

SETTING APPOINTMENTS

I'm calling to see if you can help me out? (PAUSE) I started working with a financial advisory business, RFinances and I'm very EXCITED about it. I need to observe some training appointments to complete my state licensing requirements. Would (day) or (day) work better for you to help? WFA. What is better, earlier like 6 or later like 8? WFA (avoid 7pm)

***** CAN YOU MAKE SURE THIS IS A GOOD TIME FOR (spouse), because I need both of you there for it to count for my training requirements?**

Answering Common Questions

What is it? Tell me more.

It's kind of hard to explain by phone, but we teach people about money and how it works, would you say there is a need for that? WFA. Like I said, I'm really EXCITED about it, but I need help completing my hours for the state licensing requirements. So would (day) or (day) work better for you? WFA. What is better, earlier like 6 or later like 8? WFA

How long will it take?

About 30-45 minutes depending on your questions, So would (day) or (day) work better for you? WFA What is better, earlier like 6 or later like 8? WFA

Let me check with my spouse and I will call you back.

Great. While I have you on the phone, let's pencil something in and when you talk with (spouse) if it doesn't work, you can just call me back tonight or tomorrow and we can reschedule. So what do you think would work best for (Spouse) (day) or (day)? WFA Earlier like 6 or later like 8? WFA Great!

Leave a message: Hey _____, this is _____ I have a quick question for you, call me back when you get this, thanks!