

PHONE SCRIPT

Good (Morning) this is (your name) with DirectLink Capital Corporation. I am the representative in your area that helps businesses improve their outlook in these difficult times and provide any sources of capital that a business like yours may need. I will be in your area (or available via a zoom call) on _(Tue)_ and _(Wed)_. Which day would be better for you?

Answer to any objection:

I understand your concerns. Let me tell you how we work. Our appointment is totally free to you. If it turns out we can help you then it's a win win and our company will pay us. If there is absolutely no way we can help your business grow or improve your profits, then it cost you nothing. Fair enough? Is _____ good or _____ better?

1. AMENITIES
2. FACT FINDING
3. MAIN PRESENTATION
4. CLOSE
5. REFERRALS