

SMILE & DIAL, STANDUP, HANDS ON HIPS, HEAD & CHEST UP, BE CONFIDENT

[NAME] please

Hi [NAME] this is [YOUR NAME] with [COMPANY NAME]? I'm the specialist in your area that has live phone calls for [INDUSTRY TYPE OF LEAD]? You told an associate of ours earlier that you need more business right now, does that ring a bell?

Great! Well, like we said before, 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. Just a couple quick questions for you...

- How big is your service area, what areas do you cover?
- Do you have an answering service or a dedicated person(s) to answer the phone?
- What hours do you work and do you work on weekends?
- How many calls do you think you could handle a day?

[INSERT ADDITIONAL QUALIFYING QUESTIONS THAT ARE VERTICAL SPECIFIC]

Okay great! Based on what we've covered so far I think you'd be able to take very good care of these live phone calls for [INDUSTRY TYPE LEAD]. **So let's do this: Let's start small and do xx calls at xx bucks each. this will give us a chance to try each other out and see if we can do business over the next 20 or 30 years together, what do you say?**

ASK FOR THE MONEY - SEND LINK AND KEEP THEM ON THE PHONE TO COMPLETE PAYMENT

OBJECTION

I hear what you're saying and let me say this:

Our live phone calls are exclusive to you and not resold to anyone else. These calls are from people who desperately need [INDUSTRY TYPE LEAD]. We have a back office that you can log-in to and listen to the call recordings and you can also review or dispute the quality of a call. This is all we do. We are all about [INDUSTRY] live phone calls to [INDUSTRY] companies that can take care of the customer. And we're looking for the best [INDUSTRY] company in your area that we will be able to work with for the next 20 to 30 years.

So let's do this: let's start with 20 calls and go from there. And if these calls do even half as well as our other [INDUSTRY] companies are doing you're going to be very, very impressed. Sound fair enough?

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Great! All we need to do is start with some basic information... [Use PayPal Link]

PRICE OBJECTION 1

It's too expensive...

Compared to what?

Answer.

Exactly! Our live phone calls are exclusive to you and not resold to anyone else like other services. Our calls are from people who desperately need [INDUSTRY TYPE LEAD]. We even have a back office that you can log into and listen to the call recordings and you can review or dispute the quality of a call. This is all we do. We are all about [INDUSTRY] live phone calls to [INDUSTRY] companies that can take care of the customer. **So let's do this: let's start small with 20 calls and go from there and if these calls do even half as well as our other [INDUSTRY] companies are doing, you're going to be very very impressed. Sound fair enough?**

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PRICE OBJECTION 2

I get my leads from (Home Advisor, etc.)

Unlike [Home Advisor, etc.] our live phone calls are exclusive to you and not resold to anyone else They are from people who desperately need [INDUSTRY TYPE LEAD]. We even have a back office that you can log into and listen to the call recordings and you can review or dispute

the quality of a call. This is all we do. We are all about [INDUSTRY] live phone calls to [INDUSTRY] companies that can take care of the customer. **So let's do this: let's start small with 20 calls and go from there and if these calls do even half as well as our other [INDUSTRY] companies are doing, you're going to be very very impressed. Sound fair enough?**

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PARTNER/WIFE/DOG OBJECTION

The reason we start small is so that you can show your partner the live calls that came in (and recordings) and then make a decision on whether or not we expand with more live phone calls. And like we said, our live phone calls are exclusive to you and not resold to anyone else They are from people who desperately need [INDUSTRY TYPE LEAD]. We even have a back office that you can log into and listen to the call recordings and you can review or dispute the quality of a call. This is all we do. We are all about [INDUSTRY] live phone calls to [INDUSTRY] companies that can take care of the customer. **So let's do this: let's start small with 20 calls and go from there and if these calls do even half as well as our other [INDUSTRY] companies are doing, you and your partner are going to be very very impressed. Sound fair enough?**

