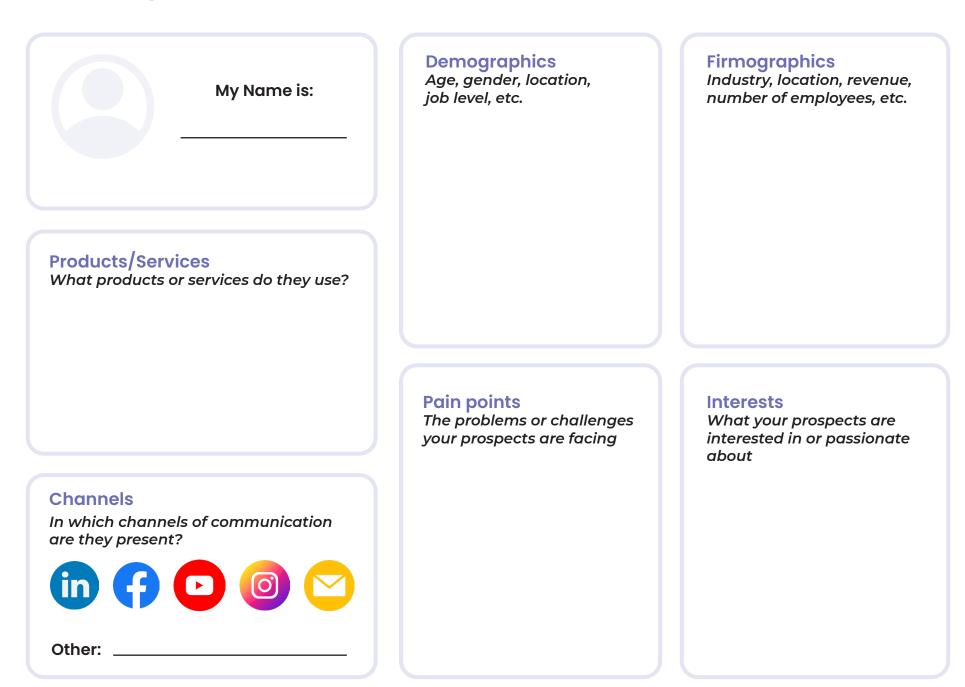
# **Building your Ideal Client Profile**





# Create your effective appointment setting script



#### Tips

## 01

The opening - Create a favorable condition for a warm and friendly conversation.

#### 02

Explain the Purpose of the Call, It sets the stage for a productive discussion and may hold or even elevate your prospect's attention level.

### 03

Ask open-ended questions to collect information about the company's pain points and needs.

#### 04

Provide the necessary information needed by your prospect.