

Hi _____
Prospect Name

Yes, this is _____ from _____, you had requested
Your Name Marketing System/Company Name
more information about how to _____.
Result They Want

I'm calling to get you the rest of the information and get answers to any questions you might have to
help you _____.
Result They Want

Can you grab a piece of paper and pen? (*wait for them to get it*)

Okay great, so first I wanted to confirm that you are still wanting _____
Result They Want

Did you get a chance to review the _____ that we gave you?
Material/Video/Info

Okay perfect, so I'm looking at _____ appointment calendar now. _____ will be going
Closer's Name He/She
over the details on helping you _____ and answer your questions.
Result They Want

Does _____ work better for you?
Times Available (Morning/Afternoon/Evening)

Okay, how about _____?
Specific Day and Time

I want to confirm your phone number and email real quick to make sure I have it correct. The phone
number I have is _____, and what's your email address?
Prospect's Phone Number

Great _____. So if for any reason you can't make it or need to change your
Prospect Name
appointment day or time, we just ask that you call me to let me know so that I can book another person
for that scheduled time.

My name again is _____, and my phone number is _____.
Your Name Your Phone Number

Okay so, _____ will call you at _____.
Closer's Name Day and Time of Appointment

Have a great day _____. Goodbye!
Prospect Name