

If Inbound call: [COMPANY NAME], this is [NAME]. How can I help you?

If name of DM, use this opener:

[NAME] please

Yes, this is [NAME] with [COMPANY NAME]? I'm calling because we have live phone calls for [INDUSTRY TYPE OF LEAD] in your area and our current partner can't handle them. Do you need more business right now?

If no name of DM, use this opener:

Hi this is [NAME] with [COMPANY NAME] I'm calling because we have live phone calls for [INDUSTRY TYPE OF LEAD] in your area and our current partner can't handle them. Do you need more business right now?

Once DM is on the phone:

Hi name this is [NAME] with [COMPANY NAME] I'm calling because we have live phone calls for [INDUSTRY TYPE OF LEAD] in your area and our current partner can't handle them. Do you need more business right now?

If no, move on to the next call.

If yes:

Great! Well, like I said we have live phone calls in your area coming in every day and they need to go to a reputable company that can take care of them. If it's alright with you, I'm going to have our specialist that handles this area reach out to you about this.

**Confirm you have the right number to reach them at.**

**Confirm again that they have a need for live phone calls of people in their area that need [INDUSTRY TYPE OF LEAD].**

**Mark as LEAD and send to [POSITION #2] immediately (preferred as we'll close at a higher rate).**

**If they ask about pricing or anything else information wise, tell them the specialist that handles their area will fill them in on everything.**