

## Phone calls

Hello my name is (xxxx)

Does my name sound familiar?

I live locally and am working with salons in the area.

I want 30 minutes of your time to show you how to increase your revenue without increasing your overhead.

What is a good day and time for an appointment?

Hi is (xxxx, owner) available?

This is (your name)

I know you weren't expecting my call.

I just want to take a second to tell you why I am calling and see if I can earn an appointment.

I have a new business in the area and can show you a way to increase your bottom line without increasing your overhead.

I would like an appointment for about 20 minutes to show you how you can do that.

## Walk ins: Face to Face

Hi my name is (your name)

I know I don't have an appointment but is (owner's name) available?

What I want to do is see if I can earn an appointment.

Hi (owner) my name is (your name)

I know I know you weren't expecting me. What I'd like to do is schedule an appointment so I can show you a way that you can increase your revenue without increasing your overhead. Are you available Tues or Wed. next week?

Hi (owner) my name is (your name)

I know I don't have an appointment and I can see you are very busy. I am sure you keep your business options open and are always looking for a way to increase your revenue without increasing your overhead. All I want to do is schedule an appointment so I can show a way that you can do that.

Hi my name is (your name)

Are you the business owner?

Is the owner in?

Hi I live in the area and have been working with salons in this area to help them improve their revenue without increasing their overhead.

I want 30 minutes of your time to explain a business model to you.

What would be a good day and time for you?