

## Closer Script

for Online Service Providers With High-Ticket Offers

Provided by: **The Professional Connection** Marketing and Sales Facebook Group

**Values:** Be a listener Be curious Be empathetic Be a FIGHTER

What's your situation/story?

- What are your pains? Hell, discomfort, etc.
- What are your dreams? Heaven, goal, etc.
- Have you had support before? How was that?

Take your time here. Ask for clarity. Empathize. Agree. Thank them for sharing.

How important is it that (pain) is resolved?

How much longer do you wish to continue like this?

**If I happen** to have a solution which,

- Solves the problem of (be detailed and repeat their pain)
- Directs you toward (be detailed and repeat their dream)
- Without (touch a pain point like "having to radically alter the diet," etc.)

*What would that be worth to you?*

Great, because WE HAVE helped many other people like you who...

- Pain
- Dream
- And they didn't have to (pain point- neglect their family, quit their job, etc.)

And I'm confident that we can do that for you as well... Here's the problem...

OUR SOLUTIONS ARE NOT for everybody... Heck, they're probably not for most people...

- VALUE 1 HUNGRY
- VALUE 2 READY
- VALUE 3 DONE WITH THE BS

**We can NOT** help somebody who doesn't meet our values, and we will not ask for their money...

**Be honest** with me, do you feel like you meet the criteria?

Listen, if you feel comfortable with it, I'm happy to show you some options.

**We WILL** get you results *if you're serious*... But I need to know...

**Is there any reason NOT** to get started right away if we find an absolutely great offer for you?

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**Need help closing deals?**

1:1 coaching might be best. [Apply here](#). It's possible that the **Online Closer's Course** is available at the time you're reading this, but as this is written, it is in development.