

(First Name), I appreciate your time. I asked you for 15 minutes, so let me get right to it.

(First Name), before I suggest to you that our services are a perfect fit for your company, let me ask you a few questions...

- 1). How many full-time & part-time staff do you have?
- 2). Do you currently offer any healthcare benefits?
- 3). Have you ever considered offering benefits? ***If yes...Is there a reason you didn't move forward with it?***
- 4). What's been your greatest challenge with regards to employee hiring/retention?
- 5). When it comes to running & scaling your business, what keeps you up at night?
- 6). Last question, I know that you don't know exactly what we do, but if I could _____ (recount what they said keeps them up at night), is that a basis for doing business together?

Great! Let me show you who we are at KonnectMD.

(Show video on www.KonnectMD.com/Business)

After video:

(First Name), do you see the value in the service?