

## FORMAT: CALL

**Use this script to approach potential Vodafone Small Business customers.**

Hi \_\_\_\_\_ do you have a minute?

Great, the reason I'm calling you is to ask you for a huge favour and I was wondering if you could help me out?

As you know, I've started a business from home, trying to help people save money on their monthly bills and I was hoping you'd let me provide you with an obligation-free quote on a package deal for the Mobile phone (and mobile broadband) services used by your business.

If I could match or save you money on your business mobile accounts, would you give me the opportunity to try? Often, I can provide access to exclusive plans and offers above and beyond what's usually available to regular customers.

This would really mean a lot to me?