**Art Sobczak’s Smart Calling™ Opening Statement Template**

**“Hi (prospect), I’m (name) with (company).**

**(LinkedIn/Smart Calling Intel/connection)**

**We specialize in working with  
(title of buyer/type of company/organization)**

**who/that  
(describe a situation or problem)**

**and help them to  
(the result you provide)**

**which means  
(further describing the end result).**

**(Mention specific customer/client results)**

**(Move to questions)”**

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