

Booking Sample Script



*Receive a Powerful
Rejection-Proof Cold Call Script*

Rapport - Sales - Revenue

Mary Jensen - M Power Services

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Engage

Hey is this **{NAME}** from list?

If we are going to do this session, I want to know you have enough drive to implement what you are going to learn, so talk to me about your why? What's driving you to be successful right now?

Hey my name is **{Your Name}** from **{YOUR BUSINESS NAME }**, I am calling because I know you have a **{ THEIR BUSINESS}** business. I understand you are interested in **{YOUR COOL THING SALES, MARKETING, COACHING PRODUCT}** and I have a couple of spots free this week for business owners who are ready to take the challenge of growing to the next level.

I have decided to give away a couple of free sessions valued at \$497 to the business owners who are really ready to create change right now, so I cannot make any promises, but I'm going to ask a few questions to see if you are really ready, enough for the session.

I don't have long and if you aren't right that's totally ok, I'm literally lucky dipping out of a list over 100 people right now. It's not the right thing or the right time for everyone, I am only interested in taking those who convince me they are right and really ready to improve their business.

Stick

But let's see how you go in a quick 30 second answer; summarise for me your experience with your **{TYPE OF BUSINESS}** business so far.

Ok cool. I'll be honest with you I can see where you are going wrong already, we have a lot to work on, obviously if we do the session, we'll work on it then.

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Essentially; [**issue 1 mentioned above** } and { **issue 2 mentioned above** }, but, we'll solve these when we have our session.

Before I can book you in for the session however, I need to know your goals and make sure we have some serious growth to go. I want to help someone who really wants to have a crazy big transformation. So what is your goal?

I appreciate you sharing, however, if I'm going to be 100% honest with you, I'm going to need to raise your standards and trust that you can get those results, or else we simply won't.

If you didn't make this happen, what would that mean for you? What would your life look like if you didn't change your situation at all? How would that make you feel? What would you say to yourself if nothing changed for 5 years? What if they got worse?

OK, the good news is that we can change this and I'm happy to help, starting with this session. We've got a lot to go through, but I will help you solve { **THE INFO THE CLIENT GAVE YOU ABOUT HIS BUSINESS** }.....and we can change everything IF you step up and implement what we go through.

I'm pretty flat out at the moment, but, I can squeeze you in. What day suits you better; day or day? Cool what time suits xxxxxxxxxx or xxxxxxxxxx

Fantastic all locked in do I need to send you a reminder? What is your email? I can send you a reminder and txt you a message if that suits you better?

Cool chat to youtime and date.....