



RGI Prospecting Call Card (Warm + Natural)

Goal: Start a real conversation → earn a 2nd-look review → lock a next step.

Tone: Warm, confident, professional. Short sentences. Smile when you talk.

3 Openers (pick ONE)

- Opener 1 — Warm + Permission + Review Hook:

“Hi ____, this is ____ with RGI Bonding—how are you today? I’ll be quick—did I catch you with 30 seconds?”

If yes: “Would you be open to a quick review of your bond setup—just to see if there’s room to reduce cost or improve capacity?”

- Opener 2 — Warm + Respect + Second Opinion:

“Hi ____, this is ____ with RGI Bonding. Hope your day’s going alright. I know you probably already have someone for bonding—can I ask one quick question?”

“Would you be open to a second opinion—just to make sure you’re not overpaying or under-positioned for upcoming work?”

- Opener 3 — Warm + Bid Readiness:

“Hi ____, this is ____ with RGI Bonding—how’s everything going? Quick one: are you bidding anything in the next 30–60 days?”

If yes: “Are you open to a bond-readiness review so approvals move faster when deadlines hit?”

3 Rebuttals (simple + non-pushy)

- “I’m happy with my agent.”

“Love that. I’m not calling to disrupt a good relationship. My goal is to earn the right to be your Plan B. Would you be open to a quick review anyway—just to see if there’s unnecessary cost or a way to strengthen your file?”

- “Just send me info.”

“Absolutely. Real quick so I send the right thing—are you mainly doing bid bonds or performance/payment? What’s the best email for you? I’ll send a one-page checklist and a quick intro.”

- “No time / I’m busy.”

“I get it. Two quick questions: are you bidding anything in the next 60 days, and when’s your next renewal? Based on that, I’ll either send a quick checklist or schedule a 10-minute review when it’s actually useful.”

3 Closes (choose the best next step)

- Book a quick review call:
“Perfect. Let’s do a quick 10-minute review. What’s better—later today or tomorrow morning?”
- Fast review (invoice / bond schedule):
“If you email me a recent bond invoice or bond schedule, I’ll review it and tell you if it’s worth doing a full quote. What email should I send that request to?”
- Quick drop-by (if local):
“I’ll be in your area this week—okay if I stop by for 5 minutes and drop off a bonding checklist and my card? No pressure—just info you can keep.”