**eBen**

**ePN Sales Function**

**Scripts - Benefits Vendor Initiation Call to Gatekeeper**

**Start**

1. **Make sure it is the right Benefit Vendor**
* Hi...
* Is this (Benefit Vendor Company Name)?

Answer: Yes

1. **Understand do they provide corporate deals?**
* Do you offer a corporate discount on your products/services to large companies or organizations?

Answer: Yes

1. **Probe to understand what type of discounts they offer.**
* Excellent, Awesome, Great, etc...

**Ask 1 or 2 of these questions.**

* What kind of discounts do you offer and to which companies?
* How much is the discount?
* Do you offer exceptional discounts to large organizations?
* Do you give the same discount on all your products/services?

Answer: Gatekeeper explains their offers.

1. **Move to the Decision-maker.**
* Excellent, Awesome, Great, etc...

**Request to talk to a decision-maker.**

* Ok, then, please, connect me to The owner, A Director, Your Head of Marketing, and a Decision Maker in your team whom I can discuss this corporate tie-up with.

Answer: Sure, may I know, who is on the line?

1. **Introduce yourself to the Gatekeeper.**
* This is (Your Full Name)...
* From "eBen Global" we have a large number of employees who want to use your services.

Answer: Sure

**End**