

Simple Phone Script System Cheat Sheet

5 Magic Questions to Book Every Appointment

Question #1 – *“What kind of issues are you having?”*

Question #2 – *“Can I get your name please?”*

Question #3 – *“Mrs. Jones, and what's your address?”*

Question #4 – *“Mrs. Jones, what works better, morning or evening?”*

Question #5 – *“Would 10 or 12 be best?”*

7 Rules to Book Every Appointment

1. Always Create A Slippery Slope
2. Always Ask Yes Questions
3. Don't Ever Give Them A Chance To Say No
4. K.I.S.S.– Don't Talk Yourself Out Of The Sale
5. Don't Ever Give A Quote Over The Phone
6. Always Assume The Sale
7. Always Save The Service Fee For Last