

— TIGER TOLEDO

Cheatsheet

Notary **Cash Flow System**

The sure-fire outreach blueprint for
law firms and real estate companies

Outreach to Law Firms Call Script

[Introduction]

Hi, this is [Your Name] with [Your Notary Agency Name]. Am I speaking with [Contact Name or 'the person who handles legal document logistics']?

[Pause for acknowledgment]

Great! I help law firms streamline their document notarization process with reliable, flexible, and on-demand notary services. Do you have a moment to chat?

[Establishing Need]

I understand that law firms like yours often deal with tight deadlines and sensitive documents. How does your firm currently handle notarizations?

[Pause to let them respond, actively listening for pain points or gaps.]

[Presenting the Solution]

*Thanks for sharing that! Here's how we can help:

- Same-day mobile notary services for urgent needs.
- Expertise with legal documents like affidavits, contracts, and power of attorney.
- Flexible scheduling, including after-hours and weekends, to fit your clients' availability.

We make the process seamless for your team and your clients, ensuring accuracy and avoiding costly delays.

[Social Proof]

To give you an idea, we've supported firms like [Example Firm], and they've seen faster turnaround times and fewer errors in their document handling. One client even mentioned we helped them cut their notarization delays in half.

[Soft Close]

I'd love to show you how we can make things easier for your firm. Would it make sense to set up a quick call next week, or I can email you some tailored details?

Outreach to Law Firms Call Script

[Follow-Up Depending on Response]

If interested:

Perfect! What day and time works best for you?

If hesitant:

I understand! How about I send over some information for you to review?

If not interested:

No problem at all! If your needs ever change, I'd be happy to help. Thanks for your time!

[Closing Statement]

Thanks again, [Contact Name]. I'm here to help whenever you're ready to simplify your notarization process. Have a great day!

Outreach to Law Firms Personnel

Here's a list of key roles in law firms to target with your call script:

1. Office Manager
2. Paralegal
3. Legal Assistant
4. Practice Manager
5. Operations Manager
6. Managing Partner
7. Associate Attorney
8. Legal Administrator
9. Partner (specific to small firms)
10. Client Relations Manager
11. Case Manager
12. Contract Specialist
13. Litigation Support Specialist
14. Administrative Assistant (for smaller firms)
15. Human Resources Manager (in firms with HR overseeing operations)

These roles either handle the logistics of notarizations or are directly involved in ensuring smooth case management. Tailor your introduction slightly depending on who you're speaking with—some will focus more on operational benefits, while others will care about client satisfaction.

Outreach to Real Estate Co. Call Script

[Introduction]

Hi, this is [Your Name] from [Your Notary Agency Name]. Am I speaking with [Contact Name or 'the person who coordinates closings or manages document signings'?]

[Pause for acknowledgment]

Wonderful! I work with real estate professionals to make closings and notarizations effortless. Do you have a quick moment to chat?

[Establishing Need]

I know real estate transactions can get hectic—tight deadlines, last-minute changes, and clients with busy schedules. How does your team currently handle notarizations for your closings or client documents?

[Let them share their process. Actively listen for challenges, such as delays, scheduling conflicts, or errors.]

[Presenting the Solution]

*That makes sense! Here's how we can make things easier for you:

- We provide same-day mobile notary services, perfect for urgent closings or on-the-go clients.
- We're experts in real estate documents like loan packages, deeds, and refinancing paperwork.
- We offer flexible scheduling—including evenings and weekends—to accommodate your clients' busy lives.

We take the stress out of notarizations, so you can focus on closing deals without any hiccups.

[Social Proof]

For example, we've helped agents at [Reputable Real Estate Agency] and title companies like [Example Title Company] close deals faster. One of our clients shared how our quick turnaround helped save a deal that was on the brink of delay.

Outreach to Real Estate Co. Cont'd

[Soft Close]

I'd love to show you how we can support your business. Would you prefer a quick call next week to dive into details, or I can email you a quick breakdown of our services?

[Follow-Up Depending on Response]

If interested:

That's great! What day and time works best for you?

If hesitant:

No problem! I can send over a quick overview, and we can touch base when it's more convenient.

If not interested:

Totally understand. If you ever need a reliable notary partner in the future, feel free to reach out. Thanks for your time!

[Closing Statement]

Thanks again, [Contact Name]. I'm looking forward to helping make your closings seamless and stress-free. Have an amazing day!

Outreach to Real Estate Co. Tips

[Personalization Tips]

Before the call, research the prospect or their company. Mention specifics, like:

- “I noticed your firm specializes in luxury real estate—those transactions often require white-glove service, which we excel at providing.”
- “I saw that you’re handling a lot of closings in [City/Region]. We’re familiar with the area’s unique requirements and can provide reliable support.”

