

## Call With a Non-Scheduled Lead

Hi (NAME), this is Sue with Jones Chiropractic. I see here that you filled out an offer on (Facebook, Our Website, etc...), and I'm just calling to get to know you a bit, take some notes down for the doctor and get that appointment scheduled for you.

Yeah, so tell me a little bit about what is happening?

(Lead them through the conversation with questions)

Are there any specific problems that you would like to take a look at?

- How long has that been going on?
- Have you tried anything else?

You know, I personally came to work at \*Name\* chiropractic because I love the approach of our office. We really take a look at the patients' problems here and help them without any surgeries or extreme measures. So, I'm really excited to have you come in and meet Dr NAME. He's/she's an amazing chiropractor.

\*Schedule for appointment\*

Do you know where the office is?

Ok great, so I have you scheduled for \*Day, time\* for your \*offer\*.

Do you have any questions for me at all?

Alright, well I look forward to meeting you on \*Day, time\*.

Have a great day!