



Getting and Finding Opps

What to say to businesses to build your funnel of potential opportunities

1. You'll want to get in the mind frame of just collecting information.
2. Always let prospects know that you're local (if you are calling/prospecting in your area)
3. Collect the following info:
 - a. Email address
 - b. # of phone lines
 - c. Who to address information to (decision maker)
 - d. Current provider
4. So what do you say?
*Hello, this is Bill with Mitech Partners here in Nashville. I was calling because I want to send over some information regarding new promos for phone and internet service for the area. What's a good email address I can send that to?

Great and just so I send relevant information, how many phone lines do you all have?

Thank you. Who should I address this information to?

Ok, I'll get this information out to you shortly. Do you know who your current carrier is now?

Thanks! I'll get this information out soon.

5. Customer may give you some push back but the bottom line is stick to asking for info you want. You are not trying to sell on this initial call. Just gather information for your funnel or CRM. Allow the customer to be relieved that you want to get off the phone asap after you get this info. Be very casual. If they don't want to give you the info, FIDO (forget it and drive off).

6. When making calls, you should be able to get 1 Opp for every 3 calls. So 30 calls should yield 10 Opps.
7. Email customers a quote or 2 based on their # of phones and their current carrier.
8. Then schedule a follow up for this customer in the next 1-2 days.
9. What do you say when you follow up???
 - a. Refer to the prospecting script in the Forms Tab at www.mitechpartners.com
 - b. Password: Mitech2013**

