

## **How to generate your own appointments**

Step 1. Google a type of business in your city. *Example Auto Repair in Richmond*. Then click on each site and search for the owner's name. You can also search [www.manta.com](http://www.manta.com) by the business phone number and it will usually tell you the owner's name.

Step 2. Compile a list of 100 businesses with the owner's name and phone number.

Step 3. Call on the list using the phone script below.

Or, you could go to [SalesGenie.com](http://SalesGenie.com) sign up for the no credit or debit card required for a free 3 day trial.

- Follow the tutorial (about 1 minute)
- Use the zip codes around your home.
- Generate the lists (DO NOT SAVE THE LIST IN SALES GENIE AS YOU CAN ONLY GET 150) instead...
- Take pictures of your screen with your phone. (restaurants, convenience stores, auto repair, etc)

I was able to get a list of 416 businesses with the owners name, address, and phone number in 23 minutes.

And you can use the auto dialer free for 3 days as well. So you don't even have to dial.

You should be able to make about 20 sales from a list of 100 contacts.

Below you will find a great phone script for booking appointments over the phone.

### **TIP!**

Don't explain the program over the phone. Just tell them you're an appointment setter and the agent will explain everything during the meeting. Many of our Agents actually end up hiring someone for the appointment setting.

### **Phone Script:**

**Hello,**

**This is \_\_\_\_\_ from Reversepos here in “City”, right across from “Local landmark or known location”.**

**I know you're busy, so I'll get right to the point.**

**We have a program that will actually pay YOU to take credit cards from your customers.**

**On our program instead of paying monthly fees you actually make 1% every time you take a credit card.**

**We will even pay your cancellation fee**

**If we can't beat your current cost we will pay you \$500 cash on the spot.**

**I just want to stop by for about 10 minutes tomorrow to show you the tablet and exactly how much money you will make on our program to the penny.**

**Which is better for you, morning or afternoon?**

**Great.**

**I just want to confirm your address-**

**How much do you process in credit cards on a monthly basis?**

**Lastly- Are you the owner?**

**Great, see you then I look forward to working with you.**