

# WHAT TO SAY WHEN...

## CALLING A VENDOR FOR THE FIRST TIME

You: Hi, may I speak with Amy

Vendor: *This is her.*

You: Hi Amy, my name is Tyler Smith with XYZ Realty. How are you doing today?

Vendor: *I'm doing great, thanks!*

You: I'm calling today because I'm prepping for next quarter and focusing on expanding my business network. As you probably know, being a business owner, we are always prospecting and looking for ways to improve our business. I don't know about you but I try to work exclusively by referral. Referrals are the best type of lead for my business and also the most profitable. Do you feel the same way in (industry/type of business)?

Vendor: *Yes, of course.*

You: Great. Well, I love doing business with like-minded people like you who own their own business and value relationships. I am looking for a fantastic [vendor type] to refer my real estate clients to, where we both can refer each other. Do you think we can meet to discuss a partnership like this?

Vendor: *Sure, I'd like to learn more about it.*

You: Great, what does Thursday at 10:00AM look like?

Vendor: *That works for me.*

You: Wonderful. I will send you an email confirmation with the details. Thank you!



TAKING REAL ESTATE AGENTS TO THE NEXT LEVEL

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