

THE FUTURE'S PBR Confirmation Call Script

Hello may I please speak with "Prospect"? Hi "Prospect", my name is "Your Name". I'm calling you on behalf of "Rep's Name". "Rep's Name" has recently gotten involved in the energy and banking business. And, he/she is sharing the opportunity with the people he/she respects the most!

One of the top executives in our company is conducting an event on his/her behalf this evening. (If you are conducting the event, state that, "I will be conducting the event.). The event will take place at "Location/Date/Time", and will last approximately 45 minutes. I am calling to introduce myself to you; so that we won't be total strangers when we arrive. You were still planning on attending, weren't you? (Be Polite, Confident, and Assumptive when asking this question)

If Prospect Cancels: Be very polite, and inform them that the rep will be contacting them soon.

If Not Sure: Edify the Speaker, and promote opportunity to be in on the ground floor!!! (Please respect the relationship between the rep and prospect.)

***Expert must have Confidence, Enthusiasm, and Tact!**

