

# 5 & FOLLOW-UP



## Challenge #11 PROSPECT TRACKER

# MAYOR OF SHOP TOWN

### SCRIPT

This script has 2 parts to it. One is based on making the initial connection and the other is based on qualifying whether or not the vendor will send business your way or not once you start working with them. Both of these scripts are available on the website.

“Hi my name is \_\_\_\_\_ with \_\_\_\_\_ and I drive by here all the time and I am here to drop off something that will help you all with your business and I want to hand it directly to the manager or owner are they in?”

“Hi \_\_\_\_\_ I am sure you are busy so thanks for taking a minute to meet me, I specialize in this market and I wanted to introduce myself because I come by here all the time but first of all..... how is business going? ... (listen for answer)...well that is why I stopped by....when needed I refer to other businesses and I would like to expose my customers to you if you are willing to do the same for me...would you be interested in growing your bottom line by doing that?.....(answer sincerely)....well today I brought a sample of some market information and I would like to stop in on a regular basis and update you on real estate and at that point we could discuss how the referrals that we have sending each other are progressing.....are \_\_ (insert an option but not too restrictive ((such as 3rd week of the month))\_\_ in the afternoon a good time to stop by? Great, I will put you on my calendar for \_\_ (confirm scheduling)\_\_. Tell me... do you or anyone you know need information like this to help make a real estate decisions in the near future?”

#### CONNECTIONS MADE:

1. NAME \_\_\_\_\_ PHONE: \_\_\_\_\_

EMAIL: \_\_\_\_\_ NOTES:

2. NAME \_\_\_\_\_ PHONE: \_\_\_\_\_

EMAIL: \_\_\_\_\_ NOTES:

3. NAME \_\_\_\_\_ PHONE: \_\_\_\_\_

EMAIL: \_\_\_\_\_ NOTES:

4. NAME \_\_\_\_\_ PHONE: \_\_\_\_\_

EMAIL: \_\_\_\_\_ NOTES:

5. NAME \_\_\_\_\_ PHONE: \_\_\_\_\_

EMAIL: \_\_\_\_\_ NOTES:

### COMPLETED