

## High ticket sales (leads to booking a call)

1. Getting leads (at the end of the video put a CTA for people to reach out to you or post CTA stories)
2. Converting leads into clients
3. Quality response on the messages you get, don't be needy, you have to turn the tables and make it sound like they need you („let me ask you some questions to see if you even qualify“)
  - Hop on a call, better than dms
  - Stay calm and dominant
  - If they ask the price upfront don't tell them, first build authority, then say the price
  - Ask what they do, are they working at some kind of job – you have to see if they got some budget or income
  - After that, you tell them are they aware that this is not a free program or service, so they would have to invest some money in you to get something in return
4. Ask if they are committed enough so the money that they invested is not going to waste
5. After the response you are going to ask them if they are free and willing to book a call with you so you can make a deal with them