**SALES CALL PROMPTS (move from one phase to the next)**

**Start the call with Small talk: (never start with money or ask about budget)**

> What's new?   
> Time zone talk   
> Share something intimate about yourself to break the ice

**Draw out from your lead/prospect: (questions to consider asking)**

> So, tell me about {pain point}

>What’s wrong right now?

>What’s not working?

>What do you want/desire? – connect them with what is possible

> What happens if things don’t change?  
> Now, you told me x, does that mean that....   
> I remember from your message that you mentioned....   
> You mentioned you do x, tell me more about that...

**Mirror back what they said to you:**

> what I'm hearing in this is that you did x, and felt x  
> what's lacking/bothering you is ...

**Street cred: (share a testimonial from a previous client)**

> you're like my client x who experienced a similar xyz  
> you remind me of when I was helping x do x

**Permission:**

> Do you want to hear more about how I work with my clients?

**Pitch:**

> Based on what you've been telling me (repeat their pain points), I have x great options for you (present 2 different options - DON’T GIVE PRICE – a VIP higher priced option with all the bells and whistles and a lower priced program)

**List the options and ask:**

> Which one sounds like the right fit for you?

> Let's talk money? – now go through offers again and share prices – then BE QUIET. Let there be silence. Let them sit with it for a bit.

**After Silence:**

> what are you hearing?  
> what are you feeling?

> what’s coming up for you?  
> tell me about what's going on for you?

**Help them overcome objections**- objections are a good thing! It will help you grow your confidence muscle for other calls and prospects and will help you to practice

**Close: you want them to commit on the call**

> Great! So here's how we're going to set you up for success, go and grab your credit card, we’ll process your first payment today…..  
> Awesome! Let's talk about next steps   
> Ok, here's what's going to happen next..

**HOW YOU NEED TO SHOW UP:**

Powerful and confident

Come to your calls with a sense of humility. We never know someone’s life/or path. It might be that your prospect needs to go through the pain for another year before working with you. We can’t choose their path, only they can

Know your prices (practice saying them out loud over and over and over again example: *“It’s one payment of $3000 or 3 payments of $1000”)*

Be **completely detached** from the outcome. It’s not about YOU. It’s about serving them, loving on them (but still in a power position) and letting it go. **PRAY before your call** – “*Universe, please allow me to be completely detached from this call. Help me to serve my client as best as possible and if she is the right fit, we will move forward and work together, building a beautiful relationship. If not, I’m ok with it. I trust other women are coming forward to work with me and I am always supported and taken care of”*

Go for the jugular and make your offer. It’s doesn’t serve you or them if you don’t make an offer

You can’t pitch UNLESS there is a commitment. If you’re not feeling their commitment on the call – tell them. *“I’m not sure we should continue as I don’t feel a commitment from you or that you’re ready”*