
GET TO THE MANAGER

YOU | Hi I'm calling from Smart Business Canada, may I speak to the manager please.

MANAGER | Speaking

OR

RECEPTIONIST | WHAT IS THIS ABOUT?

YOU | SBC would like extend a partnership opportunity to [YOUR BUSINESS]. Can I talk to the manager.

TALKING TO THE MANAGER

YOU | Hi, how are you doing today?

MANAGER | Good, and you?

YOU | Good thank you, I'm calling from Smart Business Canada, have you heard of us?

MANAGER | NO

YOU | Well Smart Business Canada is a new all-in-one business service provider and innovative business network expanding to [SAY THEIR CITY]. Can I take a minute to ask you a couple questions to find out how our services could benefit your company?

MANAGER | SURE (IF NO JUST GO DOWN TO THE NO SECTION)

YOU | Do you think your company would benefit from a service that lets you use your professional contacts to get free business services in return?

MANAGER | YES, Possibly, such as?

YOU | We're a group of local Canadian companies that have teamed up to offer common business services like website design, marketing, seo, social networking, mailing list services, printing services, over 35 services, all controlled and managed from our service app available on-site. Our incentives are you get free services by industry specialists if you decide to refer companies to us, and you get to profit from our membership perks programs. Or you can take advantage of our flat fee all-in-one service packages.

YOU | We strive to be the last online service provider you'll ever need, all atarting at just \$50/month.

YOU | Is this something you might be interested in? Can I send you a follow up e-mail with more information and a promotional link?

MANAGER | SURE

YOU | What is your personal e-mail address?

MANAGER | They say their e-mail

YOU | I'll give you a chance to look everything over first before we go on. Is there a good time for me to call you back after you've reviewed what we do?

YOU | Book a time to call them back.

YOU | Thank you for your time.

FOLLOW UP CALL TO CLOSE THE DEAL

YOU | May I speak to [Their Name] I was told to call back at this time to speak to them.

MANAGER | Hi,

YOU | Hi again, it's [YOUR NAME] from SBC, how are you today?

YOU | Did you have a chance to look over our services? do you have any questions?

MANAGER | They might ask simple questions, anything complicated you could say a specialist will call them back.

MANGER | No, look interesting.

YOU | We're currently offering a promotion for \$45/month, is this something you'd be interested in?

MANAGER | YES

YOU | Are you in front of your computer now? I'll send you a link to my promotional checkout form. There you'll have \$60 over the course of the year. Walk them through checkout, they just click your link from the e-mail, then they click the sign up paypal button, here they can checkout with their paypal account BUT they don't need one, there's an option to click " Dont have a paypal account " and they just need to put in their credit card info and follow the instructions. That's it.

\$50 per signed up company. Paid every two weeks via paypal. Can work out sooner depending on how your producing. Minimum payout of \$250 or 5 companies brought in.