

Contacting Small Businesses Corporate Scripts

- Ask for the prospect by name.

- Say hello: "Hi! Ms. Prospect"

- Identify yourself and your company.

"My name is _____. My company is DreamVision Nation"

- We are a Financial Resource for Small Businesses. We specialize in helping those businesses increase their working capital. Our reputation has grown through the empowerment of helping small business owner's accomplish their Dream and Vision

- Articulate benefits. Success stories are a terrific way to point out benefits.

Our Benefits are...We help Small Businesses

>Acquire funding in astronomical amounts

>Build multiple relationships with banks across the country

>Increase credit scores

>Become personal credit worthy & business credit worthy

>Increase income potential

"I would like to meet with you..." "I would like to introduce myself, my company and our services ..." "I need 30 minutes of your time." "Is this –Pick a day- good or would next –Pick a day- be better?"

Keep asking for what you want!

If you don't know the owners name

-Hello Have I reached – The Company- Is the Owner of the Company available?

- If it sound like employee and they say no-

My name is –Your Name- from DreamVision Nation we specialize in helping getting funding for new and existing Businesses.

We received information that the owner of - Company Name- requested information about Small Business Financing. What is your name please? What is the owner's name please? Do you know when they will be available? I would like to leave my name & number please. Thanks –Their Name- have a great day!