EKX OUTBOUND INTERNET SCRIPT

Introduction	Hi is _____ there? (customer first name)
Authorization	I hope I didn't reach you at a bad time? *expect the response to be **"no"** back.
Introduction	It probably depends on who this is – my names _____ here at (your first name) _____ (dealership name)
Reason for Call	and the reason for my call is I wanted to thank you for going online/source with us – it shows here you are doing a little research on what looks like a _____ (year, make, model / type) - does this sound familiar?
Qualify	Excellent – and so that I better can help with your research – have you thought about if you are only looking at this one _____ or are you (model or type of vehicle) doing research on others as well? Are you looking more for _____ or _____?
Appointment	Perfect – based off of where you are at right now and your specific needs – I have been monitoring my inventory and I have great availability of vehicles that are like what you are doing research on. When are you more available to visit with us? Right now – or a little bit later today? (or any A/B appointment option) Let me take a look here – I have a ___:15 and a ___:45 available – which works best for you?
Driving Toward Closure	Sounds great – and this number I am calling you on – you receive texts okay to it? Perfect – I will send over a text and email confirmation over with our meeting time at ____:____. Do me a favor and let me know if you think you may be running early or late.
Directions	And do you know where we are located at? Where will you be coming from? I will send over a direct link to your phone as well to pair with your navigation and look forward to seeing you soon.