



Phone Script

You: Hi this is (Doula Name). How can I help you.

Couple: We're looking for a Doula.

You: So glad that you reached out to me. When are you expecting the baby?

Couple: (States when expecting).

You: I might have those days available in my schedule. Let me share with you a bit about me and then answer any specific questions...(What would you tell them about yourself and services)

Couple: Wow that sounds great. (Asks any questions they have).

You: Can I get your email address or is this a phone number where you can receive text messages...I will send you a link to my website so you have more information about my services. (Get their contact info and send/text them link to your website).

If you have a good feeling about them schedule to meet.

If you don't have a good feeling, leave the conversation at that.

Also, say after checking your calendar you're not available and give them contact info for other doulas.

Always trust your gut/intuition when taking on your clients.