

# High ticket offer sales script

Goal:

Deliver a ton of value by helping the prospective customer set their goals and figure out the best way to get there.

Then make an offer (if you think you can help them)

Question 1 (Define the goal):

If we were to have this conversation 3 years from now, what needs to have happened in both your professional and personal life for you to feel completely happy?

Question 2 (Define the plan):

What steps do you need to take in order to reach your goals?

Question 3 (Assess obstacles/transition to the offer):

What are the obstacles that could prevent you from reaching your goals ?

Close

If you feel you can help this person then make them an offer

(PS: Don't use this as an excuse to not make offers, it just means that if you feel that you can't help this person, don't make the offer)

Some advice:

Listen up and keep quiet. **Your** job is to listen. Be 100% focused on what the person is saying.

Take notes and write down their answers. Also note the expressions that carry a lot of emotions.

After each answer, repeat what they said then ask "Is it all?"

**Don't overthink:** make as many calls as you can and as many offers as you can.

You'll learn a lot in the process (and make sales), which is exactly what you want ;-)

Good luck and again, don't overthink

and just take MASSIVE ACTION

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