appraisal leads, you can qualify your buyers by calling all of them and make sure that all your inbound and outbound communication, review generation and your referral lead generation can be managed using the AI voice bot

I want to see when you are free for a zoom call when I can show you this AI voice bot as a live example and make it call you and talk to you

Then you can decide if it can possibly be applied to your business or not.

But I'm very sure this can be very effective in your business growth because all new age business owners are taking up this kind of a bot.

Lets book a time to show you the exact process we use to get these results over a zoom call.

Would you have some time maybe tomorrow or day after for our zoom call?

(once day is selected offer 2 time options)

Are you in Sydney or Perth?

We have X and X time available for XXX day? Which would you prefer?

I've got a calendar invite I could send to you— do you mind if I grab your email?

(After the booking is done say the following)

Awesome so we are all booked in now for (appointment date & time) to show you how we can help you get 20+ guaranteed leads every month. I'll send you an email and SMS confirmation shortly.

AI Voice Bot Script - 2

Hi first name, (Wait for the response)

You're the real estate agent right, (Wait for the response)

Do you know real estate agents are using Ai Voice bots to call and get more clients?

(Wait for an answer)

Mate I'm calling from Xpress AI, an AI software company in Sydney and we actually help more than 500 plus at real estate agents in Australia with our new AI voice bot that we've recently launched. (Small pause) basically it's a voice robot that can call your entire database to get more seller appraisal leads, you can qualify your buyers by calling all of them and make sure that all your inbound and outbound communication, review generation and your referral lead generation can be managed using the AI voice bot

I want to see when you are free for a zoom call when I can show you this AI voice bot as a live example and make it call you and talk to you

Then you can decide if it can possibly be applied to your business or no

But I'm very sure this can be very effective in your business growth because all new age business owners are taking up this kind of a bot

Lets book a time to show you the exact process we use to get these results over a zoom call.

Would you have some time maybe tomorrow or day after for our zoom call?

(once day is selected offer 2 time options)

Are you in Sydney or Perth?

We have X and X time available for XXX day? Which would you prefer?

I've got a calendar invite I could send to you— do you mind if I grab your email?

(After the booking is done say the following)

Awesome so we are all booked in now for (appointment date & time) to show you how we can help you get 20+ guaranteed leads every month. I'll send you an email and SMS confirmation shortly.

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AI Script

Hi is that.....?

How's your day going?

It's xyz calling from Xpress AI, I'm assuming you heard of us before, we are working with hundreds of _____ across (state) & the country?

We essentially work with (industry) through setting up AI strategies and automations in the background all through your CRM platform such as (common CRMs in industry).

I was also doing some research on (industry) in (location) and I noticed that.

Not showing up in local search (Found)

You're actually not visible on google maps when a potential customer searches for a _____ in _____, they will currently be calling your competitors:

- 1
- 2
- 3

What we are also able to do through our platform the AI creates the SEO optimized business descriptions tailored specifically to Google's algorithms as well as through your CRM platform generate you a whole lot more google reviews which will then increase your visibility and make you the obvious choice in your area so that the customers are calling you over any of your competition.

I wasn't really wanting to take too much of your time now but I wanted to sit down with you for 20 minutes to show you how those automations work and make you become that standout choice in your area, I can see our (industry) expert actually has had some time pop up this afternoon at 4pm or can do 11am tomorrow morning. What would work better for you?

Not showing up as an obvious choice (Chosen)

When a potential customer searches for a _____ in _____ a couple of your competitors (business1-2) are showing up as an obvious choice which means when a customer is searching for (xyz in xyz) they are currently getting in contact with those competitors as the first point of contact, what I wanted to do was sit down for 20 minutes to show you how through automations with your CRM we can get you ranking higher and win more customers with the only AI-powered reviews software which will make you show up as the obvious choice above those competitors. I can see our industry expert actually has had some time pop up this afternoon at 4pm or can do 11am tomorrow morning. What would work better for you?

Negative reviews (Found)

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You have been unfairly targeted by some negative reviews, were you aware of this?

