

RING RING RING!! (SMILE!!!)

Goshin Karate & Judo Academy. Thank you for calling. How may I help you?

This is ____ Who am I speaking with? _____

Is this for you or for someone else? _____

What's (his/her) name _____

How old is he/she? _____

How did you hear about us? _____

What benefits are you hoping that a martial arts program will bring to <<name>>? or

What motivated you to call us today? _____

We have a lot of (parents/students) that have enrolled at Goshin for just that reason. The best thing for you to do would be to stop in and let us show you our programs and give you a copy of our schedule. We have a six week special for \$99.95 that includes a uniform. Would you be able to stop in this afternoon? (if not, schedule an alternate time.)

Day _____ Date _____ Time _____

Great. Can I get your number in case something comes up that we have to reschedule? _____

Do you have an email address? I'd be glad to send you a copy of our newsletter - it would give you more of a feel for our studio.

(if so, tell them "our website is at www.goshinkarate.com" - you can get more information there about our studio)

(If future)If you'll give me your address I'll send you some information that you can look over to give you some background.

Do you know where we're located? (Tell them anyway) We'll see you

_____ at _____. Thanks for calling.

____ Sent Info _____ entered in DB

Comments:

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