



**Chase Call Type 3 – Leaving a voicemail (could be more than 80% of the time):**

**YOU:** “Hello (prospect’s first name)”, it’s (your first name) calling from the (your property name and location). I sent you a postcard showcasing our property and a free enrollment offer to our corporate discount program – BizCount. I was just following up to see if you received this information and have had an opportunity to enroll. I would like for you to get to know us better and for us to understand your hotel requirements. Once again it’s (your first name) and I can be reached at xxx-xxx-xxxx. Today is (day of the week), if we have not had a chance to connect, I will try again on (three days later). (prospect’s first name), I look forward to speaking with you soon.”