

OUTBOUND CALL SALES

SAMPLE OUTBOUND CALL SCRIPT



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INTRODUCTION

Hello and congratulations on requesting our sales scripts for helping you with your outbound sales.

My name is Amanda Abella and I'm the founder of a sales training company called Make Money Your Honey.

We specialize in helping women-owned businesses excel at high ticket selling.

One thing I've noticed is people miss a major opportunity by not doing outbound calls to people on their email lists.

This one strategy can help increase your close rate by 5x and is 6x less costly than paid advertising. The truth is a lot of people have leads they just don't know how to work them.

So in this ebook I'm going to be sharing one of the scripts my team and I use for outbound selling.

BEFORE WE DIVE IN...

The success of these scripts is contingent upon a few things. To ensure you get the most of them here is what needs to be in place for these scripts to be effective:

- You need to have a solid offers that solve problems.
- You need to have a sales process in place to stay organized.
- You need to have a sales process. For example, Customer Check In Call > Get On a Call > Discovery > Upsell If Applicable
- This works best with people who signed up for a free opt in or purchased a low dollar offer (think a \$27 self liquidating offer)

This is super effective because it's a system you can repeat every day to ensure consistent sales from past clients. From there you can move them into pre-qualifying. For more help on any of these items email me at amanda@amandaabella.com, DM me or visit <https://www.persuadetoprofit.com>

Here is a simple script you can use to start engaging people in your database and booking more demo calls. If you need assistance in customizing the script check out [Persuade to Profit Sales Training](#).

"Hey (Name),

It's (Name) here from (Company). I just gave you a call because you signed up for our (Thing They Signed Up For) a couple of weeks ago. I wanted to make sure you got it and ensure you get the most out of using it. Can you let me know how it is going using it?"

From here you can offer to help them customize the offer to get best results and start qualifying them.

Once they are qualified, invite to a diagnostic a demo or presentation.

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