

Pamana Worksite Marketing Training PREPARE, PROSPECT AND BUILD RELATIONSHIPS WITH AN EMPLOYER

To get appointment Script

- Good Morning is _____ in?
- This is _____ calling (or- from the offices of _____), and I'd OR Mr(s) _____, would like to schedule 15 minutes to meet with you. Most owners/employers know helping their employees relates directly to helping their customers, and so everybody knows eventually we'll all pay funeral services/final expenses, through a new option new to our area you're able to help your employees, depending on age plans start less than \$2.50 a week. This costs the company ZERO. Assuming you're open to looking, would it be ok for us to schedule a morning or are afternoons better? If I may ask so that we're prepared with the right info, how many employees do you have?

How is ____ day at ____ am/pm or is ____ day at ____ am/pm better
or

- This is _____ calling I'm looking for a company in your line of work to refer customers to, or
- This is _____ calling, I'm partnering with a few companies in your area to work on a ZERO cost campaign to get you customers

I'm a local business owner, I own an funeral expense plan practice and I'd like to meet with you for 15-20 minutes, shake your hand, show you how we might work together and see if we are a good fit for one another. Assuming you're open to looking, would it be ok for us to schedule a morning or are afternoons better?

(Then,..) Which is better ____ day at ____ am/pm or is ____ day at ____ am/pm better

- **Questions**- answer directly then say- so, is ____ day at ____ am/pm or ____ day at ____ am/pm better?
- If timing isn't right say, "if we could keep you updated on this via email, would you want us to do that?" what is your email address?

Assuming the appointment is scheduled:

- Make sure that the appointment is emailed to them
- They've written it down
- You say, in order that we respect each other's time, in the event of an emergency my cell # is ____, & your cell #?
- Summarize the appointment date and time and what your discussing