

How to Fire a Prospect and Get Call Backs Consistently

1st Call 3 or 4 times, leave voice mails and possibly send an email or two.

Then, on your last call...

Hello, this is _____ (your name) with
_____ (your company)

We help companies like yours _____ (your value proposition)

I've been trying to reach you to discuss how your company can achieve this type of result.

I've left you a few voice mails and sent a couple of emails (NOTE – you must have actually done this already!)

At this point, I'm going to assume that this is just not a priority for you and

I'm going to take you off my call list. (you must say this clearly – there can be no question but that you won't be calling again)

If there is anything that I can do for you, feel free to call me at _____ (your contact info)

www.salesnexus.com

800.862.0134

713.862.0001

info@salesnexus.com