

Script To Use For Calling Referrals

Hello, Mrs. /Mr. _____.

This is _____ with _____.

A few days ago, Mrs./Mr. _____ had her/his carpet cleaned and was very impressed with our service and job we did for them.

She/he was so thrilled with my service she/he wanted me to offer you our **Free Carpet Cleaning Inspection and One Free Room of Carpet Cleaning.**

This carpet cleaning inspection is an expert evaluation of your carpet. I'll check for unwanted stains, tell you how you can get them out or if they might be permanent stains.

I'll analyse the condition of your carpet and give you an estimate of how long it will last based on the current maintenance.

I'll also offer helpful suggestions on how to make it last as long as possible and still look brand-new.

Afterwards, I'll send you a written report of the current condition of your carpet. Then you can get your free "sample" of my service with your free room cleaning.

There is absolutely no obligation or cost. And I'll never pressure you to buy more than you might need.

I run an honest and trustworthy company. After all, Mrs. /Mr. _____ surely wouldn't have chosen you to receive this free gift if they didn't think I was a good guy.

If NO: I understand you don't want to at this time, but would you at least be interested in receiving more information about it?

If NO: Thank you then so much for your time.

If OK. (But sounds like they don't mean it) If you're not interested at this time, that's OK. Please keep us in mind for the future.

If YES: Great. I'll get a packet of information right out to you in the mail.

If YES (to Carpet Cleaning Inspection): Great. You'll be so glad you are making the appointment. What day would be most convenient for you? Then schedule the time.