

TELEPHONE SCRIPT

1. **Create Rapport**

Assalamualaikum / Good Morning.._____ ,

I am _____, from _____ .

Puji : Alhamdulillah / Syukur dapat bercakap dengan

En/Pn/Cik_____.

2. **Reason for Calling**

Dari mana dapat number : Saya dapat number En/Pn/Cik _____, dari _____ . Mr_____ talked highly about you.

I would like to drop by your place/office to show you how you can double up your existing investment returns.

3. **Offer/Book Appointment** (Always have your diary or schedule handy)

“ May I make an appointment to see you on _____ or on _____?”

4. **Qualify** – M A N

I would like to show you a proposal on potential returns that you'll will receive, may I know the amount that I should prepare on my proposal based on your available extra cash or in your current existing investment else where ? May I offer the quotation of RM100K, and what would be there other two quotation would be.

5. **Handle Objection** (If Any) - Use The 3 step handling objection

6. **Thank Prospect & Recap Appointment venue, date & time**

- May I confirm your address _____?

- Most of my investors would like to do a very quick procedure, so I just like to remind En/Pn/Cik_____ to bring along your IC, IC Copy's on A4 Paper, your EPF Statement if you have, and your cheque book.

- Thank You En/Pn/Cik_____, look forward to meet you at _____ date_____ and time _____.