  

Calling Script

In this scenario, your objective is to schedule an in-person, phone or zoom meeting with the prospect.

You: **Hi THE PROSPECT NAME**. I’m **YOUR NAME**, I’m a part of Arch Enterprise, LLC, a sales Consultant affiliated with Assure for Life (Family Protection Plan)., How are you today?

**Prospect**: Hello, I am fine.

**You:** Do you have 5 minutes or less? If yes, thank you for allowing me to speak with you.

**You:** We specialize in Family Protection Plan, in the Funeral Assistant industry. We can protect up to 7 family or friends regardless of kinship.

I would like to schedule a time to discuss in detail our program with you. What day and time can we schedule for you? If the prospect schedule a day and time.

**THEN ASK:** **DO YOU PREFER IN PERSON, PHONE, or a ZOOM MEETING?**

**Prospect:** Can you tell me more about your company or program? Today, is my workday for scheduling appointments, and because I value our product and most importantly you. I like to have everything in place so you can make the best decision possible.

**Prospect:** If the prospect asks about you, be honest, short and to the point!

If you get the schedule appointment, confirm the date and time again.

and thank the prospect for the appointment.

If no, may I reach back out to you? What day and time?

If no, or not interested. Thank you still for speaking with me. Have a wonderful day.

**NEXT CALL!**

  