

Opening Statement – “Off the Wall”
(Thank you Bill Napalotano!!)

Hi (*name of person*), this is (*your name*) with (*your company*).

Have I caught you at a good time?

I would really like to do business with you and your organization and I am not sure how to go about doing it.

Would you be willing to take a risk (or “be interested in meeting”) and meet with me over coffee to explore how we can move forward? (*pause*)

Chris’

Hi, this is Chris Sopa from Chris Sopa International.

Have I caught you at a good time?

I am an inspirational speaker and wellness consultant and I work with organizations to help *reduce their insurance costs* by offering *customized* seminars, workshops and consulting on a variety of employee development topics surrounding *wellness*.

I was wondering if you would be interested in meeting with me over coffee so we can discuss if it makes sense for us to work together? (*pause*)

***if the answer is no, I ask if they would like to receive my free wellness newsletter and if it would be okay to contact them next quarter.*



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