



**HELP**

**FAVOR**

**TRY**

## **Customer Acquisition Script**

“Can you do me a HUGE favor?!?! I am about to qualify for a promotion with the company that I represent and all that I need is to get a few more customers right away! If I can offer you a service that you are already using, can you do me a **huge** personal favor, help me out and give the service a try? It would really mean a lot to me and would help feed a hungry child in the U.S.!”

**Be excited & make it about supporting YOUR business!!**

When They Say YES:

1. Immediately put them on the phone with your mentor and/or
2. Fill out a customer survey for them based on what they are currently paying.

(Schedule a time for your mentor to get in touch with them within 24 hours)

**-EXCITEMENT-**

**-URGENCY-**

**-ENTHUSIASM-**