

Hi, may I please speak with the manager (or owner)? Hi, this is _____ with Cutting Edge Designs. How are you doing today? ***We specialize in design & printing for nightclubs** & I just wanted to let you know we're offering a special right now of **5000 full color, double sided, glossy business cards for just \$200**. We also include free graphic design, we do beautiful work and I just wanted to see if you'd be interested. (pause for the ok)

Do you have a logo, artwork or any photos that you would like to be on your cards? (talk to them about the design they want for a minute) Great, our graphic artist will be glad to do that for you. After the designer finishes your card, we'll email a proof to you & you can make any changes that you want. After you've approved your design, we will send your cards to print & you will have them in 7 – 10 days. (verify the contact person's name, phone #, address & email) Great, we just require a \$75 deposit to get started & I'm going to transfer you to the designer now so he can go over the layout of your cards. Please hold for just a moment. (put them on hold & do a 3-way call to the designer, bring the customer back on the line & introduce them & let the designer go over their layout)

(If the designer is not available when you make the transfer or if the customer absolutely cannot wait to talk, schedule a convenient time to call them back for the conference call)

***Where the script says "we specialize in design & printing for nightclubs", please switch the word "nightclubs" out for whatever business category you're calling** (limo services, tattoo shops, real estate, auto detailing, etc.)