Sell Websites Series

VOICEMAIL RESPONSE SCRIPT

*I got a call about a free website?*

Hello <name>. Yes, We're a local marketing company here in <city> and just opened up a website development and hosting department. We're offering to develop websites for 2 or 3 businesses in the area in order to grow our portfolio for FREE (normally this would cost $3000-$5000). You only pay a small hosting and management fee.

We've hired some amazing website designers and this is for our portfolio so it will be a high quality website.

Do you currently have a website?

How does your website look on a mobile device?

What's your domain?

What do you like and what don't you like about your website?

FAQ

*How much is hosting?*

We offer a three options for hosting.

Basic, Intermediate and Advanced.

The basic is just basic hosting for $20/m

Intermediate is fully managed. Meaning that we will help you make changes as you need them, it's fully secure with firewalls and other protections against hackers, and we also do daily backups. That package is $50/m.

Then there's our most popular package, the advanced hosting. For advanced we do everything from the intermediate package but also have a live chat agent on your site. This helps you maximize the benefit of your website because the majority of website visitors leave in less than a minute of landing on you site and never come back. Our live chat service will capture your website visitors to help turn them into leads

Which one sounds good to you?

<if they aren't sure, don't say anything. Let them sell themselves. Answer any questions they may have.>

Great!

<fill out the intake form>

*Do I have to host it with you?*

Yes, because we want to feature your website in our portfolio, we need to make sure it's well maintained and managed.