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I DON'T KNOW YOU OBJECTION

That's why we start small. It's the best way to get to know each other. And like we said, our live phone calls are exclusive to you and not resold to anyone else They are from people who desperately need [INDUSTRY TYPE LEAD]. We even have a back office that you can log into and listen to the call recordings and you can review or dispute the quality of a call. This is all we do. We are all about [INDUSTRY] live phone calls to [INDUSTRY] companies that can take care of the customer. **So let's do this: let's start small with 20 calls and go from there and if these calls do even half as well as our other [INDUSTRY] companies are doing, you and your partner are going to be very very impressed. Sound fair enough?**

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I'VE BEEN BURNED BEFORE OBJECTION

I know the feeling, because we have been burned before on our end. That's just how this industry is unfortunately. That's why we start small. It's the best way for us to get to know each other. And like we said, our live phone calls are exclusive to you and not resold to anyone else They are from people who desperately need [INDUSTRY TYPE LEAD]. We even have a back office that you can log into and listen to the call recordings and you can review or dispute the quality of a call. This is all we do. We are all about [INDUSTRY] live phone calls to [INDUSTRY] companies that can take care of the customer. **So let's do this: let's start small with 20 calls and go from there and if these calls do even half as well as our other [INDUSTRY] companies are doing, you and your partner are going to be very very impressed. Sound fair enough?**

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5 CALLS A DAY FROM COMPANIES LIKE YOU OBJECTION

That's why we start small. It's the best way for us to get to know each other. And like we said, our live phone calls are exclusive to you and not resold to anyone else They are from people who desperately need [INDUSTRY TYPE LEAD]. We even have a back office that you can log into and listen to the call recordings and you can review or dispute the quality of a call. This is all we do. We are all about [INDUSTRY] live phone calls to [INDUSTRY] companies that can take care of the customer. **So let's do this: let's start small with 20 calls and go from there and if these calls do even half as well as our other [INDUSTRY] companies are doing, you and your partner are going to be very very impressed. Sound fair enough?**

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DON'T GIVE CREDIT CARD INFORMATION OVER THE PHONE

Well that's good, because we don't take credit card information over the phone. We have a checkout process on our site, a lot like Amazon. Have you ever used Amazon before?

Great! It's just as easy and secure as that. We use Paypal to get started and you can use your credit card or Paypal account with our checkout process, it's so simple! And like we said, our live phone calls are exclusive to you and not resold to anyone else They are from people who desperately need [INDUSTRY TYPE LEAD]. We even have a back office that you can log into and listen to the call recordings and you can review or dispute the quality of a call. This is all we do. We are all about [INDUSTRY] live phone calls to [INDUSTRY] companies that can take care of the customer. **So let's do this: let's start small with 20 calls and go from there and if these calls do even half as well as our other [INDUSTRY] companies are doing, you and your partner are going to be very very impressed. Sound fair enough?**

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WE DON'T PAY FOR LEADS UP FRONT OBJECTION

I hear what you're saying and let me say this: We have been burned before, probably just like you. It's a part of this industry we're both in, unfortunately. That's why we start small. It's the best way for us to get to know each other. You'll have a small investment, and so will we to produce the best results and then we can build from there, because we have tons of highly qualified leads we can send to you that we can work up to. And like we said, our live phone calls are exclusive to you and not resold to anyone else They are from people who desperately need [INDUSTRY TYPE LEAD]. We even have a back office that you can log into and listen to the call recordings and you can review or dispute the quality of a call. This is all we do. We are all about [INDUSTRY] live phone calls to [INDUSTRY] companies that can take care of the customer. **So let's do this: let's start small with 20 calls and go from there and if these calls do even half as well as our other [INDUSTRY] companies are doing, you and your partner are going to be very very impressed. Sound fair enough?**

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ASSUME THE SALE

“Get this area locked in for you exclusive as your territory”

We’ve got live phone calls coming in that need to go to someone that can take care of them”