



Cold Market Prospecting Scripts

This packet of scripts includes:

- **Appointment Setting Scripts**
- **Handling Objections While Setting Appointments**
- **Answering Machine Messages**
- **Scripts for Getting onto the EveVenture Overview Call**

Appointment Setting Scripts

The first three sample scripts provide basic wording for setting an appointment the easy way. These scripts were made to be used with ANY type of lead that requested information on a home business. You simply use either "EveVenture" in general when you say who you represent or you can use a specific website if you feel it helps your prospect relate. For instance, if you use Team-Specific EV Work At Home Moms leads, you will definitely want to identify yourself as someone with "EV Work At Home Moms" and it doesn't matter if you are male or female.

There are plenty of websites and businesses that cater to women that have men working with them. So, if you are a man, you should never be concerned about saying "Hi, Jane, this is John with EV Work At Home Moms." Additionally, if you are using female leads that may have responded to a "mom type" ad-it's okay to say you are calling from EVMamas or EV Work At Home Moms –but be prepared for them to be silent for a moment because a generic home biz ad doesn't tell your prospect who you are – so your reception may not be as warm as it would be with a specific lead. You should however, carry on, as if you didn't notice. By the time you are done with your introduction they WILL know why you are calling.

Script Option #1

Hi, is _____ available?

(um, who's calling?)

This is Sally with EveVenture. Is she available?

Cold Market Prospecting Scripts Eeventure

Ying-Ying Zheng



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