
Call Script

Opening

Hi, my name is _____ I'm calling some startups in the area to find out if they are a good fit for our product / service / beta program.
What we do in a sentence is provide companies with...

Does this in general sound interesting to you?

Qualifying

What is your current _____ process? Who are your customers?
How do you currently solve _____ ?

Test Closing

We would want to start in _____ weeks — does this work for you?
The beta program is heavily discounted. It's going to be \$ _____ / day.
What is the decision making process in your company?

Next Steps

Great. Sounds like this could be a good fit. Let me send you our brochure and schedule
a time next week to discuss all your questions. What's the best email to send you

Call Notes
