

APPOINTMENT SETTER SCRIPT

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Always Be Happy and Up Beat When Talking To People!

Is Owner's First Name, There?

This is Your First Name with GoSmallBiz.com. How are you today? (if Good) GREAT!

We're an On-Line Resource for Small Businesses. I'm working on a project and was wondering if you could help me out?

Owner's First Name, I am constantly working to make our site better and I am currently working on expanding our directory listings of small businesses in your area. What we are doing is offering a **FREE** business listing, for one year, on our internet directory. This helps us expand our site and make it a better resource...**BUT** it also helps your business by driving customers your way.

One of our associates will be in your area tomorrow and I was wondering if I could have her stop by for about 5 minutes And get your information so that we can get your business **listed correctly for FREE?** Would Time in the morning or Time in the afternoon be better for you?

Great, our associate will be stopping by tomorrow at Time.

Again, it will only take about 5 minutes.

Thanks for you help!