



GAS Call Script Outline

Hello NAME, this is NAME from LAW FIRM.

Well, it's been (ONE YEAR/6 MONTHS/A YEAR & A HALF/WHATEVER) since we resolved your case, finalized your divorce, got you your greencard, closed on your house/business and we like to check in with our clients about a few things around the (TIME FRAME) mark.

Do you have about 20 minutes to speak with me right now or should we schedule a telephone appointment to speak?

OK great so like I said it's been XXXX time since your case closed:

Have you moved? (update contact info)

Have you bought a new house?

Has your marital status changed?

Had any children?

Left the country?

Gone back to school?

Applied for any licenses?

Left the Country?

Been hassled by (the police, immigration, the defendant, your ex, etc.)?

Have you changed your job? (need updated info)

A "yes" to any of these should pique your curiosity and instigate further inquiry, curiosity, interest. "Tell me more about that? Why did you decide? How is that working out for you?"

–PIVOT–

OK (repeat everything you've learned back to them) that's (great/terrible) let me ask you, what are your plans for the future? Do you have any plans to:

Move where you're living?

Buy a new house?



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Get married?

Have any children?

Leave the country?

Go back to school?

Apply for a license of any kind?

Change your job (or line of work)?

A “yes” to any of these should pique your curiosity and instigate further inquiry, curiosity, interest. “Tell me more about that? Why? How are you hoping that will work out for you? Would you allow us to introduce you to someone who can help you with...?”

If your Team 100 is up to date you should be able to make a quality referral. If you don’t have anyone in that category for your Team 100 just say “OK let me go to work and I’ll call you back by (date/time) to schedule a time for me to make the introduction”.

Sales you made already are a reflection of your past.

Appointments you’ve got booked coming up are how your immediate present will be.

Referrals you’re making are a reliable predictor of your future.