

Hey this is Tom I promised to call you at 2, is this a good time to call?

So I sent you the email and basically what I do is I help wedding photographers get more clients and to get to the heart of the matter, obviously you said yes to the meeting and that's great I appreciate it, but what sort of prompted you to say yes? What made you say yeah I'll have this call?

How do you get clients now?

What kind of marketing do you do right now?

How do most people find you?

Are you spending anything on advertising? If yes - how much?

Have you spent money on advertising in the past?

What has worked for you in the past?

What is working for you right now?

How are you doing right now? Like is the calendar full? Can you take on more?

Ok, give me like a ballpark figure. What is the average transaction size?

How many clients do you roughly get a week?

Ok so really now - is it a priority for you for the business to expand? To get more clients?

Alright - you've given me a lot, I appreciate it, let me go over my notes, let me come up with an action plan, something that we would do and I will get back to you with that and then we can take a look at that - if it works out for both us great, if not it's also great.

But I think that's the best course for now to take. So yeah, let's do that. Does that work for you?

Awesome.