



**HRDF CERTIFIED**

# SPEED DATING: EFFECTIVE APPOINTMENT SCHEDULING PROGRAM

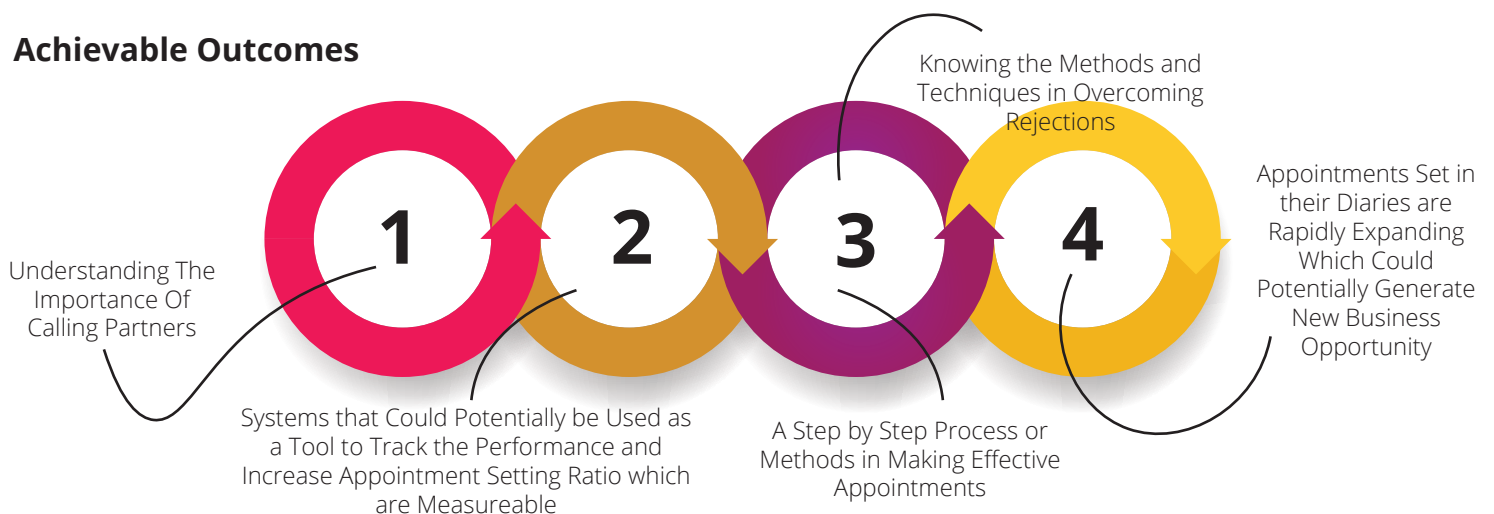
## A CUSTOMISED HIGH SUCCESS RATION APPOINTMENT SETTING

### Introduction

What is the number one reason someone goes for speed dating? Well, most of the people will answer is to meet future partner. When comes to dating, which approach with personal touch element works best? A. Email B. Whatsapp/ WeChat or C. Face to face conversation? Most of the people Answer : C. Face to face conversation. Similarly in corporate world, we all need partners too. When trying to reach and make appointment with future partners, ever encountered responses like “send me your company profile first and we will call you when we need you” or “we have experienced your company before and not necessary for you to come over and make an appointment”? The list goes on.

With this program, our proven experiential methods will be used to increase the success rate of appointment setting process which tailored toward the needs of each client by performing high level lead generations program for both B2C & B2B industry. Our sessions are high in practicality & high in experiential learning in groups and individual, Interactive and Fun with the Innovative Ideas by bringing the Audience closer to the actual appointment setting scenario. Pre, during & post assessment is incumbent in order to maximize results.

### Achievable Outcomes



## Benefits from Module

### Expanding Partner List Or Expand More Business Opportunities:

Allows Your Organization And Your Team To Potentially Make More Money.

### Shorten The Process Cycle:

More Freedom To Do Other Task, & Due To Fast Turn-over Of Potential Close Deals, Helps To Saves Time With The Effective Methods Shared.

### Program Serves As A Refresher Or New And Additional Knowledge:

Makes Life Easier For Your Team. (Plus Not To Mention Introduction Of Systems That Could Potentially Benefit Your Organization)

## Learning Intervention

- Personalize in designing your unique message, branding and scripts.
- Understanding the different types of personalities when presenting.
- Audiences are given the opportunity to experience live-stream between buyer and seller including the rejections by buyers.
- Audiences will be given the opportunity to do practical work in setting-up appointments with their buyers with the support from facilitator, which then are required to follow up on their face-to-face meet.

Furthermore, to pursue further after the 2 days training program in Appointment Settings, systems and templates are shared as a form of monitoring and to increase ration in appointment settings. Workshop requirements;

- Mobile phone, postpaid or prepaid line (with sufficient credits).
- Mobile phone charger.
- 15-20 customer contact database for day 2 activities.

## Audience



Gen Y & Millennial Age or Earlier Generation Representative Which Required to do Appointment Settings



Business Which Require Face to Face Meetings



Required to Achieve Sales Appointment Quota and Increase Appointment Setting Ratio.

1

## **Module 1: Purpose and Importance of Appointment Settings**

- Introduction & Types of Appointment Settings
- Importance of Appointment Settings

2

## **Module 2: Getting Both Preparation & Mindset Aligned**

- Introduction of Preparation and Mindset
- Importance of Preparation and Mindset (Getting the Foundation Right)

3

## **Module 3: Introduction of the 4 Effective Elements**

- Getting Prepared with 4 Elements

4

## **Module 4: Crafting Brand Awareness**

- Personalize Brand Awareness Scripts & What Separates you with other Company
- Designing Personalize Scripts on Organization Values for Individual Use
- Role Play, Group Activity, Q&A

5

## **Module 5: Script Creations And Modifications**

- Introduction & Importance Of 7 Steps Of Script Creation
- Designing Personalize Scripts With Given Structure
- Role Play, Group Activity, Q&A

6

## **Module 6: Designing Objection Handling To Increase Success Ratio**

- Introduction & Importance Of Objection Handling
- Designing Personalize Effective Objection Handling Script
- Role Play, Group Activity, Q&A

7

## **Module 7: Actual Case Studies From Actual Scenarios With Rejections, & Ways To Overcome Them**

- Live Streaming Between Buyer And Seller
- Case Studies, Q&A

8

## **Module 8: Actual Appointment Settings & Post Mortem From Actual Scenarios**

- Audience To Practice & Start Making Appointments
- Recap, Q&A
- Ways To Increase Appointment Setting Ratio Using Measurable Systems & What's Next After Appointment Settings.