



Call Script

IBO: Hi [Potential Customer Name], it's [your name], how are you?

Customer: I'm good thanks, how are you?

IBO: I'm very well, thank you. I'm actually giving you a call today because I noticed you recently switched your internet/mobile service(s) to another provider, and I think I could save you money with our partner, MATE. Are you happy for me to generate an obligation-free quote for you? You'd be doing me a huge favour, and in turn I'm hoping I can save you some money.

Customer: I'm not sure...

IBO: I have my own service(s) with MATE and I am confident you will be happy with their support. If you're happy for me to generate a quote for you, we can find out exactly how much money you could be saving.

Customer: Okay, I'm happy to do that.

IBO: Excellent! Thanks, I really appreciate you supporting my business. By the way, MATE has no lock in contracts or exit fees, so you've really got nothing to lose. Thanks very much for your time. I will be in touch once I have your quote.