

Call Scripts for Workshop Power Confirmation Calls

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Power Confirmation Call Script Information

Awareness notes for people talking to leads: people signing up for a workshop are typically experiencing pain or know that physical therapy is a solution for their current musculo-skeletal issue. This script outlines the ideal conversation to have with registrants to build rapport and trust, and to encourage them to attend your upcoming workshop.

Every area and practice is different. Be sure to tailor and test various strategies.

It is important to show a sincere interest in the registrant & get them excited for the upcoming workshop.

Call Schedule

Call each lead 1-2 days before your workshop. Leave a voicemail and send a text message to unresponsive leads.

Power Confirmation Call

Hi, this is **<your full name>**, **<owner, workshop presenter, other position>** here at **<Practice Name>** calling for **<Patient name>**. Is **<he/she>** available?

[Wait for response]

Hi, **<Patient Name>**. I'm excited to see you at the **<Workshop Name>** on **<date>** at **<time>**. I'm calling to find out... What's one question you want me to answer at the workshop?

[Wait for response]

Great question - I can make sure to touch on that during the workshop **<tomorrow/day of week>**. Do you have any other questions about the workshop?

[Wait for response]

Sounds good. The workshop presentation will be about 45-60 minutes. I'll be sure to touch on **<repeat back the question they want answered>**, as well as other helpful information on **<body part>** pain and how to treat it.

See you soon!

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Voicemail Follow Up

Hi, this is **<your full name>**, **<owner, workshop presenter, other position>** here at **<Practice Name>** calling for **<Patient name>**.

Just calling to say I'm excited to see you at the **<workshop name>** on **<date>** at **<time>** and to find out... What's one question you want me to answer at the workshop?

When you get this message <first name>, please give me a call back at <practice number>.

Hope you're having a great day, and we will talk soon!

Text Follow Up

Use this after leaving a voicemail.

Hello <Registrant's First Name>, this is <Your Full Name> from <Practice Name>.

We're excited to see you at the workshop on <workshop date>. What's one question you'd like me to cover at the workshop? Thanks in advance.

See you soon!