



## D.A.O METHOD **SCRIPT #1**

Hey and welcome to the Social Conversion D.A.O Method!

Inside this powerful training I am going to teach you how to get FREE TRAFFIC using your Facebook profile as a funnel while leveraging my D.A.O Method which stands for Direct Authority Outreach!

You should have already gone through the **7-Step D.A.O Blueprint** so you can understand the **FRAMEWORK** to book appointments and convert leads into high ticket sales!

This script has been designed and is proven to work to SELL 2 things:

- 1) **THE DISCOVERY CALL!**
- 2) **THE FREE RESULTS DRIVEN STRATEGY CALL!**

When you have booked them on full strategy call then you can sell your offer by following the **Million Dollar Sales Script** inside module #4 of C.A.A!

**IMPORTANT:** THIS MESSAGING SCRIPT IS A GUIDELINE!

**PLEASE EDIT THE SCRIPT & PERSONALISE IT FOR YOUR NICHE AND OFFER!**

**STEP 1 – Go to their Facebook profile, check out their BIO and where they live, and like / love their last 2-3 Facebook posts.**

If you want to improve conversions leave them a comment on one of their posts that inspires them or compliments them and tell them you have sent them a text / voice message in their FB messenger inbox!

**MESSAGE #1 - SEND FIRST DIRECT OUTREACH VIA TEXT OR VOICE RECORDING!**

*“Hey NAME... Great to connect with you. 😊*

*I just checked out your Facebook profile and see that you involved in the online business space and doing some AWESOME things! :)*

*What’s your backstory?*

*Looking forward to your reply & learning more about you & what you do.*

*Sam 😊*

**STEP 2 – Send 2<sup>ND</sup> direct outreach message to book them on a DISCOVERY CALL.**

*That’s AMAZING... Keep up the good work. 😊 I am from the UK... Been online for over 7 years.*

*Full of many ups, downs, lessons & insights!*

*Started off selling other experts products online, failed for the first 12 months, making zero dollars 😊 which sucked! Then got coaching and business took off.*

*I now run a business education company called Online Wealth Society + build done for you funnels and a custom marketing system to sell their high-ticket offer using automation!*

*My clients have done \$3.4M+ in sales in rapid time so it's been going well.*

*Are you free sometime this week for a quick 10 min call to connect further?*

*(NOT a sales call, just a friendly chat to learn more about you and what you do in more detail.) 😊*

**(BOOK THE LEAD ON A QUICK 10 – 15 MIN DISCOVERY CALL TO LEARN IF THEY NEED HELP!**

**USE THE MILLION DOLLAR SALES SCRIPT QUESTIONS – e.g. [STAGES 1-2!](#)**

**STAGE #1 – CONNECTION – SITUATION QUESTIONS Part 1 – QUICK RELATIONSHIP BUILDING!**

**STAGE #2 - DISCOVERY – SITUATION & PROBLEM QUESTIONS!**

**AFTER ASKING THEM THE SITUATION & PROBLEMS QUESTIONS YOU WILL HAVE A GOOD IDEA OF 2 THINGS**

**1. IF THEY HAVE A BIG PROBLEM AND NEED HELP SOLVING IT!**

## 2. IF THEY ARE SERIOUS ABOUT ACHIEVING THE END-RESULT YOUR OFFER CAN SOLVE!

WHEN YOU HAVE INFORMATION AROUND 1 & 2 AND THEY QUALIFY - BOOK THEM ON A FULL 30 MIN – 1 HOUR RESULTS DRIVEN STRATEGY CALL AND SELL YOUR OFFER BY FOLLOWING THE MILLION DOLLAR SALES SCRIPT INSIDE MODULE #4 OF C.A.A!

