

Example of Cold Call Prep Sheet

Name: _____ Class: _____

In preparation for your "Cold Call" you will need to find three local restaurants and their phone numbers. In addition you will need the hours of operation.

Restaurant Phone Numbers:

Hours of Operation:

To Students:

Now that you have your script and filled in your name and details that you need to complete the sheet. Once you complete the script, take turns with your partner practicing your Cold Call. One person is the cold caller and one person is the answerer, then switch places.

Cold Calling Challenge Script

Hello, my name is _____ I am a student at _____ school. I am calling as a part of a class project and I was wondering if you could give me more information about _____? (example: What temperature do you cook the pizzas at and for how long?) (wait for answer)

Thank you for your time. Good Bye.

Students:

Now that you have your script and filled in your name and details that you need to complete the sheet. Once you complete the script, take turns with your partner practicing your Cold Call. One person is the cold caller and one person is the answerer, then switch places.

Teachers:

Give students in class time to practice and then reflect, what that was like for them.

Students:

It is Time to Call the Restaurant

Restaurants are busy places and making it simple will help be sure you are successful.

If you want, have a friend sit next to you to give you extra confidence.

Or have your friend dial the number for you.

Don't give up. You can do it!

Remember you are not done until you ask the "How to Make" question.