

## **Call-in Confirmation Pitch**

If they both work days, find out what time they both get home from work together.

If they both work nights, find out what time they both leave to go to work.

If one works nights and the other works days, (1) find out what time the day worker gets home from work and (2) find out what time the night worker leaves to go to work.

**If you know what time they get home from work you don't have to ask for appointments you can set them. If they are retired assume they are going to be home until they tell you otherwise. We set appointments we don't ask for them.**

### **CALL IN:**

Thanks for calling ~ This is (name). How did you hear about us?

What color were you interested in?

What is your name?

And your address? What is a contact number, either a home or a cell?

How long have you owned your home?

**Do you work days or nights?**

**Does your (spouse) work days or nights?**

**What time do you both get home from work together?**

(Set appointment ½ hour after both people get home).

Mr./Mrs. \_\_\_\_\_, my representative has an opening on his schedule for (day and time) that's not a doctor/church day/night is it? He works by appointment only and he does make a Special Trip to show it to the both of you. That way can I count on you both being there?

Great! Mr/Mrs \_\_\_\_\_, we appreciate you inviting us out to your home and we look forward to seeing you both tomorrow at (time).

**If tomorrow is not good go directly to next day don't ask.**