



## D.A.O METHOD **SCRIPT #2**

This script will help you **convert prospects** that you've done a full 30 min – 1 hour strategy call with but the lead / prospect didn't buy on the first call.

ONLY use this if they are a good fit to work with you and have said they are 7 or above out of 10 in terms of getting started with your offer...

You have to gauge IF they are ready to buy but need a push over the line by following up with them to **CONVERT** them into a sale.

**IMPORTANT:** This is a **FRAMEWORK** for you to follow by using **REAL URGENCY & SCARCITY!**

Edit the script and personalise it for your **OFFER + NICHE!**

**EXAMPLE OF MESSAGES I SEND TO PROSPECTS THAT BOOKED A CALL BUT DID NOT BUY TO CONVERT THEM AFTER THE CALL HAS FINISHED!**

### **MESSAGE #1**

*"Hey 'NAME'*

great to have a chat with you. 😊

Hope you got some value from your *FREE* strategy call!

Here is the link again to my **[ADD OFFER NAME]** coaching program.

Read through the page *IN FULL* and watch *ALL* videos of student testimonials and results so you can fully understand the *POWER* what you are getting if you decide to get started working 1:1 with me!

**>>>> ADD OFFER LINK VSL / SALES PAGE <<<<**

**IF THEY AGREED TO DO A FOLLOW UP CALL WITH YOU ON THE 1<sup>ST</sup> CALL SEND THIS!**

*You are scheduled in for a follow up call up at [ADD TIME & DATE] where we will put a detailed business growth plan in place so you can [ADD DESIRED END RESULT] + I will answer any questions you may have! 😊*

*Speak to you on [ADD TIME & DATE]*

**SEND THE FOLLOWING MESSAGES TO PROSPECTS THAT ARE ON THE FENCE TO BUYING TO GIVE THEM THAT EXTRA NUDGE BY GETTING THEM TO TAKE ACTION USING...**

**REAL URGENCY & SCARCITY!**

**MESSAGE #2 – GET THEIR ATTENTION IN THE DM's IF THEY DON'T REPLY!!**

*“Hey ‘NAME’ Are you there?” 😊*

**AFTER THIS MESSAGE I SEND MESSAGE #3 AND MESSAGE #4 VIA A  
PERSONALISED VIDEO MESSAGE OR VOICE MESSAGE FROM MY  
IPHONE!**

**(VIDEO MESSAGE WORKS BEST!)**

**MESSAGE #3 – TIMES RUNNING OUT – CALL TO ACTION #1**

**(Video / Voice Message)**

*Just letting you know the SPECIAL DISCOUNT OFFER for [OFFER NAME]  
coaching program where you will get access to EVERYTHING you need to  
GROW your business within the next 90 days is going away soon!*

*After that it goes back up to the general public price of \$15,000!*

*All you need is 1-2 high-ticket sales which is easily possible with what we teach  
inside and it completely pays for the entire coaching program!*

*Then the rest is 100% PROFITS for years to come, where you and your family  
can live a life of more FREEDOM while your online business creates RESULTS  
& IMPACT for your clients.*

*I'll be working directly with you to guide, coach, support & keep you  
accountable + answer any questions you may have as we go through the  
program together!*

**[FOCUS IN ON THE BIG PROBLEM AND SPECIFIC END-RESULT THEY TOLD YOU  
PREVIOUSLY ON THE STRATEGY CALL]**

*The goal is to get your [BIG PROBLEM] solved as FAST as possible so you can get [END-RESULT] without wasting 3-5 years trying to figure everything out on your own!*

**SEND OFFER LINK MESSAGE AS A SEPARATE DM**

*Click The Link Below – Watch The Video & Read The Page In Full >>>*

**>>> ADD OFFER LINK VSL / SALES PAGE <<<<**

*Shoot me a DM back after if you're interested and want me to answer any questions you may have! 😊*

**MESSAGE #4 – LAST CHANCE OR MISS OUT!**

**(Video / Voice Message)**

*Hey 'NAME' hope you are well?*

*This is the last message I will send you about [OFFER NAME]*

*In 12 hours this offer is going away and you will have to pay \$15,000 if you want to get started in the future! This is NOT fake scarcity!*

*So, this is your LAST CHANCE to get access if you want some personal help SCALING your business / offer while working in your zone of genius and helping your family live a life of more TIME, LOCATION & FINANCIAL FREEDOM by leveraging a proven DONE FOR YOU client acquisition system!*

*You will get access to EVERYTHING you need to GROW your PROFITS within the next 90 days while working directly with me!*

**TOTAL OFFER VALUE = \$\$\$**

*I am letting the next 3 people that I've done a strategy call with inside for a \$\$\$\$ deposit and then you just pay the rest off with the profits we help you make.*

*How does that sound?*

*If after the 90 days coaching, you're not hitting your profit goal I will continue to work with you until you are, so your **SUCCESS IS GUARANTEED** if you are willing to follow along with my personal help, guidance & support!*

*After 12 hours the program goes back up to general public price of \$15,000 and you will **MISS OUT** on an opportunity of a lifetime to scale your business!*

*If you're interested let me know **ASAP** as these spots will 100% be gone as I have X amount of other people very close to getting started!*

**(Only say this if you actually have other prospects interested)**

**SEND OFFER LINK MESSAGE AS A SEPARATE DM**

*CLICK THE LINK BELOW TO LEARN MORE >>*

**>>>> ADD OFFER LINK VSL / SALES PAGE <<<<**

*Shoot me a quick message back if you're interested?*

*If not... no big deal and have a great day! 😊*

**MESSAGE #5 – YOU MISSED OUT + HAMMER THEM WITH FREE STRATEGICAL CONTENT / VALUE!**

**(Send As a Written Direct Message After The Cut Off Point!)**

*“Hey ‘NAME’ ... at the end of this message is FREE access to a bunch of video trainings & PDF’s to help you with [ADD BIG PROBLEMS] so you can get [ADD DESIRED END-RESULT]*

*Unfortunately, you missed out on the SPECIAL DISCOUNT for the [ADD OFFER NAME] coaching program.*

*It’s now closed down and gone back to its general public price of \$15,000!*

*However, let’s keep in touch for the future and keep me updated on your progress.*

*In the meantime...*

*...here is 100% FREE access to a special private link where you can access my FREE TRAINING!*

*TOTAL VALUE = \$\$\$\$*

*Hope it helps you on your online business journey.*

*Click this link below to access!*

*Watch ALL videos in full as it will definitely help you!*

**>>>> ADD FREE TRAINING ACCESS LINK <<<<**

*Appreciate you & keep in touch!*

*[Your 'NAME'] 😊*

**Here is an example of my FREE training link to get some ideas:**

<https://www.onlinewealthsociety.com/924da896>

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