

Welcome To The Zoom!

Super Excited to have you here! My name is _____ im one of the enrollment directors here for the Real Sales Academy. How are you doing today? (quick rapport build)

Awesome! Now the first thing I want to do is put you at ease..

Because I know you're hopping on here like "Who is this guy. What are they trying to sell me. And all that good stuff" Right?? (get buy in)

Exactly So I just want to put you at ease and let you know how the call is going to be set up. And were scheduled for 30 minutes but it should take WAYYY less than that.

The call will be broken up into 3 Parts.

The first is I want to tell you a bit more about the Real Sales Academy and what we do

Then i want to kick it over to you, get to know you to make sure this would be a good fit for the both of us, and then assuming that all works out

We'd then move into the 3rd part of the call where I'll go over pricing, packages, terms, whats all included and answer every single one of your questions so that you can have all the information in the world to make an educated decision weather that is "yes you want to do it" or "No it's not a good fit" as long as we get there it was a successful call in my book... Sounds good?

Okay sweet so before we jump into anything... Did you complete the homework?

Okay perfect what were some of your take aways?

Amazing...

So Full transparency our goal is to help you land a 6 figure sales role within 14 days and then have you make your money back within the first 30. This is why we are so selective. We consider ourselves and academy, an institution... not some guru looking for people who have a credit card and a pulse.

We actually decline about 65% of all people that apply simply because we don't think it's a good fit for us. The last thing we want to do is promise people millions and get a bad rep like most gurus, we want to give you actual data...legitimate case studies, stats and records that show it works. And 1 bad apple will ruin the entire bunch and kill the high octane culture... Make sense?

But with all that being said I want to kick it over to you

So 1st i want to ask... Why are we here... Why did you apply, go through all these calls and homework assignments to be on this call?

(Pull up the deck while they answer)

Okay interesting.. Can you see my screen?
(slide 1 & 2)

Perfect, so the next question I want to ask you is about the business model. I want to make sure you completely understand what is we're talking about So i'm going to ask you... "What is high ticket sales?"

(if the answer sucks explain it, Sell products at high prices to get big commissions, 100 products get 10 bucks, 100k products get 10,000... but it takes the same amount of time)

Next I want to go over big goals and dreams. Here at the Real Sales Academy we are looking for people that have big goals, a big why and a big purpose... Can you talk to me for a little bit about yours?

Let them spill. If they don't Make them

And now what do you feel like you need in order to master sales and hit your goals and dreams? Some examples of this would be of course mentoring, a network, a job offer or a roadmap something in that ballpark.

LIST THESE OUT YOU'LL USE THEM IN THE PRESENTATION

And for the last question I want to talk about effort require....

Are you actually willing to put the time, money and energy necessary to create the life of your dreams? (get answer)

Because alot of people say that they do but why should we believe you?

What sets you apart from everyone else... Why are you going to work harder?

List out everything they say and dig, dig, dig you will use this in the demo

Now without further or do.... Can I give you some feedback on everything discussed?

With full complete utter transparency because thats what we believe in here... I think you would be a great fit. This is because **(GAS THEM THE FUCK UP)**

So without further or do are you ready to see the academy and whats inside?

Okay sweet

So this is the Real Sales Academy Mentorship program!

As you can see right here in the big green numbers the total tuition cost is going to be \$11,997, and over here on the left we have a bunch of different payment options to choose from for whatever fits you the best, and then also i want to show you the executive which is literally half the cost with a bunch more payment options and my reason to show you this is to let you know we have tons of options, price points and ways that we can tailor this Academy to you. But im going to switch back to the premier slide because it has everything on it.

Now i wouldn't expect you to justify \$11,997 or even 11 dollars and 97 cents until you saw the value so just try and make sense of these numbers as I go through the presentation... sound good?

So the Real Sales Academy is the #1 Sales training & placement company on planet earth. What sets us apart is our custom tailored approach to training (that we'll go over here in a second) and that the CEO is apart of the program coaching, guiding and making sure you hone in the sales skill so that we can place you with a company and help you hit your goals and dreams...

