

INDIVIDUAL SCRIPT

APPOINTMENT SETTING SCRIPT

Always Be Happy and Up Beat When Talking To People!

Is Owner's Name, There?

This is Your 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 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.

I was wondering if I could stop by for about 5 minutes...

And get your information so that we can get your business **listed correctly for FREE?**

Would Day at Time in the morning or Time in the afternoon be better for you?

Great, I will be stopping by on Day at Time.

Again, it will only take about 5 minutes.

Thanks for you help!