

Hello ____ ?

This is _____ from the Real Sales Academy.....The reason for my call is my CEO Jacob May noticed you downloaded the high ticket sales toolkit and wanted to make sure you got access, did you receive it?

Okay perfect and he also wants to ensure success and get to know our client base

So let me ask you

- What had you interested in high ticket sales?
- Awesome, how much money do you want to make this year?
- How much money do you make currently?
- And let me ask you... why is it important that we work on (sales) to help you hit __\$\$__?
- How does learning sales help you get closer to that?
- How does RSA help you achieve (Goals)?

So now I know what you're thinking... who is this guy and what is he trying to sell me.

All I'm proposing is a quick 15-20 minute zoom call with my enrollment director where we are going to show you exactly how you can make 250k+/year by answering questions for other companies. The only thing you need is the training and the connections and we'll supply both of those...

All of this is great and all but If we could even help you get a little bit closer to **(X GOAL)** would this be worth checking out?

Awesome. So I now want to make it clear we are looking at an investment into your education to help you better your future and hit your goals. So I want to make sure we're on the same page, how much money do you have set aside to invest into your education at this moment?

Perfect and if you didn't see the value we would NOT expect you to move forward. We want this to be a win win situation. so what time works best later today or tomorrow? AM or PM?

Okay great I look forward to seeing you tomorrow at 6pm EST. Now would there be anyone that you'd want to see this before moving forward? (if yes get them on the call)

Okay, perfect.

Now, Jacob always asks us to make sure everyone does the homework before the Enrollment Interview.

Now don't worry, it's nothing crazy. We just have 3 quick 5 minute videos for you to watch and take notes on, write your goals down and then clear your calendar for the call coming up soon.

Do you think you can get that done before the call on **(LIST DATE AND TIME)**?

Okay perfect I'll email it over shortly...

Would there be any reason besides a zombie apocalypse we don't connect?

And why would you give us the 30 minutes?

What problem would that solve for you?

How would that make you feel if we could fix that for you?

Ok got it so just to be sure you are not nice guying me will you actually show up?

Okay perfect I'll get my recommendation letter to my enrollment director.

END CALL