

5 steps for the perfect cold calling script

1

Determine your goal

Decide the conversion you want at the end of the call



2

Build a prospect list

Pick prospects that would be interested in your product



3

Introduce yourself

Introduce yourself quickly and professionally



4

Identify their pain points

Ask about their challenges and define a solution



5

Ask for the sale

Try to book an appointment to do a demo or tell them more about your product



3 Cold Calling Scripts Selling Consulting Services

Thomson Gale



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