You're going to be learning Sales from a guy who started at 18 as a broke high school student. No knowledge. No money. No hand out. And got mentored by Grant Cardone... Do you know who that is?

And in 21 months sold over 7.3 million dollars for him and Grant was flying him around the country at 19 years old to go build, open up and run his sales teams.

And Jacob bought himself Financial Freedom in just 21 months of work in sales...

Imagine you're able to tap into that. Imagine in 21 Months you can.... *List out the dreams...*

All of that is possible. And that is what we are here to do. Is hold your hand and take you to the promise land.

What do you like about that?.....

Do you feel like if you had that type of guidance and mentorship you would be able to make the money you want to make?..... Why?

Now still even after that I wouldn't expect you to justify the money or time....

But now that we've gone over price I want to show you the program from the birds eye view before we get into all the nitty gritty details of how

(Slide 4 Our Goal Slide)

So Now I can sit here and go on and on about the packages, But i want to show you our goal and process for you here at the Real Sales Academy

So its going to be a 4 step process where first is the assessment. The assessment is meant to map out point A your current situation and Point B where you want to be.

Which is going to allow us to build you a custom road map and a custom tailored training fit. Imagine if you had a custom road map to get from where you are to x goals.. Would that help? How? Is that what you need?

But all to that to allow us to help you build the skills that you want so you can have the placement that you desire....

Now what do you like about what you just saw? (hard trial closing)

(Now Pick The package You're Selling)

Pitches

(You have to make the big claims, this is just the explain)

(Feel Free to use analogies)

Day 1-14 Bootcamp

The Day 1-14 Bootcamp is an interactive training program designed to equip you with the tools to where you can start closing deals in just 2 weeks. Because we want you to be more than profitable as fast as possible.

You've probably watched a ton of youtube videos on how to be successful right? But forgot 95% of it. And its not because of you its because of the training...

Our training is different Day 1 we teach you a skill and then you practice it

Day 2 we teach you a another skill and then you practice it

Because practice is the mother of all skill

This has a completely different feel than anything else you've seen. Because these are the essential frameworks of how to go through a call, handle objections and make your clients see the value in what you have to offer

So at the end of 14 days you have all the tools that you'll need and you'll have them perfected so you can again start making money in 2 weeks and create the life of your dreams... and live the life you see every night before you go to sleep

Now after completion of this you'll enter the portal

The placement portal is very simple. You pass the day 1-14 Bootcamp exam, and then you take your test to prove competency. After than you'll be exposed to all the job offers that we have to display.

We place people in all different industries and all different positions. It really determines what you're looking for and skill level.

So to boil it down I want you to imagine that we're going to take you, teach you how to use a toolbelt and then place you on a construction site. It's literally that simple.

What do you like about that?

Now I want you to imagine that you're goal of making X per Month is literally 14 days away. Would you actually be willing to go hard, train and practice so that you can achieve it?

Why?

Okay perfect so I have to ask have you seen or heard enough to make a decision?

IF YES CLOSE

IF NO FOLLOW

No worries thanks for allowing me to continue the presentation. Now I do want to ask on a scale from 1 to 10 how confident are you that something like this would work for you

SEARCH FOR OBJECTIONS & SOLVE WITH PRESENTATION

Real Sales Academy Course

Now after seeing the day 1-14 Bootcamp and going over placement now you have the Real Sales Academy Course.

The real sales academy course it's what's going to take your income from 10k a month to 30k a month. This is where we take all the tools you just learned and teach you how to weave them together.

Because at the end of the day you know like I know that the challenge truly starts after the 14 days and after you land a sales job. Because now it's not about learning the basics of sales but mastering the game.

And that's what you're gonna learn here... does that make sense?

Okay perfect. Because we want you to have never ending sales training. Because let's be real, the better you get at sales the more money you can make.

