**I AM NOT INTERESTED-**

-Is this because you already have a website for your business or you are doing good without one?

**If customer says, I have a website-**

* Are you satisfied with the performance of your website?
* How long have you been running this website for?
* How do you track the performance of your website?

It’s great to know that you are satisfied with the performance of your website but I’m sure you are aware of the fact that the trend on the internet is changing every now and then and before you even realize it, your website is already outdated, which will have a negative effect on your marketing campaign. It is always good to educate yourself on the latest trend and also be updated on how to get the maximum output in terms of increased clients which results in direct revenue with an effective website.

The reason for my call today is to help you promote your business on the internet with an effective website. So on today’s date we are not asking you to make any sort of decision. Basically what we do today is……… **Continue with the marketing script**

**If customer says, I don’t have a website, ask-**

* How long have you been running this business?
* How are you advertising your business then?

I appreciate you sharing this information with me. What I want to tell is, there are a lot of people out there in the market who are interested in the services you are offering, but unfortunately they are not being able to locate you because you don’t have a web presence. And you are losing a lot of your potential clients to your competitors with a website.

So on today’s date we are not asking you to make any sort of decision. Basically what we do today is ……… **Continue with the marketing script**

**I DON’T HAVE MONEY-**

-I can understand your concern but for this sample you are not going to commit a big amount like $100 or $200 on today’s date. You’ll be evaluating the design first and then decide whether you want to invest on this website or not.

**I DON’T HAVE TIME-**

I’d really appreciate if you could spare me few minutes and I will make it real quick.

**If customer says he cannot give time for website then-**

-From your end, all you’d have to do is provide us with some information related with your business. We will put together the information and come up with the website so you can review it during your free time and give us your feedback or your valuable input.

**I DEAL WITH ONLY LOCAL COMPANIES-**

Alright! But I am not asking you to give me a decision on today’s date itself. We will design a sample, you can compare it with the local companies and then decide if you’d like to continue with us or not.

**MY BUSINESS IS LISTED IN YELLOW PAGES-**

Yellow pages are considered to be traditional and are slowly getting outdated. Apart from that your customer can find just LIMITED information about your business. On the other hand, a website will explain everything about your business and you can out in as many information as you want.

**I HAVE ENOUGH CUSTOMERS, WORD OF MOUTH**

Oh! That’s great that you are getting business from referrals but imagine when your existing customers will give your website address to their friends or relatives, they can get in touch with you anytime through this website. Besides that new people can see everything about you on website so they don’t need to ask anyone about your services.

**I DON’T DO BUSINESS OVER THE PHONE**

Yes I understand the reason behind that because these days lots of scams are going on. But look, I am not selling you anything over the phone right now. I will show you a webpage for your business which can be accessed by everyone. You can discuss with anyone about that and then decide whether you’d want to do business with UPTECH SOLUTION or not, okay?

***What is the cost?***

That’s a good question. Sir let me EXPLAIN-

To get started, you need to first set up an account with UPTECH SOLUTION. After set up an account with my company, we will show you a sample design. If you like what you see and decide to continue with my company, ONLY THEN the designing charges will be applicable or else you can simply walk away from our offer. Is that okay?

**OUR CORPORATE OFFICE HANDLES THE WEBSITE-**

(Rep should first get hold of someone responsible for their marketing)

Sir the website that you have from corporate office does not focus into your particular location because it is highly generalized for all the locations. What we want to do is design a distinctive /dedicated website to promote your business on the internet.

**I got website for FREE-**

Most of the companies I know provide website for free but let me tell you there is a difference between a website designed by a professional web designing company and website that you get for free. If you do a website with us, you get what you pay for and you will definitely boost in sales and return in investments. Website is all about building trust and relationship with your clients. Therefore, your website needs to be visually appealing, conversion friendly and designed to get more business.

We are an expert in this field and we’ve been helping businesses like yours to generate more revenue with the help of an effective website.

So on today’s date, we are not asking you to make any sort of decision. Basically what we do today is…………………….. **Continue with the marketing script**

**Why do I need to set up an account?**

You would have to set up an account with us so that we can go ahead and prioritize your project. When you set up an account with us, you are also making a commitment to see the sample design. You are investing $10 on today’s date for which we’ll provide you with a complimentary domain name and you also get to see your design before making an actual purchase. You are totally on a win win situation here.

**Why your design cost so expensive?**

Unlike other companies we don’t copy templates for online. We work on custom designs and we develop everything from scratch based on your needs and requirement. Our designs are visually appealing, conversion friendly and totally designed to get more business for you.

**Can I consult with my partner first?**

We don’t want you to make a decision right now. As I have already mentioned we will create a sample design for your business and you can show it to your partner and only then decide if you guys want to do business with my company or not. We are not asking you to pay 100s of dollar on today’s date, it is just a matter of $10 to set up an account with us and we’ll show you the design after which you and your partner can make a wise decision.