

Name: \_\_\_\_\_ Date: \_\_\_\_\_ Interest: **A B C LTFU**

Company: \_\_\_\_\_ Phone Number: \_\_\_\_\_ Volume: \_\_\_\_\_

[Q1]-How are you?

AGENT-I'm good, thanks.

The reason I'm calling you is \_\_\_\_\_ just opened our new location in \_\_\_\_\_ and we are looking for experienced Agents who are trying to grow their business. I noticed you work that area and I wanted to reach out and introduce myself to you.

[Q2]-You're with \_\_\_\_\_ company, is that correct?

AGENT-Yes.

[Q3]-Can I ask you how long have you been there?

AGENT-5 years.

As I mentioned, we are actively looking for Agents who are trying to grow their business,

[Q4]-Would you say that you're trying to grow your business? Or just trying to maintain your business?

AGENT-Grow.

I'm not assuming that you're looking to make any changes, but there are a lot of things that we can offer to you to help you grow your business that your current broker would never offer to you and I wanted to talk with you about the possibility of scheduling a time to have you come in so we can talk with you in more detail and

[Q5]-I wanted to see if that's something you might be open to?

\*\*\*If 'yes' keep going, if 'no' then "I understand, do you know of anyone who is looking to grow their business?"

[C1]-Can I ask you are there any particular day during the week that typically works best?

AGENT- Tuesday's.

[C2]-Can I ask, what usually works best, before lunch or after lunch?

AGENT- Before.

[C3]-Can I ask, what does your schedule look like this week?

AGENT- I can meet with you on Tuesday at 11am.



Great, what I'll do is email you a confirmation with all the details so you know where to go and what time to be there. We are excited to meet with you.