This kind of personalization shows you’ve done your homework and makes the conversation more engaging.

[Follow-Up Strategy]

Whether they say yes or no, a strong follow-up can keep you on their radar:

1. For Interested Prospects:

- Send a follow-up email immediately after the call with a recap of your discussion, your service highlights, and next steps.
- Include a short testimonial or case study to reinforce your credibility.

Example:

1. “Thanks for your time today! As discussed, we specialize in providing same-day notary services for real estate transactions like yours. Attached is a quick overview of our services and a testimonial from [Client Name/Title Company]. Let me know if [proposed meeting time] works for a deeper discussion.”
2. **For Hesitant Prospects:**
 - Share a piece of valuable content, like a quick guide to "Streamlining Real Estate Closings" or a checklist for notarization best practices.
 - Follow up a few days later to ask if they’ve had a chance to review.
3. **For Declined Prospects:**
 - Send a polite thank-you email to leave a positive impression, along with an invitation to connect in the future.

Example:

- “Thank you for taking the time to chat. If you ever need a reliable notary partner for your transactions, we’d love to help. Feel free to reach out anytime!”

Outreach to Real Estate Co. Tips

[Bonus: Use Social Media for Warm Introductions]

If you're cold calling, warm up the leads first by engaging with them on LinkedIn or other platforms:

- Comment on their posts about market trends or real estate wins.
- Send a connection request with a brief note: "Hi [Name], I admire your work in [City/Region] real estate. I'd love to connect and explore ways to make your closings easier and more efficient."

Then, when you call, they're more likely to recognize your name, making the conversation smoother.

Key Positions to Real Estate Co.

Here's a list of key positions and titles in the real estate market to target with your call script:

1. **Real Estate Agents** – They're the front line for closings and need smooth transactions.
2. **Brokers** – Especially managing or associate brokers who oversee agent operations.
3. **Transaction Coordinators** – They manage the paperwork and often deal with notarization logistics.
4. **Escrow Officers** – Key players in handling funds and finalizing documents in real estate transactions.
5. **Title Agents** – They handle the title process and often require notaries for closings.
6. **Real Estate Attorneys** – Especially those specializing in property law or closings.
7. **Loan Officers** – They facilitate mortgage processes and often connect with notaries for signing.
8. **Mortgage Brokers** – They're deeply involved in loan processing and often need notarized documents.
9. **Property Managers** – For lease agreements or property transactions requiring notarization.
10. **Closing Coordinators** – Dedicated roles in real estate teams or title companies focused on ensuring a seamless closing process.
11. **Notary Specialists in Title Companies** – Some title companies have designated individuals managing notarization but often outsource.
12. **Operations Managers** – In larger firms, they ensure the business side of things runs smoothly, including document processes.
13. **Realtor Office Administrators** – They handle logistics and often coordinate document management.
14. **Development Managers** – Involved in real estate development projects requiring notarized contracts.
15. **Real Estate Investment Firms** – Target asset managers or acquisition specialists handling high-volume deals.

These roles are directly involved in transactions or document handling and are your best bet for pushing your call script effectively.

Your Notary Business New Best Friend

Hey there, Notary Entrepreneur! 🤖

Let me introduce you to **Sabrina AI**, the game-changer you didn't know you needed. Imagine having a personal assistant that never sleeps, handles calls for you, schedules appointments, and frees up your time to focus on what you do best: running your business.

With **Sabrina AI**, you'll:


- ✓ **Never Miss a Call Again:** Sabrina answers your clients with professionalism 24/7.
- ✓ **Book Appointments on Autopilot:** No more back-and-forth scheduling headaches.
- ✓ **Focus on Growth:** Let Sabrina handle the admin while you scale your business.
- ✓ **Boost Your Professional Image:** Sabrina ensures every client interaction is seamless and polished.

We designed Sabrina AI with YOU in mind—because notaries deserve tools that work as hard as they do.

Why Book a Free Demo?

Because seeing is believing! In just a few minutes, we'll show you how Sabrina can transform the way you run your notary business. Whether you're tired of juggling everything or just ready to take things to the next level, this demo is your first step to a smoother, more profitable notary journey.

✨ **Your hustle deserves an upgrade. Book your free demo today!**

 Click the link to get started HeySabrina.AI.

Let Sabrina work for you, so you can work smarter, not harder. 🚀

Cheers to Your Success,

Tekk Amaku and Tiger Toledo
Founders of Sabrina AI