



SALES SCRIPT · FREE VAULT DOWNLOAD

Chiropractor Entry-Offer Script



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Chiropractor Script

Hi, this is _____ from _____. Is that _____?

Build Rapport

How are you?

(General chat to build rapport)

I am calling because you registered your interest in our free chiropractic consultation!

Set the Agenda for the call

Ok great, so I am going to ask some questions to learn what is troubling you and if chiropractic help is going to work for you.

Figure out their motivation for the call, understand the details of their situation, and gather essential data about their pain points

So _____, tell me what motivated you to register for our chiropractic consultation?

And how is this effecting you day-to-day?

Is it affecting the people around you?

Ok _____ and how long have you been feeling this way?

How long do you think you can continue to live with this pain?

Figure out what their goals are, their motivation for achieving their goals and gaining commitment that they need a consultation

Ok _____, so tell me, what are you aiming to achieve from chiropractic work?

How would things be different for if you if you were pain free?

Okay, so you've said you're currently suffering from _____ and you need to fix this as soon as possible so you can _____ and _____

Book The Appointment

Ok _____, lets book a time in that best suits you. Are the best times during the week, after work or on weekends?

Excellent, so does _____ work?

State what you are an expert at.

Well, just so you are aware of what _____ do, we are experts at helping people who...

(Expand on what you are an expert at and the specific niche you service if applicable)

We want to help you...

Outline the journey they will take with you should they require treatment

Excellent, well on _____ we will be providing you with our free chiropractic consultation.

Following this, if chiropractic work is required, we can go right into a treatment.

An initial assessment will take approximately 30 minutes followed by a first treatment of another 30 minutes so I am going to book a 1 hour appointment. Does this suit?

Re-confirm The Appointment

Ok, _____ well just confirming that I will see you at the clinic on _____ date at _____ time.

Excellent, well see you then.

WANT THIS WORKING IN YOUR BUSINESS?

Book the 20-minute call.

calendly.com/jamiesonnexconsulting/30min

