

PHONE SCRIPT

Good (Morning) this is (your name) with DirectLink Capital Corporation. I am your area consultant who helps businesses improve their bottom line in changing economic times as well as provide sources of capital that a business like yours may need now or down the road. I will be in your area (or available via a zoom call) on _(Tue)_ and _(Wed)_. Which day would be better for you?

Answer to any objection:

I understand your concerns. Let me tell you how we work. Our appointment is free for you. If it turns out, we can help you then it is a win for you and our networking companies will pay us. If there is absolutely no way we can help your business improve your profits, then it will cost you nothing. Fair enough? Is ____ good or ____ better?

1. AMENITIES
2. FACT FINDING
3. MAIN PRESENTATION
4. CLOSE
5. REFERRALS