**Closer Look Cold Calling Script**

**TO GET PAST THE GATEKEEPER:**

Hi Bob,

I wanted to see if you could help me? (Wait)

I’m with Direct iT out of Waltham, with the crazy time we’ve been reaching out to our neighbors to see if they would like to take a Closer Look at their Network Security and Computer support cost. Do you know who I should talk to about this or who handles your computer network?

Yes, that would be John,

**WHEN TALKING TO CORRECT PERSON:**

Hi John,

My name’s \_\_\_\_\_\_\_\_ from \_\_\_\_\_\_ out of \_\_\_\_\_\_. With these crazy times we’ve been reaching out to our neighbors to offer a closer look at your Network Security and Computer support cost, we have profit-centric approach to IT.

Our deliverable is MONEY, EFFICIENCY and peace of mind (SECURITY). But I can assure you of this: Like Sherlock Holmes, I have never failed to find  
significant and preventable losses.

Would it be out of the question to schedule a 10-minute call with our VP, Matt Wilson, he’s an IT expert with **25 years of experience** and can ask you a few questions and see how we can help?

**LEAVING VOICE MAIL FOR THE CORRECT**

Hi John,

My name’s \_\_\_\_\_\_\_ from \_\_\_\_\_\_ out of \_\_\_\_\_\_. With these crazy times we’ve been reaching out to our neighbors to offer a closer look at your Network Security and Computer support cost, we have profit-centric approach to IT.

Would it be out of the question to schedule a 10-minute call with our VP, Matt Wilson, he’s an IT expert with **25 years of experience** and can ask you a few questions and see how we can help?