# TIPS ON HOW TO TRAIN YOUR APPOINTMENT SETTER



#### START WITH THE BASICS

A positive attitude, professional demeanor, and clear communication skills are essential for success in any customer-facing role.

# TEACH THEM ABOUT YOUR PRODUCT OR SERVICE

The person who sets your appointments should be able to understand and sell your product.

#### **GIVE THEM A SCRIPT TO FOLLOW**

A good script can be helpful for an appointment setter, but it's also important to encourage them to use their own words and style so they come across as natural and genuine.

## HELP THEM PRACTICE MAKING CALLS

You can role-play with them or have them make practice calls to friends or family members.

### PROVIDE FEEDBACK

Make sure to give your trainee feedback after each call in order to help them improve.

## **Seducrtion By Appointment**

**K Morrison** 

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