

Scripts for setting a phone appointment

"F.O.R.M. to the phone" Jackie O'Quinn

F.O.R.M. until a prospect reveals their need (More money, more time, new job, etc)

Goal: Get a phone number and set an appointment to talk

...You mentioned your (repeat their need). I work with a company that is expanding all over the country right now. I don't know if you have the skill and qualities that they're looking for, and you're probably totally satisfied with your current job, but I'd love to connect and share with you what's available, what's your number?

...You mentioned your (repeat their need). I work with a company that is expanding all over the country right now. You're probably totally satisfied with your current job, and this may or may not work for you, but I'd love to connect and share with you what's available in case you know someone who's looking for an extra \$2-3,000/mo. What's your number?

Hey (name), the company I'm working with happens to be targeting (Their city) right now. Depending on skill and experience, they're looking to fill a leadership role in the 6 figure range and a few P/T positions in the \$2-3K range. It's probably not for you, but if you're as serious as you say about (repeat need) I feel it would be worth your time for us to connect.

....Great, I'll give you a call tomorrow at 5:30. Here's my number: XXX-XXXX

....Great, what's your schedule like tomorrow? I have 10am and 2PM open, which is best for you? BTW what's your number? ☺