

Selling Like A Boss Phone Script

Hey **NAME**,

It's (**Your Name**) calling from The Gorilla Pit for the Cover Model Program you entered on Facebook.

(Wait for response)

How are you mate?

(Wait for response, build rapport based on reply)

Awesome!

We'll I just wanted to give you a quick call today because I've been reading through your application form and I wanted to get a little more info and expand on why you want to part of the program and hopefully be able to offer you a position and help you out.

- Cool, so first off why did you enter your details in the form, what do you want to achieve and why do you need this?
- Where's your training at the moment?
- Ok, awesome bud. Let's talk about nutrition...where are you at right now?
- Do you eat out or have take-away? How many times a week? *(Work out \$ spent per week)*
- Tell me 3 things that are a 100% must for you and your physique? 3 things that need to change right now?
- And how long have you been thinking about this for, taking things to the next level?
- So why do something about it now?
- Have you told people close to you about this change that you want to make happen, like a partner or family? Do they support you?
- Can you identify any roadblocks or barriers that might stop you from achieving these outcomes while on the program?
- This might sound like a simple question, but I want to ask what are you willing to do to make your goal become real. How committed are you?
- Last question, What do you think the gap is between right now and getting it to that targeted result? Is it nutrition knowledge, training education, accountability or a combination? *(Elaborate)*

Ok, I think your answers are great, I think your reasoning for wanting to do this is very strong. So you've told me what you want to achieve, which is awesome now let me tell you how we're going to get you those results, guaranteed.

(Run through description and benefits of the Program using the keynote presentation. Make the presentation as personal as possible to the clients goal/end result)

The Close:

The last thing that we do is offer our our no BS risk free results guarantee, which is simple. Follow the program, implement what we tell you and you'll get those results. If not will give you back 100% of your cash back!

How's all that sounding?

(Wait for response)

So that's the complete program mate, do you think that by having access to this program, combined with elite coaching that you'll achieve that result your after. Yeah I agree, 100% you will.

(Wait for response. May ask price question)

Awesome so the investment to get those results following our program and with our coaching is \$67.00 per week.

If your still serious and want to take this opportunity let's secure your place and get started. All I need today is a deposit for the first week of \$67.00 and that confirms your in the program.

(Wait for as long as it takes for him to respond...don't reply or break silence)

Awesome, so all I need is a few personal details and payment info from you to set you up and get started.

(Make sure you have full name, email and phone number)

Credit /Debit Card #:

EXP Date:

Full Name as it appears on the Card:

Drivers License #:

This is just a security protocol from our eDebit company to make sure where not just throwing names and numbers together. Basically protects both you and I from fraud.

So from here **(Name)** you'll be debited \$67.00 this Thursday as a deposit and to secure your place for the program.

Once that has been actioned you'll receive an introduction email from us with your membership site log in details so you can get started watching the training programs and start reading over the content and material on the site.

Also in that email we will give you some small tasks to complete to ensure you get the most out of your program and we can start creating your personalised nutrition plan to really laser target those results.

In regards to payment plan your weekly debit of \$67.00 will be debited form your credit card on Thursdays for the duration of the program.

Did you have any other questions?

(Wait for response, answer questions)

Great **(Name)**, welcome to The Gorilla Pit team.

Look out for the introduction email and if you have any questions or problems don't hesitate to ask them.

(Wait for response, answer questions)

Talk soon (**Name**). Bye.