**Spectrum VOIP HMO Script**

Hello, I need to speak with the person who handles the telephone lines service for the business please?

**-Must verify it’s the Decision Maker.-**

***If no DM available, please get a better time/date and name to call back.***

Okay great, **who do I have the pleasure of speaking with**? VERY nice to meet you MR/MRS.\_\_\_\_\_\_\_\_\_\_\_\_. My name is \_\_\_\_\_\_\_\_\_\_\_\_\_\_ with Spectrum Voip we are a local phone company. We help businesses like yours, **save up to 30%** on their phone bill that is why I have a **Consultant** that will be in your area **NEXT** week, to do a QUICK **Appointment** so we can **provide** our information. I just want to confirm you are still at the same address \_\_\_\_\_\_\_\_\_\_\_\_\_\_ and the name of the business is \_\_\_\_\_\_\_\_\_\_\_\_ correct?

**How many physical phone are you currently using at your business?** (Must be 4)

**How many land lines**? (Must be 4 o they must be using **V**oice **O**ver **IP** system)

**Just In case we need to reach you back this is the best number correct?** (If they provide a new one added to the notes)

**By any chance do you still use a fax machine?** (Get a yes or no)

**So, if you don’t mind me asking “Who is your current provider**?” (If they don’t know it, we can still set up the appointment)

**Do you happen to know the length of your current contract**? (If they don’t know it, we can still set up the appointment)

**Would you like to receive this info also by email for confirmation purposes?**

Well thanks, to make sure the Appointment is quick and easy, please have a copy of your bill ready. We look forward to meeting with you, BYE!

**7600 Windrose Ave., Ste. 350 Plano, TX 75024.**

**Call back number**

**972 521 8001**