

Cold Call Telephone Script

Hello, my name is Nirmal Goswamy, from ##### Professional Services.

We're a preferred supplier of contract IT staff to a broad range of prestigious financial (manufacturing) institutions like the World Bank, Siemens, and the Bank of New York.

We do not view ourselves as commodity suppliers, even though our price is competitive with these kinds of companies.

Our points of difference are the quality of the people and the breadth of service we provide our Clients. As evidence, in the XX years we've been in the Professional Services business, we have never had a dissatisfied customer. Most of our clients take on the first person we send to them. How many of our competitors (your current IT staffing suppliers) could say the same?

has a different way of approaching the professional services business. We act far more like partners than suppliers do for our Client companies and we make the extra effort to take the time, trouble and pain out of IT staffing.

I'd like to take the opportunity to tell you more about our unique company and Clients in person. Could I make a date to see you? I won't take up more than 15 minutes of your time (Or send you some material on our company?) (Or send you a resume of a potential contractor who might fit your needs)

Alternative ending for following up a mailing

We recently sent you some material about our company. Did you receive it? Can I make a date to see you? Etc.