94% of consumers say a bad review has convinced them to avoid a business. This could really impact the financial side of the business, what I wanted to do was sit down for 20 minutes to show you how through automations with your CRM our platform can increase the amount of positive reviews from your happy customers, protect you from negative reviews as well as how the AI can craft well written, professional and timely responses to help mitigate the impact these can have and manage your customer communication. I can see our industry expert actually has had some time to pop up this afternoon at 4pm or can do 11am tomorrow morning. What would work better for you?

No Webchat (Conversion)

You have great reviews (insert amount and star rating) but you don't currently have a website conversion strategy in place, I can see that you get a lot of website traffic due to this, but a webchat helps convert 11 times more than the traditional contact us forms so you would be losing customers without even knowing it and having a significant impact on your bottom line.

I know I called you out of the blue and I didn't want to steal your time now but I wanted to sit down for 20 minutes to show you how our AI based webchat can help manage and respond to chats to free up time for yourself, and also ensure you get the jobs/clients/patients you want coming through. I can see our industry expert actually has had some time to pop up this afternoon at 4pm or can do 11am tomorrow morning. What would work better for you?

Not Responding

You are currently not responding to any of the reviews that you are receiving from your customers, replying within 48 hrs helps your trust rating with Google and gives you a great, interactive online presence for you and your business. Our AI can help you manage this, freeing up time with our AI-generated responses, boosting your trust rating with Google, and giving you back time in the day. Responses can be tailored to your business, and you can step in at any time if you feel a more personal touch is required.

I know I have called you out of the blue and I didn't want to steal your time now but I wanted to sit down for 20 minutes to show you other xxxx are using our AI to improve their online reputation as well as increasing their customer engagement. I can see our industry expert actually has had some time to pop up this afternoon at 4pm or can do 11 am tomorrow morning. What would work better for you?

Social

I noticed that you are currently not utilising social media the way that many xxxx are these days, I understand that social media posting can be time consuming to plan your social media strategy even before manually creating all the posts.

I know I have called you out of the blue and I didn't want to steal your time now but I wanted to sit down for 20 minutes to show you how with AI, it will Generate social posts in minutes, monitor engagement, and manage social across locations with AI-generated social posts & images from a single dashboard. I can see our industry expert actually has had some time popup this afternoon at 4pm or can do 11am tomorrow morning. What would work better for you?

Obvious Choice

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There is a fair bit of competition in your area for (industry) such as

- 1
- 2
- 3

What we are also able to do is through our platform is that the AI creates SEO optimised business descriptions tailored specifically to Google's algorithms as well as through your CRM platform generate you a whole lot more google reviews which will make you the obvious choice in your area so that the customers and increase your visibility in the surrounding suburbs such as (surrounding suburbs). I wasn't really wanting to take too much of your time now but I wanted to sit down with you for 20 minutes to show you how those automations work and make you become the standout choice in your area, I can see our (industry) expert actually has had some time pop up this afternoon at 4pm or can do 11am tomorrow morning. What would work better for you?

Perfect, I will send across a calendar invite for you, what's the best email address to get you on? And it is just going to be via zoom so just double check you would be in front of a computer at X?

Brilliant

Things to Follow at MT

Things to know about the CRM and making actual bookings (Last day of training)

- how to login to CRM
 - Small overall app training and rundown -
<https://drive.google.com/file/d/1hPx1JepMB8ztjjw-5qTq6ILGXFxszP8Q/view?usp=sharing>
- know difference between vico and main account
- How to dial using dialpad app
- Don't leave any voicemail for any unanswered calls
- how to record calls on dialpad and save them
- How to understand opportunities in Xpress Automations CRM
- how to know which closers to book for
- Which links n calendars to see before booking
- how to have google calendar open in front of you
- how to confirm time zone
- how to send email post booking
- how to upload recording of call on drive n uploading it to notes
- how to make detailed notes
- how to update all leads in sheets for reporting
- how to send daily report
- how to add tags based on the type of clients
- how to email and sms clients if needed or they ask for it
- See videos on the following from SOP
 - 78.0 smart agent calling
 - closers google calendars videos
 - how to find mobile numbers if only landline is available
 - every mobile number starts with a +61 or 04. Everything else is a landline number.
 - how to make quality bookings
 - how to feel confident about our business so you can proudly book for it
 - see feedback given to all setters
 - how to make notes in main account
 - how to make custom bookings in the main account
- Timing of work everyday, fixed commitments on timing available

