



TURBODIAL

Call Script with Objections 

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 Start Call

This is a demo outbound sales script for a credit repair service, [adapted from here](#).

The caller has a list of realtors as prospects to find credit repair clients who are having trouble buying houses.

Hi Realtor (Name).

My name is _____. I know you are busy so I don't want to take a lot of your time. (Realtor Name), let me ask you a question... are you currently working with, or have you had any clients in the last 60-90 days that your current lender couldn't get closed or pre-qualified due to credit issues?

 Has Prospective Clients?


Yes

No

- Setup -

Agent Scripts

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Has Prospective Clients?

Yes

No

- turboDial integration with Zingtree.com
- turboDial automatically displays the script in a popup.
- Requires Zingtree account.
- Included with Volume Dialing add-on

Zingtree

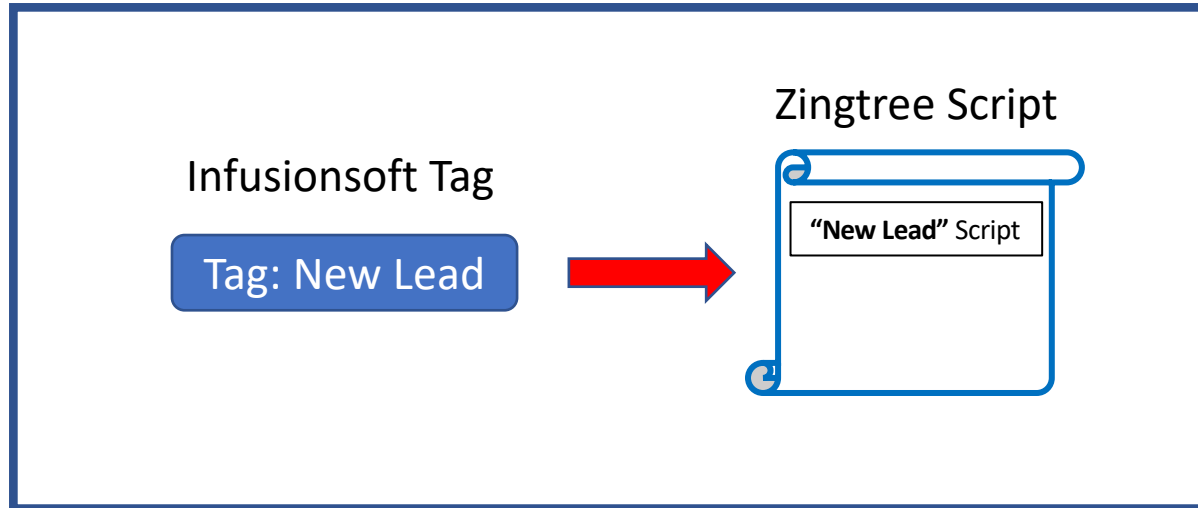


- Allows users the ability to create powerful, dynamic, decision tree-based scripting.
- Used and trusted by many large companies.