If you become the person who has a skillset to make 50k/month you will make 50k/month

And with what I've showed you to this point do you think you'd get closer or further away from your goals and dreams?

Why?

And so on a scale from 1-10 how do you feel about what we've talked about so far

1 being you want to murder me and send Jacob to jail

10 being you're ready to get started

If answer is good move to close

If bad Look John Jacob teaches us people believe what they see not what they hear so check this out (PLAY RSA VIDEO)

6x Per week coaching calls

Now for the most value packed part of this package...

The 6x per week coaching calls. Literally every day, 6 times a week, you are going to be hopping on a call with Jacob and our team. Getting trained, coached and mentored. Getting to ask specific questions and get the exact answers on how to hone in your skill and create the life of your dreams...

We have roleplay calls...
Appointment setting trainings....
Closing trainings....

And even just Q&A calls so that you can get all the knowledge and support that you could ever desire. Because our goal here isn't to just teach you sales. It's to make you money. Because when you make money and you turn into a success story that's when we win.

So I want you to imagine you're able to get coached, critiqued and trained in live time on a zoom call 6 times per week

How do you think having this level of support will help you achieve success?

Why?

This is like having a personal trainer right next to you holding your hand to ensure your success in this field

And do you think if you had this with everything else that I talked about that you would be able to make the money that you want to make?

Agree

And why is that?

Exactly... This is a no brainer... So I gotta ask... Have you seen or heard enough to make a decision?

Multi 6 Figure Job Placement

In this package we will literally guarantee that we will place you on an offer that has the earning potential of multi 6 figures.

What this means is we are going to place you on offers where the sales reps around you in the exact same position are making anywhere from 20k-60k a month.

Now obviously we'd be liars if I said buy this and make 500k a year. That's just not true. It's going to take work effort and energy but if you already got to this point on the call I'm sure that you'd be able to do it.

And like I said earlier this part is simple. Go through the training and get your skill level up to pass our tests. Once that is completed you'll enter the placement portal.

Now the placement portal is your best friend because we LITERALLY GUARANTEE THIS. And honestly this is a life saver.

Because your other option is to search linked in and indeed and be applicant number 500 and hope that your resume sticks out enough to maybe get a call.

When in reality it probably won't or at least it won't on a timeframe that matters because it'll take these companies years to actually get back to you.

So if you want a remote, 6 figure sales role. This is the place

Any questions on this?

Okay sweet so let me ask you how can you justify investing X AMOUNT into sales training and landing a sales gig like this?

Okay for sure and can you actually see yourself being capable of making multi 6 figures?

Why?

And do you think with this process and what I'm telling you that you'll actually be able to do it?

Why?

Awesome. So are you ready to get this process started?

ALL DEALS SHOULD CLOSE BY THIS. IF THEY ARENT SOLD THEY ARE ACTUALLY RETARDED

Closer Academy Course

The Closer Academy includes everything we just talked about + the #1 closing course on planet earth you have literally never seen of anything this deep.

Its a 4 module course

1. Understanding the close and all the rules that come with it
 1. Understanding objections and what creates them so you can handle them
 2. The closing process because there is a step by step process you need to use on every deal to get double the profit in half the time

But all of this so you can close deals and create the life of your dreams because closing represents 100% of your income so I went above and beyond

AND INCLUDED REAL CLOSING MATERIAL YOU CAN USE

(Screen share closer academy docs Module 4 logic and tell them they can read the highlighted content verbatim when hit with an objection)

So does all this make sense?

And how can you see this helping your success?

Would you actually use it?

Tax Prep Course

Now after your making 50k+ per month and your tax bill goes to the moon we got you covered

The tax prep course is your perfect tool to keep your hard earned money from the governments hands.

Without this you might as well cut your sales numbers in half. So not only do we raise your income... we protect it.

Because our promise is to make sure you're successful. But only if you're ready.

So are you ready to make the leap of faith?

