Aged Credit Repair Leads â?? Suggested Scripting #2

Description

The Leads Ware House

Aged Credit Repair Leads â?? Stand Alone Form Fill Approach:

Credit repair firms are usually happy with a $100 cost per deal. But few are aware that the right-aged leads can close at $50 or less! Half the equation is great aged credit repair leads, half is great scripting. Even on their best day, long-form, real-time credit repair leads only close at 15%â?¦.usually lower. This means 85%-95%+ of these people still need help! With heavy competition and misinformation about the benefits of credit repair, consumers may clam up! There are many reasons the consumer did not buy from the first salesperson they spoke with: They may not have known about tax credits for credit repair systems. Maybe the first salesperson was too pushy after his 10th cup of espresso, or the consumer had their â??Salesâ?• shield up â?? knowing it was a sales callâ?¦

Thatâ??s why a quality control/customer service type approach works. When investigating a consumerâ??s previous experience first, your staff can get to the *real* reason they didnâ??t buy within the first minute of the call. Use this ammo to help the consumer solve their needs and build trust.

> Find out more about Aged Credit Repair Leads Here <

Step 1: Establish A QC Call

Make this a quality control call â?? Not a sales call. Embrace the part of â??Quality Control â?• with a smile and voice inflection â?? high-pitched like you just inhaled helium! If the consumer attempts to hang up â?? be sure to establish that you are just looking for information and trying to help.

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â??Good Morning/Afternoon/Evening is this (NAME)? Hey NAME this is (REP) in the quality control department of (Credit repair Mart) â?¦..It looks like you spoke to someone a while back about a (refinance / car, purchase of some kind)â?¦..I didnâ??t see you sign up with us, possibly due to credit issuesâ?¦.What happened?

â??What is this about?â?• â?? â??Who are you?â?• â?? â??Did I speak with you?â?•

â??Not trying to sell you anythingâ?¦it looks like you spoke to SOMEONE about a (refinance / car, purchase of some kind), and you werenâ??t able to get qualifiedâ?¦I JUST want to make sure someone answered your questions and met your needs â?? **Can you tell me what happened?**

Step 2: Interview Aged Credit Repair Leads For Information

Get the consumer talking about what happened. Was the previous sales rep able to answer all of their questions? Was he knowledgeable? What were they trying to doâ?¦..back then?

- Did they get it accomplished?
- What happened?

Use this ammo to help the consumer solve their needs and build trust! (Save them)

If the response is â??Poor Creditâ?•

â??Iâ??m glad I called you â?? in the quality control department *I have access to products and programs others donâ??t have access to*â?¦*we have a way to fix your credit and save you thousands of dollars in the next several years from high-interest rates*.â?•

If the response is â??Accomplishedâ?•

(This is great! Letâ??s still go for it) â??Iâ??m happy to hear that, and how did it go, did you get the payment you were looking for?â?•

â??Do you feel your credit may have impacted or made this payment higher?â?•

Interview them!

Step3: Automation Solutions

Calling aged credit repair leads is all about automation!

Suggested Dialer Systems:

- www.phoneburner.com
- https://vanillasoft.com/

Suggested Texting Systems:

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- Google Voice
- www.salesmessage.com
- www.hitemupapp.com

Sample Credit Repair Texting Script:

DISCLAIMER: This is for information only. We are not legal representatives. Please check with your legal counsel to ensure texting fits into your overall marketing plan.

â??Hi is this <name>?â?•

- *Yes, who is this?*

â??This is John, I was reaching out to some older inquiries of people asking for help on their mortgage, but were potentially impacted by low credit. I know itâ??s annoying when people call ð??? Still in the Market? â?•

- *Yes*

Send a digital business card â??This is meâ?•

(Get them talking) â?? Have you already started the process to fix your credit?

Date Created
2022/09/01
Author
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