

Phone Call Redirectors

Use these when the prospect starts asking about price at a time when it would make NO sense what-so-ever to talk about price.

All of these are aimed at giving them the gift of getting to talk about their event. Receive all they say - get excited about it. Care about their event more than they do.

Here is a PDF you can print out and keep handy. FYI, I'm putting these in the order you might consider using them!

1. Can you tell me about your event? After xx years in this business I can quickly tell if I'm even a fit. If I'm not, I am happy to recommend you to someone who is.
2. What do you want your guests to feel before, during, and after the event?
3. I'm neither the most expensive, nor the cheapest. Let's talk about your vision for this event and if I'm not right for you, I will connect you with someone who is.
4. Who have you had in the past?
5. Tell me about your audience.
6. What would make this an extraordinary event for you as the host/hostess?
7. Just so we can be sure to avoid it - what would make this event a nightmare for you and your guests?
8. Is your group expecting to seeing live entertainment at this event?
9. If my show were a movie, what would you want it rated for your audience? G, PG, R?
10. If price is your chief concern, Jill, history tells me we aren't a match. Let's see we're a fit. If we are, I'll get a proposal to you within 60 minutes.
11. (If they push) Where did you see me perform that makes you think I'm right for your event?
12. Always be listening for ways you can give them ideas! (I was at an event like this recently and here's what happened to make it even better...)