

Gatekeeper's Script

Hi sir/madam/, this is _____ with Proper Class. How are you doing today?

(Wait for the response)

Actually I was looking to speak with the owner please?

(If the owner is not available)

In that case, May I speak with the person who makes decision on behalf of the owner?

(Why are you calling?)

Well, this call is in regards to your online business promotion and marketing. Now would you kindly transfer this call to the responsible person who makes decision on behalf of the owner?

I will remain on hold. Thank you.

(Marketing Script)

(If it's the owner/ once the call is transferred.)

Hi sir/madam/_____, this is _____ with Uptech Solution. How are you doing today?

(Wait for the response)

The reason I am calling you today is to offer you a fully customized sample website for your business, okay?

Great, so basically what we do today is, we will design a one page sample website/a prototype design for your business, where in we will highlight your services, business information, contact details and stuffs like that. We will also put the design in the internet like a normal site; so that you can browse the sample design from anywhere you want. You can show the design to your family, friends and even to your customers for the feedback and then decide whether you like to take it or not. If you like it, you take it, but if you don't, you are simply under no obligation, is that okay?

Once you like the sample design and wish to take it, then and then only there is once in a lifetime designing cost involved. If in case you are not satisfied and do not wish to continue then you are

under no obligation, you would not be paying us even a single penny as designing cost, okay?

(Pricing)

After your approval to the sample design and you wish to take it, all you have to do is choose a package from various packages, something which fits your needs.

- 2 pages of static website will cost \$450, which is an economical package,
- 5 pages of static website will cost \$700, which is a standard package,
- CMS will start from \$1400 (only if required)
- E-commerce sites start from \$2100, based on your requirement (only if required)

With any of these packages you choose, you will also be getting

- A flash banner
- A Google map
- A web form
- A function called hit counter through which you can know that how many people have visited your site on daily basis. That will also help you to check whether the website is working for your business or not? And customers are looking at your design or not?

Do you have any question? **(Answer the queries)**

After your website is completed and you pay for the complete designing, your website will enter the hosting cycle and you can enjoy our hosting and maintenance service for just \$30. And if you don't like our service, you can simply walk away with the website files and get it hosted by any other preferred company of your choice, as I said no contract no hassle.

Our hosting and maintenance includes:-

- Regular updates on your website

- Full technical support
- Complete redesigning of your website in every 6 months, as per your wish.
- And last but not the least, your site will get submitted to all the major search engines like Google, Yahoo, MSN ,Bing etc. That will give you more exposure in the market.

Do you have any question? **(Answer the queries)**

Can you please share with me?

- How long have you been running this business?
- Is there any special service that you are providing to your customers?
- What exactly do you want your customers to know about your business through the website?

So, as I already mentioned you that you will not be making any sort decision on today's date and it is just a matter of sample design, just to have some idea, how your website will look like and how it is going to work, Are you clear on this _____?

Now, let's go ahead and start your project and for that you would have to set up an account with our company, under which :

- You will be able to view your sample design within next 24 hours and we'll even provide you a complimentary domain name you preferred with free hosting setup.
- After doing that, if you have any other requirements or changes to be made, you can ask for it as many times as you want, until and unless you settle for the best, you can even ask us to change the whole layout for up to 2 times.
- And guess what for all these benefits there is only one time account setup fee of just \$15.

So to go ahead and start up the work to create the sample website you just need to setup an account with our company that will cost you only \$10 on today's date and remember you are under no contract and you're not paying even a single penny as a design fee right now it's just to let you know we are working together and we are on the same page okay.

Alright for this \$15 how would u like to do the payment. We accept all the major DEBIT and CREDIT CARDS.

(i'll send u transaction recieve to your email)

Which card would you like to use?

<<So, _____ as I had told you in the earlier part of our call that your site will be set up under a domain name like a normal site. So what name would you like to have for your website?

Let me check with the Domain Registration Company whether this name is available or not.

Alright, _____ congratulations! The domain name that you have preferred for your business is available in the market. So, I'll go ahead and register it for you, okay?>>