

Janitorial Sales Script

Hi/hello/Good Morning/Afternoon. _____ (Prospector name) if you have.

This is _____ (your name) from _____ (your company name), we provide cleaning service in your area. Do you currently use any cleaning service?

[If the answer is no]

Well, I understand. Do you have any plans to use a cleaning service who specializes in cleaning (daycares/office/commercial buildings) like yours? if you get a better deal?

[If the answer is yes]

Perfect, so I would love to talk to you about our service. Like, how we can help you and save your time at the end of each day with your cleaning service.

May I have 10 to 15 minutes from you (enter date and time)? Or you can ask for the best time. What will be the best time to have a meeting?

[If your prospect's answer is no]

Then use this rebuttal: When is the last time you searched for a cleaning company and checked pricing?

[Prospect will reply to you the time he/she did or not.]

Okay, I understand you require special cleaning and definitely want to save you money. We offer a cleaning service at a very reasonable rate. So I would love to talk to you about how we can help you and about our service?

So may I have the time for a few 10 to 15 minutes meetings (put your date and time).

Or you can ask do you have a calendar handy? And what day will be good for you? Ask the time.

