

## Sales Manager Minute ( Formerly member's 60 Seconds)

### The Funnel:

Hello, my name is \_\_\_\_\_ from \_\_\_\_\_ ,  
And we work with \_\_\_\_\_ to help them \_\_\_\_\_ .  
By a show of hands, who knows or works with \_\_\_\_\_ ?

I am looking specifically for these contacts at the following companies:

\_\_\_\_\_ at \_\_\_\_\_

\_\_\_\_\_ with \_\_\_\_\_

and

\_\_\_\_\_ with \_\_\_\_\_

If you know or work with others like these, they would make great referrals for me.  
I'm \_\_\_\_\_, with \_\_\_\_\_; (business tag line if applicable. )

### The Existing Client:

Hello, my name is \_\_\_\_\_ from \_\_\_\_\_, and we work  
with \_\_\_\_\_ to help them \_\_\_\_\_.

As an example, some of my current clients are:

\_\_\_\_\_ with \_\_\_\_\_

\_\_\_\_\_ at \_\_\_\_\_

and

\_\_\_\_\_ with \_\_\_\_\_

If you know or work with others like these, they would make great referrals for  
\_\_\_\_\_. Again, I'm \_\_\_\_\_ with \_\_\_\_\_,  
and we \_\_\_\_\_ ( or use business tag line).