

# Zero to Diamond Ask for Referrals Phone Script

{Ring, ring, ring} Hello?

-Hey! Mr./Mrs. \_\_\_\_\_?

-Hey, Mr./Mrs. \_\_\_\_\_, this is (your name) with (your company). {pause}

How are you today?

-That's good. Me too. Just enjoying this good weather outside. Isn't it gorgeous today?

{Pause and let them talk. Listen to what they say. Chances are high that you get into a conversation about the weather, back and forth. This will set the comfort level of the call. If it's raining, talk about how nasty it is today. Adjust your opening to what the current weather is doing.}

{When this part of the conversation is over, transition into the reason for your call}

-Well look, I don't want to take up too much of your time today, but I was just calling to see if there was anything I could do for you.

{pause and listen}

-I understand. Well, let me ask you. Who do you know that may buy or sell?

{You are looking for names here. Try to get their contact information.}

{If they did not know of anyone at this time, say the following.}

-That's fine. I never know until I ask. Please pass my contact info along to anyone you run into that may buy or sell. I will treat them as if they were you. I would appreciate it