

# Discovery call script

“Thank you so much for making time for us today. I could tell you a million things about [ your company name ]”

One...  
Two...  
Three...  **Insights about your company & their buyer persona**

“But I would love to hear about you first...”

One...  
Two...  
Three...  **Insights about their company & SMYKM**

“Tell me about your team, your challenges, and what the overall landscape is like for you, if that’s okay...”