

Script and Flow	Date___/___/___	Date___/___/___	Date___/___/___	Date___/___/___
Hello, MMAA. To whom am I speaking?	_____ Name	_____ Name	_____ Name	_____ Name
Would these lessons be for yourself or someone else?	Self Child _____ Name	Self Child _____ Name	Self Child _____ Name	Self Child _____ Name
Have you had lessons before?	Yes No	Yes No	Yes No	Yes No
May I ask in what area you live?				
Well, the place everyone gets started is the introductory course. <i>Paint the picture, sell the intro.</i>				
Our Introductory Course is given on Monday or Tuesday at 5:30pm? Which is better for you?	_____ Appointment Date	_____ Appointment Date	_____ Appointment Date	_____ Appointment Date
To confirm our appointment I'll need a phone number where you may be reached.	_____ Phone Number	_____ Phone Number	_____ Phone Number	_____ Phone Number
Do you know where we are located	Yes No	Yes No	Yes No	Yes No
Will you be bringing a friend?	Yes No	Yes No	Yes No	Yes No
Again my name is _____. I look forward to seeing you on _____ at _____.	When should I confirm appointment? _____ Date	When should I confirm appointment? _____ Date	When should I confirm appointment? _____ Date	When should I confirm appointment? _____ Date
Notes: What was the outcome of the call? If the call was lost at what point? What can you do differently?				