Online Sales Mentoring Program
Core Module Series

Learn. Practice. Succeed.

SalesBuzz.com
In this online sales training program attendees will:

- Learn Why Voice Mails Fail & How to Fix Them
- How to Use Email to Get Your Voice Mails Heard

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Why Do Voice Mails Fail?
(Fail = Low Call Back to Message Ratio)
Why Voice Mails Fail…

The sales person isn’t prepared prior to picking up the phone;
Why Voice Mails Fail...

The sales person has no understanding of the objective;
Why Voice Mails Fail…

The sales person has not created a compelling reason for call back;
Why Voice Mails Fail…

The sales person has not rehearsed.
There are at least two types of **Voice Mail**
There are at least two types of **Voice Mail**

**First time VM**
There are at least two types of **Voice Mail**

- First time VM
- Follow up VM
Every Voice Mail has its own OBJECTIVE
When you are making a first time outbound call…

YOUR VOICE MAIL
OBJECTIVE IS…

WHAT?
Your objective for leaving a voice mail is…

To get a call back - AND advance the sales call;

or to have the prospect willing to take your call the next time you call them.
The Cold Call Template: Example 1

(Prospects Name), this is (Your Name) with (Your Company).

The reason for my call is I have an idea on how to possibly help you avoid (specifics of common pain) and would like to get your feedback.

I can be reached at 888-123-4567.

Again my name is (Your Name) with (Your Company) at 888-123-4567.

Thanks (Prospect's Name)
Three Voice Mail Templates That Increase Call Backs

The Cold Call Template: Sample 1

(Prospects Name), this is (Your Name) with (Your Company).

The reason for my call is I have an idea on how to possibly help you (avoid making over payments on property taxes and insurance premiums while streamlining your asset tracking process) and would like to get your feedback.

I can be reached at 888-123-4567.

Again my name is (Your Name) with (Your Company) at 888-123-4567.

Thanks (Prospect's Name)
The Referral Template: Example 1

(Prospects Name), this is (Your Name) with (Your Company).

I was speaking with (Referral Name) over at (Referrals Company Name) regarding (common pain / concern) and he mentioned I should give you a call to get your feedback.

I can be reached at 888-123-4567.

Again my name is (Your Name) with (Your Company) at 888-123-4567.

Thanks (Prospect's Name)
Three Voice Mail Templates That Increase Call Backs

“The Competition Template: Example 1

(Prospects Name), this is (Your Name) with (Your Company).

We recently helped (competitor 1), (competitor 2) & (competitor 3) avoid (common pain) while at the same time (desired benefit) and wanted to see if this might be something you would possibly be interested in knowing a little more about as well.

I can be reached at 888-123-4567.

Again my name is (Your Name) with (Your Company) at 888-123-4567.

Thanks (Prospect's Name)
Mr. Prospect,
I just left you a voice mail regarding…
Rehearse Your Voice Mail Pitch!

ASSIGNMENT
Questions and Answers
Thank you for attending today’s sales training webinar.

If you have questions, please feel free to contact us at: support@salesbuzz.com.