

Hey man.

How are you doing,     (first name)    ?

Ok, look, here's the deal. Here's the deal.

Give me the name of one person I can call and do business with today.

One person . . . I can call . . . so I can shut them down.

You want me to do well?

Do you want me to do well?

You want me to be successful, right?

You're pulling for me, right?

Who do you know? Who do you know that I can call today? And do a deal with?

I just need one name. I need one name. Just one name. I need a name. I need a name.

Cause I know you want me to be successful.

I need a name. I need a name. I need a number.

I need somebody to call. I'm looking at my device right now. I have my dreams. I have you. I'm not waiting. I want it now.

So I can call them and say,     (repeat their first & last name)     said he wants you to do well. And he wants me to do well and be successful. And he thought you and me doing something together would insure that we both do well.

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When you have them suggesting a person, paint the picture— reinforcing their thoughts and the fact that you both are doing them a favor.

I like     xyz type of companies     I love     xyz type of companies     and I am the guy who can help     xyz type of companies    

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By the way, how soon before you'd be ready to receive an offer for saving money on FedEx for your company?