



SAMPLE SCRIPT FOR

SCHEDULING APPOINTMENTS

Scheduling Appointments: Sample Script - I recommend scheduling the appointment in person or on the phone or in messenger... NOT via a blanket Facebook or Instagram post (although feel free to announce to the world that you're excited about this course and your pending certification!)

Hi **[name of person]**,

I am currently taking a certification course in animal aromatherapy, and as part of my requirements to be certified, I need to sit down with 5 animals in the next few weeks. Would you be willing to help me out?

***** Wait for them to respond** (they may respond with, "it depends on what it is"... with a skeptical tone of voice... stay cool)

All we will do is sit down for a few minutes with you and your animal, chat about any emotional, behavioral or physical concerns you may have with them, and help them feel better through the safe use of essential oils. My part takes about 30-45 minutes.

It will only cost **\$XYZ** and in case you are worried, I'm fully trained in using essential oils safely with animals from a world-renowned veterinarian.

I would be so grateful since you know that helping animals is really important to me, and I know you love your animal so much. How does that sound?

*****(let them respond)**

Ok awesome. Like I mentioned, I'm trying to get 5 appointments in the next couple of weeks. I can do **[day and time]** or **[another day and time]**. Which works better for you?

(If no) Is that a bad day or are they bad times? (Offer 2 different times or say 'does morning or evening work better for you?'... DO NOT SAY "when is good for you?")