

BNI SCRIPT for
Monty Knight-Olds of
Willmakers of Maidstone Ltd

I am _____ and I am standing
in for Monty The Will Maker.

Monty's business is Willmakers of Maidstone
Ltd. He does exactly what it says on the tin.
He drafts Wills and he is based in Maidstone.

These are the trigger points that you help you
identify a referral - Hatch, Match, Despatch
and Thatch.

Hatch is a new child for the family.
Match is the union of a couple either by
marriage, living together or civil partnership.
Despatch can be death or more likely
nowadays separation prior to divorce.
Thatch should remind you of a thatched roof
on an expensive cottage and prompt you that
any couple with an expensive house need
Inheritance Tax planning.

So tell these folk:-

It's alright, it's okay
Listen to what I say
Before you meet your Maker
you should meet **Will Maker**