

Tele-sales

Same Day Appointment Phone Script

Mike Curry - Mortgage Protection

Client's NAME? Hey _____ this is Mike Curry. You're probably working, I'll have you off the phone here in just a second. I'm a manager here at the Mortgage Protection Center and I'm just calling you back about the post card you sent about the mortgage protection for the 123 Main St property. I need to run through it with you and it's about a 15-20min phone call, but I can't do it right this second, we're super busy this morning.

---NO PAUSE---

What time are you getting off work this afternoon?

Perfect, are you Single or Married? If married, Will your spouse be home at that time as well?

Perfect, well I don't have X time, but I can squeeze you in at Y time? Any reason you wouldn't be able to answer the phone at Y time?

Perfect, well I got you down here at Y time, I'll be calling you back on this number, just make sure you're in a good spot where you have a pen and piece of paper handy.

Hope you have a good afternoon, I'll talk to you tonight at Y time!