



UTILITY AUDIT COLD CALL — “ACCOUNTS RECEIVABLE BYPASS” ONE-PAGE SCRIPT

GOAL: Getting Past the Gatekeeper Using the Accounts Receivable Strategy (Utility Audits), reach the decision-maker, and begin the process of requesting utility bills for the audit.

1. Gatekeeper Bypass

You: “Hi, can you transfer me to Accounts Receivable?”

Gatekeepers assume A/R = incoming payments, so they usually transfer you without hesitation.

2. Once Transferred: Disarm Immediately

You: “Hey, I don’t recall having spoken with you in the past. Are you new there?”

Builds rapport, feels familiar, lowers suspicion.

3. Leverage Their Helpful Nature

You: “I’m working on a report for the owner and need a couple of missing items — can you help me?”

Or: “Who handles your electricity and natural gas accounts?”

Why This Strategy Works

- Cuts gatekeeper resistance by 50–70%
- Faster access to decision-makers
- Higher contact rates
- Natural and conversational
- Works in every market