Initial Steps

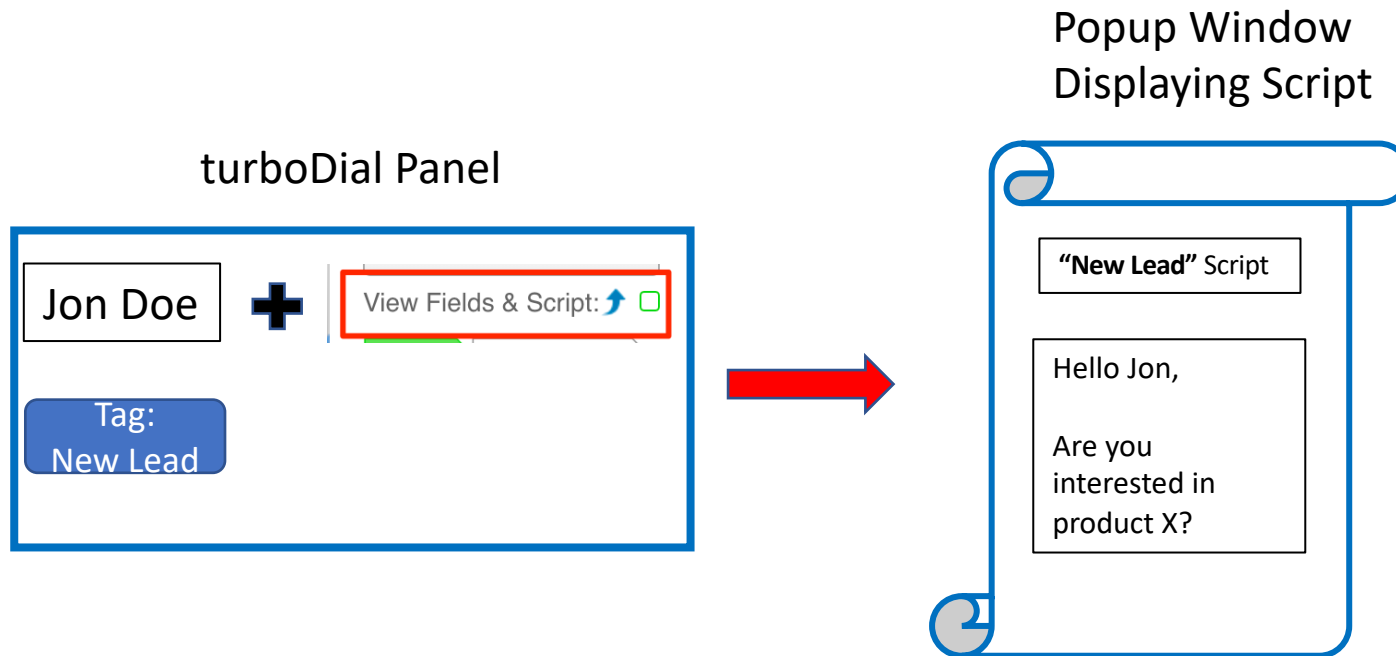
- Get Zingtree API Key: login to Zingtree account then go to **Resources** > *API*
- Login to turboDial Management Account (*tMA*) @ sd123.customerhub.net
- Go to turboDial **Setup** > *Choose Agent Scripts* then click **Configure Agent Scripts**
- Enter Zingtree API key and *tMA* login info then click **Login**.

Tag-Script Associations, 1 of 2



- When an Infusionsoft tag is associated to a Zingtree script from within turboDial Management Account, we refer to that as a ***Tag-Script association***.

Tag-Script Associations, 2 of 2



- A script pops up when turboDial is focused on a Contact with at least one tag belonging to a **Tag-Script association**.

Current Tag-Script Associations

Your Agent Scripts Currently used in turboDial

These [Zingtree](#) Scripts are installed in turboDial and ready to automatically or manually popup when a Contact with the associated Tag is viewed.

Click to open this selector and you can view each Script displayed along with the associated Tag. You can choose to preview any selected Script, or remove the Script-Tag association from turboDial.

Choose Tag & Script:

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- List of current Tag-Script associations.
- Delete or preview any Tag-Script associations

Make New Tag-Script Association

Follow these 3 steps to install a new Script.

Step 1: Choose Infusionsoft Tag

Choose Category:

Choose Tag:

Step 2: Choose [Zingtree](#) Script

Choose Script:

Step 3: Click to Install

- Define Tag-Script associations, then install them for use in turboDial.
- A tag can be associated to one script, but a script could have multiple tag associations.
- If you do not see all tag categories, it's because you've restricted them via your turboDial Management Account.

Additional Info

- One script at a time is displayed in the popup even if a Contact's tags match multiple Tag-Script associations.
- If Contact has tags used by multiple Tag-Script associations, you will be able to choose a given tag to see which script it's associated to.
- Be disciplined about applying / removing tags used for Tag-Script associations.
- Consider creating a new Infusionsoft tag category called "Scripts" or "Zingtree Scripts."
- Feature is enabled from turboDial **Global Options**

TURBO*DIAL

Agent Scripts

Thanks for watching!

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