

Telemarketing 5 Minute Door Opener Script



Outsourcers Will Have Your Prospects
Eating Out Of Their Hands in 5 Minutes
Or Less With This Powerful Call Script

1 5 MINUTE TELEMARKETING DOOR OPENER CALL SCRIPT

YOU: "Hello this is [your-name] and we just built a mobile video website that we made for one of your competitors, but we haven't been able to get in touch with them yet, so I was wondering since we already invested the time to make this one, would you maybe like to test it out for us for FREE. You can keep the leads and all we ask for is testimonial in exchange.

Does that sound like something that could benefit you?

OR...

Would you be able to handle some more leads?

PROSPECT: Yes

YOU: Great, let me ask you a couple of questions to make sure you qualify, okay?

PROSPECT: Yes

YOU: Do you focus on buyers or sellers mainly?

PROSPECT: Buyers

YOU: If we could produce 2-5 buyer (or seller) leads every day for you, would you be able to handle the volume?

PROSPECT: Yes, I can handle as many as you can give me.

YOU: Great, the one thing we don't want to happen is have any leads fall off the table. If we show you how to integrate these mobile video sites in your current marketing to create a consistent flow of leads, would you be willing to learn how to do that?

PROSPECT: Yes, does that cost money?

YOU: No, we just want you to be successful with our mobile site so we can get a great testimonial from you. We're just opening your area

and it always helps to have some testimonials from local agents, that sounds fair, right?

PROSPECT: Yes

YOU: Okay, let me get your contact info (get their name, address, cell phone, website URL, autoresponder service, hosting service, what number they would like prospects to call them at, etc.)

YOU: Okay, great **[Prospect Name]**, we'll send the site over to you to look at and let's go ahead and schedule an appointment you can be in front of a computer and we can show you how to integrate this in your current marketing. It will take about 15 minutes, give or take. We've got some time available later today at 4:15pm or would 5:15pm be better?

PROSPECT: 4:15 PM works for me.

YOU: Great, **[your-name]** will talk to you then, Thanks A Million, we look forward to working with you and helping you make some money.