

SCRIPT FOR GETTING REVIEWS

Pick up the phone.

Hi! Is this John? Hi John, this is Josh from Awesome Yoga Mats. I just called to make sure that your mat arrived on time?

Yes (Number one)

Great, have you opened it yet?

Yes (Number two)

Is it what you expected?

Yes (Number three)

Great! I so appreciate you giving me this feedback today. As a thank you for sharing your experience, would it be okay if I sent you a \$5-off coupon on a future order?

Yes (Number four)

Awesome, tell you what, I'm going to send that over to you right away. What email address should I send that to? Hey, is it okay if I include a link to leave us a review in that same email that I'm giving you a coupon?