# Freelance Client Call Scripts (Reality-Based)

These call scripts are designed for real freelance discovery calls.  
They help you sound confident, structured, and professional — even if you are a beginner.  
Use this as a guide, not a robotic script.

## Before the Call (Preparation Checklist)

• Review client website and services  
• Identify possible problems or improvements  
• Prepare 2–3 relevant questions  
• Know your service and pricing range

## Opening the Call (Rapport Building)

Hi {{client\_name}}, thanks for taking the time today.  
Before we start, does {{duration}} minutes still work for you?  
  
Great — I’d love to learn more about your business and see if I can help.

## Discovery Questions

• Can you tell me about your business and current goals?  
• What challenges are you facing right now?  
• What have you tried so far?  
• What would success look like for you?

## Problem Confirmation

From what you shared, it sounds like the main issue is {{core\_problem}}.  
Did I understand that correctly?

## Value Pitch (Simple & Honest)

Based on your situation, I recommend {{solution}}.  
This would help you {{specific\_benefit}}.  
  
I’ve helped similar businesses improve {{result}} with this approach.

## Handling Common Objections

• Budget: We can start small and scale later.  
• Timing: Understood — we can plan for a better time.  
• Trust: I can share examples or a quick audit.

## Closing the Call

Would you like me to send a short proposal outlining next steps?  
If yes, I’ll email it by {{timeline}}.

## After the Call (Follow-Up)

• Send summary email  
• Include proposal or next steps  
• Set reminder for follow-up