

Booking Estimate Script

Hey, is this (first name)?

Hi (first name), this is (your name) with (company name), how are you doing today?

Great, I'm just calling because I see you are looking to (project description) at (address). Does that sound right?

Nice, why are you looking to (project description)?

Okay, are you the homeowner?

How soon are you looking at (project description)?

Sounds good! Well when would be a good day to meet you at your property to give you a free estimate?

Does (time) on (date) work?

Great! Just to make sure I have your information correct, is (address) correct?

Is (email) the right email address?

And is this the best phone number to reach you at?

Sounds good! Now before I let you go, I did want to let you know about an offer we are giving out. (give offer)

Perfect! Well, is there anything else I can do to help you before the estimate?

Sounds great! Again, my name is (your name) and my company is (company name). If you have any questions or need to reschedule, give me a call or text this number and I'll be there to help! Until then, I hope you have a great day!

Action Items

- Make sure they are added to the CRM and calendar
- Update pipeline stage on CRM
- Arrive on time!