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### **MESSAGE #2** - EXAMPLE OF DIRECT AUTHORITY OUTREACH MESSAGE – LONG COPY TO SEND TO ALL LEADS THAT DID NOT REPLY TO 1<sup>ST</sup> MESSAGE

*“Hey ‘NAME’ did you get my message?”*

*I see that you are in the online business space and are doing some AWESOME things.*

*My area of expertise is helping coaches, consultants, high ticket marketers & service providers get more TRAFFIC, LEAD FLOW, QUALIFIED APPOINTMENTS, HIGH-TICKET CLIENTS and grow their profits to 6 & 7-Figures FAST with a custom built DONE FOR YOU Funnel + automated marketing system!*

*My clients have made \$3.4M+ in rapid time. You can click the link in my FB bio to see all of my client video TESTIMONIALS & RESULTS!*

*- My client Dwain made \$18,000+ in 9 days after working with me and scaled to \$100,000+ in 4 months.*

*- My student Timmy hit to \$95,270 in less than 6 months!*

*- My client Steve built 2X million-dollar businesses!*

*When are you free sometime this week for a quick 10 min call? 😊*”

**STEP 3 – Book them on a DISCOVERY CALL / STRATEGY CALL**

**MESSAGE #3**

*“Awesome ‘NAME’. 😊*

*What day are you free for a quick call this week?*

*And what time zone are you in?”*

*Looking forward to having a chat with you!*

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**Questions To Ask In The DM’s Instead of Doing The DISCOVERY CALL By Following The D.A.O METHOD Blueprint!**

**STEP # 1 - CONNECTION / RAPPORT**

*“What is it that you currently do online?”*

*“How long have you been working online?”*

*“What’s your backstory? Would be great to learn more about you and what you do?”*

**STEP 2 – AUTHORITY + CREDIBILITY**

## Quick Before & After Story Example:

*“Awesome story [NAME]*

*Just a quick backstory from me...*

*I've been online for over 7 years now. Full of many ups, downs, lessons & INSIGHTS!*

*Started off with selling other people's products online, failed for the first 12 months, making zero dollars 😞 which sucked! Then got coaching and business took off.*

*I now run a business education company called Online Wealth Society.Com + Done For You Funnels that helps business owners get more traffic, lead flow, qualified appointments and sell their offer using a proven automated client acquisition system!*

*My clients have done \$3.4M+ in sales in rapid time so it been going really well. Feel free to click the link in my FB bio and check out some of my clients video TESTIMONIALS & RESULTS!*

**IMPORTANT:** (90% of leads will go over to your FB profile and click the link in your BIO!

This website / page must do 2 things:

- 1) **Clearly define WHO you help (Your Perfect Client Avatar(s))**
- 2) **Share your CLIENTS RESULTS & VIDEO TESTIMONIALS Stack!**

You can see how I do this at this link here:

<https://www.onlinewealthsociety.com/>

**STEP #3 - FIGURE OUT THEIR VISION FOR THE FUTURE!**

*What's your VISION for the next 90 days with your business / life?*

**STEP 4 - FIGURE OUT THEIR BIG PROBLEM!**

*Where are you currently at in your business?*

*What's your biggest challenge that's stopping you from achieving your vision?*

**STEP 5 – POSITION 'RESULTS BASED' STRATEGY CALL AS THE 1<sup>st</sup> SOLUTION!**

**BOOK THEM ON A FREE 'RESULTS BASED' STRATEGY CALL (30 MINS – 1 HOUR)**

*So, 'NAME' you're looking to achieve [REPEAT THE VISION, THEY PREVIOUSLY TOLD YOU] & you're biggest challenge is [REPEAT THE BIGGEST CHALLENGE THEY PREVIOUSLY TOLD YOU], is that correct?*

*"Would you be open to hoping on a [ADD RESULTS DRIVEN STRATEGY CALL NAME. e.g. FREE CLIENT MAGNET + PROFIT BOOSTER strategy call] where I will walk you through my 7-Figure Growth Blueprint!?"*

*On the call I will walk you through how I can HELP you achieve [VISION / END RESULT) by overcoming [BIG PROBLEM / CHALLENGE!]*

*This is the same 5-Step Framework my clients have used to make \$3.4M+!*

*When are you free sometime this week for a call? :)*

**BOOK 30 MIN / 1 HOUR STRATEGY CALL OVER SOCIAL MEDIA OR BY SENDING YOUR CALENDLY LINK!**

**Use Facebook Call App or Zoom.com**

**Follow Million Dollar Sales Script Inside Module #4 of C.A.A To Convert Lead / Prospect Into a High-Ticket Client Sale!**