



**“Hi, this is <your name> with <your business> and I was looking at your website and noticed that it wasn’t readable on mobile devices.**

**If I could fix that quickly and inexpensively, would you be interested?**

**<They say yes or no but you say the following either way>**

**Ok, first I want you to know that we’re committed to <city> and want to help spur on economic growth here at home. So we decided to contact all the local businesses we know or already do business with and offer to redo their entire website so it’s mobile friendly at our hard cost.**

**So the reason I’m calling is because you’re losing clients when they visit your website on their phone. They can’t really see what’s on your site, so go on to the next business and don’t do business with you.**

**Did you know that 4 out of every 5 customers search for Local business using their smartphones and that 50% of customers that visit a website via mobile go to that store within 24 hours?**

**Because you’re local to us, we’d like to help you stop losing those potential clients and fix this as soon as possible. But first we need to ask you a few questions is that ok.**

- 1. Is your main business in <city>?**
- 2. Did you create your website yourself, or did someone else do it?**
- 3. How much did it cost you to create your website?**  
**<if they had a friend do it, ask them how much that person would have charged if you weren’t their friend>**  
**<If they don’t want to share this information say, “We need to ask**



these questions for our market research. In a way, us redoing your website at hard cost, is in exchange for us getting this valuable survey questions answered so it helps us in markets outside of <city>>

**4. If we can redo your website at an affordable price, are you ready to start right away?**

**Great. It does look like you qualify and we're ready to get started right away. So normally we charge \$5000 to create a website but during the month of <Month> we're redoing local business websites here in <city> for only \$800 hard cost.**

**<we can take that in two payments or one, which one do you prefer?>**