

Sphere of Influence and Past Client Contest Opener Script

This script is perfect to break the ice when making a referral call. It gives you a reason to call.

Hi,

How are you?

I am calling for a business reason. So, let me get that out of the way first if you don't mind.

We are having a referral contest in our office. Each team has to get 10 referrals this week to win. So, if you don't mind me asking, I was wondering if you know of any one that is interested in buying or selling or may even just be thinking about it?

(Either way) Perfect! Thanks, so how are you guys? How's the house? Did all that flu scare, miss you, I hope? How's (his or her) job? Etc.

The point is to go on to ask about their personal lives...