

BACK DOOR SALES SCRIPT – FOR CANCELLED SALES

Hi is this _____

Hi _____ My name is _____ I was giving you a quick call from the corporate office at Titanium Solar. You had worked with one of our sales reps out in the field on a solar project for your home and it looks like for one reason or another we had Cancelled the project.

I was asked to reach out to you to see what went wrong and what we can do better as an organization.

(Get them to open) – they will give you all the answers here & MAKE A FRIEND

So, if I am following along correctly what you are saying is if _____ this would have been the right move for you?

What had you originally opened and interested in going renewable? _____

Well, if that is the case, I think I may be able to help, I have been authorized to give you a corporate opportunity to go renewable and skip working with a sales rep and work directly with the headquarters and main office.

(Tell them how we would solve the issues they stated)

And if all this makes sense we are also going to add in a few extra things for FREE as a thank you.