Directories

<https://www.realestate.com.au/>

<https://www.ratemyagent.com.au/>

<https://www.domain.com.au/>

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Mistakes

Common Mistakes in Appointment Setting -

- **Don't ask** "how are you?" while starting the conversation.
 - Try asking "you're a real estate agent, right?" while starting the conversation and if the client asks "how are you doing" then answer.
- Not asking are you a real estate agent? but confirming with **"you're a real estate agent right?"**
 - By saying this you show confidence in your research about them and get them hooked on the call faster.
- Exact ads, landing pages and live results, 20+ listing leads every month.
 - Must be said with emphasis on it and at a slower pace compared to the previous parts so the client can understand and come for the zoom call.
- Don't say **listings** ... say **listing leads**
 - Understand the difference between listing and listing leads. We should say leads as we provide that to the clients.
- Don't go too fast, **maintain pace**.
 - Be slow enough so the client understands everything and yet fast enough to not waste his time so he doesn't understand anything and hangs up.
- Don't say **"all qualified leads"**
 - The leads are always a mixed bag of some hot and cold leads, some might sell and some won't.
- **Don't give too many time slots**
 - 2-3 only, if they don't have then ask for their slot and let them know if we're available. Giving too many options shows them that we have ample free time, so just give 2-3 slots for the next day or day after. We need to show that they need us more.
- **Timezone**
 - Asking time zones are very important. Record calls so you don't miss out on it and can come back to the recording later for reference.
- **Confirm the time slot after booking**
 - It's mandatory to confirm the time slot after booking so you and the client both are on the same page.
- Don't just say "can i ask you a few more questions", **ask "just to make the call more valuable, can i ask a few questions?"**
 - Better way of portraying things so the client sees that we're trying to give value to his business and not just make money for ourselves.
- **After every objection, try to move towards scheduling a zoom call.**
 - It's the client's job to ask questions and if you answer one then you can try moving the call towards a zoom booking after answering his question to save time.
- All **bookings should be made for the next 3-4 days**, if they say next week casually, then **call next week and book**.
 - If they book after 3-4 days, they might not show up.
- If they are demanding clients and don't want anything right now, **Speak to your Manager**, If it's getting out of your bandwidth,

(I am just an appointment setter in the team, I do not have an answer to that question. Would you like my expert or manager to call you now and discuss this further or else we can book a call and our expert will be able to answer all of this over the Zoom call.)

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Whenever **mentioning cost**, mention **20+ listing leads** as well.

- Don't mention cost on the first go, mention that it ranges differently upon the package opted by the client, if the client persists then mention the range 1000-1500\$.
- You have nothing to lose, it's a guarantee (when talking to the client).
 - The client has nothing to lose as the leads are guaranteed by us and if we fail to deliver then we work for them for free the next month.
- **I'm very busy, Objection 8 (important)**
 - Have some confidence while explaining objection no. 8 to the client.
- **Objection 10** imp too, answer correctly.
 - Go through objection 10 properly.
- **Know/confirm if the client is the owner** or employee of the business.
 - If they are the owner then it's a type A client and needs to be booked for Ram, others can be booked for other closers as well.
- Say **one-three** alto street and not **thirteen alto** street while providing the address to the clients.
 - It's a way of saying addresses, numbers are pronounced separately.
- **Not putting +61** code of Australia **while adding contact** on XA.
 - Very important, so it states the timezone for better reference while booking other calls and appointments.
- We only deal in residential seller and buyer leads and also agriculture and rural lands. Also, we **don't deal** in commercial and rental(property management) leads.
- Don't book after 4 working days, otherwise it won't be counted.

Training Videos

Part 1 - About the script and objections and information on the real estate industry in Australia

<https://drive.google.com/file/d/1mSIDaYb3NFIxz9MuZQEdLBrEJyegGRLO/view?usp=sharing>

Part 2 - Summary of part 1 to refresh everything and then more details on using the CRM and other training video links to be learnt

<https://drive.google.com/file/d/1cGWZgy1oZgWCKe4OcYx9aHjwS14rrsdQ/view?usp=sharing>