

CREATIVE
AGENCY
SUCCESS

Qualification Call Mastery







the Script

<p>INTRO</p> <p>Hey this is Your Name from Company Name.</p> <p>We have a scheduled 15-minute call right now. I wanted to confirm that now is still a convenient time?</p> <p>Great! The goal of today's call is straight-forward.</p> <p>I am going to ask a few questions to learn about your business to work out how or if I can help you.</p> <p>Once I know more, I will let you know if I can help. If I can't, I will do my best to point you in the direction of someone who can.</p> <p>If I can help, we will schedule another time to talk more in-depth. Sound good?</p> <p>Wonderful! Let's get started.</p>	<p>Notes:</p>
<p>WHY</p> <p>First question I want to ask;</p> <p>What is the reason you are seeking a new agency relationship at the moment?</p> <p>(Find out if they are working with an agency at the moment)</p> <p>Why us?</p>	<p>Notes:</p>



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