



**KILLER Script to Convert Leads that "Don't have the Money" which is the #1 Objection you will Get!**  
**\* I've tested this Close Over Thousands of Sales Calls so it Works Like Crazy!**

Every time I get a lead who "can't afford it right now" I use this process on the phone or on Messenger and it's converting like a mofo:

RIGHT after I tell people about the program (right before the price) I ask these 3 questions. They have helped my close rate:

1. Do you have any other questions in regards to how I deliver the coaching? (what do you need more clarity on)
2. What do you find most valuable about my coaching process?
3. (Right before you announce the price, you want to get them to sell themselves to YOU)  
Ok based on EVERYTHING we discussed, what do you feel is the benefit of hiring ME as your coach to accomplish your goals?

(xxx whatever their major goals are remind them in their own words)

After they sell themselves as to the benefits of hiring you, you say ok what's next?

At that point they asked all of their questions, got clarity about every part of your program, told you what they found valuable,

and also sold themselves why you would be the coach for them.  
The only thing left is PRICE.

So now they expect a price and wont hang up on you,

I always mention 3 prices.

My elite coaching program is 5,000.  
wait, let them say ok.

But, its NOT a good fit for you.

What I recommend is my Flagship transformation which is EVERYTHING we discussed on this call the TUITION for this coaching program is \$ 2,000.  
wait, let them say ok.

But what I offer for people who decide quickly is my ACTION taker discount which is ONLY 2 payments of \$497.

Wait, and let them say ok.

If yes, take those card digits and celebrate!

## Let's say they "cant afford it?"

## Ask: Is it the Price or the Program?

### **Transition into this script:**

*I understand you don't have the financial means to invest, but if there was a way to take care of your Finances, do you still want to do the coaching?*

*(They Typically say yes, if I had the money I would work with you...)*

### **Response 1.**

*Great, we also offer interest-free financing to fund your coaching.*

*I'm able to get you the money for the coaching in the next few minutes, you can work with me to get RESULTS and then pay the loan back, WITHOUT any interest charges.... (Essentially a free loan)*

*Would that work for you?*

**Response 2:**

*Cool, I accept PayPal credit which is a zero interest financing option. It will give you the funds to pay me for coaching , you get 6 months to pay the money owed without any interest.*

*This way you can start coaching NOW and accomplish your xxxx goals.*

Here is the paypal credit application: (message it to them)

<https://creditapply.paypal.com/apply?guid=9I4VCP0C>

If I'm on the phone, I will tell them to go to:

**Onlinesupercoach.com/credit (Feel free to use this link if you want, it takes them directly to the application page)**

**After you send, stay on the phone say this:**

*Let me know when you get approved?*

Once they are approved for the amount, whether it's \$1000, \$5000 or even \$10,000.

Tell them to send the funds to your Paypal email. The money goes right into your BANK Account and from that point on, they work with Paypal to pay the loan back.  
AKA you are not responsible to Collect it. (The finances are between them at this point)

\*\*\*\*\*

**Option 2: If they have bad credit, here is a low interest loan option:**

Kabbage.com

**Option 3: If they don't want to get a loan.**

*Totally understand that you don't want to use these options, what I can do for you is allow you to leave a \$100 REFUNDABLE Deposit, when you do this, I will then save a spot for you in my program at this special price for the next 30 days.*

*This way you can work on getting the funds to start our Coaching. If at ANY point you can't get the funds or if you decide NOT to move forward, I will REFUND your DEPOSIT No Questions asked!*

*I'm not here to keep your deposit money, I just REALLY want to work with you and came up with this option so we can still work together!*

*Cool with you?*

\*I literally use this script on my sales calls, and go through each option WHILE I'm on the Phone with them.

**The Refundable Deposit Option Alone allowed me to Create Hundreds of Thousands of Dollars in Income that I would have Lost in the past.**

Once they Paypal you the \$100 deposit, assume that they are a new client. Congratulate Them and send them a Questionnaire/Intake Form.

After they Fill it out and Send it back to you, send this:

*Awesome, I will look over your questionnaire in Detail. When did you want to start our coaching?*

**\*It's crazy because after I ask that question and have their filled out questionnaire, 80% of people find a way to pay for the Balance and Start My coaching! 😊**

\*\*\*\*\*

Feel free to read this script on your next sales call, it will Allow you to Save the Sale and help them Overcome the "I can't afford it" Objection.

The key thing is to show them that you care and that you are willing to do whatever it takes to help them find the money so you can **TRANSFORM Their Life!** 😊

[OnlineSupercoach.com](http://OnlineSupercoach.com) @ All rights Reserved