



30 Second Sales Manager Moment For Visitors

The goal is to take about 30 seconds to share who you are, what your business is, and what is the best referral for you.

0:00 Hello my name is: _____

0:03 My company is (include location, if desired): _____

0:07 I am a: _____

0:10 I am in the business of: _____

0:15 The best referral for me is a personal introduction to a: _____ (list profession)
who needs: _____

0:25 So, if you know a: _____ (list profession above), he or she would be an excellent referral for me.

0:28 Thank you.

0:30 [Please have a seat.]

Example:

Hello my name is John Smith

My company is JS Inc and we're located at 39th & Stark

I am a printer

I am in the business of making sure my clients have the documents they need on time every time

The best referral for me is personal introduction to a marketing consultant who has a presentation they need quality brochures or handouts for.

So if you know a marketing consultant who needs quality marketing materials on time, every time, that would be an excellent referral!

Thank you.

Thank you for sharing your business with us today!