

## **Calling Reps Warm Market Leads**

**Hello may I speak with (prospect) please?**

**Hey (prospect) you don't know me but I was actually referred to you by (reps name). Do you know who (reps name) is? Great! The reason why I'm calling is:**

**I am expanding a billion dollar company out here in southern California and I'm currently working with (reps name). I asked him if he knew anyone in the area that has integrity, who was business minded, success oriented, and driven and he referred me to you.**

**Are you currently keeping your business options open outside of what you currently do?**

**Wonderful. Well (prospect), we are a 14 year old telecomm company and we've been written up in Fortune, Inc. and Success From Home magazine.**

**We just received an endorsement with Mr. Donald Trump and we just partnered with Verizon Wireless and are getting ready to launch our cellular product this year.**

**We also recently launched our VoIP product with videophones. Have you ever seen a video phone before? It's a phone where you can see the person you're talking to. That industry alone will hit between 5 and 10 billion within the next 2-3 years.**

**I'm sure you've heard of Vonage?**

**We do the same thing but our service is less expensive and we have the videophone technology that other companies don't have.**

**The reason for this call is that we are expanding our base of leadership here in the west coast. In addition to VoIP and cell phones, our plan is to capture 5% of the Local/Long distance market which annually generates \$330 Billion a year.**

**We are looking for individuals that want to be part of our company's growth and you come highly recommended.**

**What I'd like to do is get together with you so I can show you our compensation plan as well as the different products that our company offers. I can get with you \_\_\_\_\_ . . .**