

Generic Phone Call Script—To Set-up An Appointment

“Hi (Joe/Jane) _____
I met you yesterday at (location) and I just wanted to say how impressed I was with how you _____ *(give a specific & sincere compliment)*_____. May I ask you a question? Alongside what you are currently doing, do you ever look at other ways to create additional income?”

(No) “...No problem, thanks for your time. Bye.”

(It depends - what is it?) *(ALL IN ONE BREATH)* “...I would (be willing / love) to have 30 minutes with you to run a concept past you. If you connect we can take it from there and if you don’t we will forget it. What time suits you? (give a choice of times) day or evening? Where is a quiet coffee shop close to where you work?”

(What’s it all about) “...I have had the amazing privilege of meeting some very successful entrepreneurs who have been teaching me that successful people think differently than the rest of us. I will go through a chart with you to cover a couple of the principles. If you connect that’s great and if you don’t that’s great. They are all cashed up and not looking for investors... “I would love to have 30 minutes with you to run the concept past you. What times suits you? (give a choice of times) day or evening? Where is a quiet coffee shop close to where you work?”

“What time do you have lunch or is it better to get together after you finish work?”

(Yes) “...I would love to spend 30 minutes with you and have a quick coffee to run a concept past you and if you connect we can take it from there and if you don’t we will forget it. What times suits you? (give a choice of times) day or evening? Where is a quiet coffee shop close to where you work?”

(Establish a meeting place, an appointment time and be on time.)