



Referrals Script

Hi, (Prospect Name), this is (Your Name). How are you doing?

We haven't been formally introduced, but we have a mutual friend and associate,
(Contact's Name).

(Prospect's Name), (Contact's Name) and I are working on a project together
and he/she asked me to give you a Call. Do you have a quick minute?

(Prospect Name), I'm just curious how do you know (Contact's Name) ?

(Contact's Name), said you were in the (Industry). He/she spoke very
highly of you. Are all the good things he/she said about you true?

(Prospect Name), I'm calling because we have a very unique concept that

(Contact's Name) wants you to evaluate and take a look at. When do you have
20 minutes? (Does Tuesday or Thursday work better for you; Morning or
evening: Lock them into a specific time).

*After you make the introduction, you have several options: You can 3-way conference call the
person into a pre-recorded call voice mail overview, or mail them a DVD, send them to
travelpresentation.com, invite them to a meeting or a live conference call / webinar. Whatever
you do make sure it's duplicable.*