



SALES SCRIPT · FREE VAULT DOWNLOAD

Trades Entry-Offer Script



A JAMIE SONNEX CONSULTING RESOURCE

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Trades 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 _____ Offer!

Figure out the details of their situation.

So _____, tell me what are you looking to get done?

Is this the property you are living in or an investment property?

Have you had anyone else to the property to quote?

Figure out what their goals are, their motivation for getting this work done, timing and budget

What is your timeframe for getting the job finished

Tell me, do you have a figure in mind that you are looking to stick to to get all of the work done?

How did you come up with that figure?

Are you ready to make a decision and get started now?

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...

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

We want to help you...

I am also going to send you an email/text now which will provide you with an idea of what we do at _____ so you can see how our solutions will work in your business.

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

Excellent, well on _____ we will be providing you with a free quote. Following this, we will put together a scope of works with a timeframe and budget.

Now, if you are happy with our solution, to get access to the _____ we will be asking for a small deposit of \$X on the day to secure the start date and get the process started.

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

