

HOW TO BUILD YOUR BUSINESS YOUR 'CUSTOMER BASE

YOUR DIRECT ONLINE STORE: www.....acndirect.com

USE THE SCRIPT BELOW FOR CALLING POTENTIAL CUSTOMERS...

★ **SUCCESS TIP: FAVOUR - HELP - TRY: These WORDS are VERY important and must be included.**

📞 **CALL THE PERSON (Say "Hello" ie: "Hi its (YOUR NAME) calling, how are you?" Then straight to one of the scripts below)**

Hi _____, do you have a minute?
Great, the reason that I am calling you is to ask you for a huge favour and i was wondering if you could help me out?
I've just started a part time business from home, helping people save money on their monthly bills and the reason why I started this business is _____.
If i could match or save you money on your telecommunications, energy and essential services would you give me the opportunity to try?
This would really mean a lot to me.

Enthusiasm and energy= Success

★ **SUCCESS TIP** *If you are NEW or want to check your recommendations for your customer: Phone your coach FIRST and discuss, before getting back to your potential customer*

1. If you cannot put them in a better position or they are on a contract, ask them if you can come back to them at a later date when they are out of contract or our plans become more competitive (make a note in your schedule)
2. Thank your customer again for their support (close off with your reason WHY) and also let them know that you will make contact in 30 days to make sure they were satisfied with the sign up process and first invoice (first invoice is always the highest – a lot of bills are prorated- meaning: you pay for the portion left of the existing month, and the next month ahead on one invoice.
3. Send your customer a 'Thank you' card 6 days after you've acquired them, make sure it is handwritten.

Look after your customers; remember their birthdays, Christmas and anniversaries etc.