Referred by a colleague or friend script

Hi, [PROSPECT'S NAME]. My name is [YOUR NAME], from [COMPANY]. How are you?

Our mutual colleague, [COLLEAGUE'S NAME], and I have seen great results with our [SOLUTION]. We were discussing others who would benefit from using our [SOLUTION] and [COLLEAGUE'S NAME] mentioned you might.

I'm impressed by your company's [TRAIT/PROGRAM] and love the [THING(S)] you are doing. I'd love to show you a demo and break down how we've been able to help [COLLEAGUE'S NAME] generate so much ROI in such a short amount of time.

Do you have 20 minutes available on [DATE(S)]?