

20+ SECRETS



**BECOME A
HIGH TICKET
CLOSER**

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20 Secrets of High Ticket Client Closing

I'm only giving this to you TODAY because I know how committed you are. Do you ever feel like swimming in a sea of improper sales techniques and shaky fundamentals? It's frustrating, isn't it? You're in the right place because we're about to end that nonsense!

So this is my gift to you.

Over the past four years, I've assisted countless coaches, consultants, service providers, and entrepreneurs in mastering the art of closing high-ticket sales. The same strategies propelled my clients to 7 and even 8-figure results. Keep reading if you're hungry to learn how to close deals and make the big bucks.

The tactics revealed in this eBook took me more than 5+ years to refine and have already enabled thousands of individuals worldwide to close millions of dollars in high-ticket sales. I'm here for your next success story. So, let's dive right in. Not many people have had access to these exact 20 secrets. These simple Secrets enabled me to close over 7-figures in high-ticket deals.

So Let's start:

Secret 1: Engaging the Prospect

You: "Hey, is this { Client Name }?"

Q1: "{Client Name}, how's your week going?"

Q2: "Where are you from?"

Q3: "How's the weather?" "Awesome, if you're ready to go, we can proceed and get started?"

Secret 2: Setting the Agenda

"Your aim when setting the agenda is to establish control over the conversation".

You: "Let me explain quickly how today's call will go. I will start by asking you some questions about your business and application, which I have here. If it sounds like I can help and if it sounds like we're a good fit, I'll explain what we have and how it works. Then, if it makes sense at the end, you can decide whether you want to be a part of it." ("Okay" or "awesome," then move forward.)

Secret 3: Understanding Their Motivation

You : "Awesome... So { Client Name }, tell me what motivated you to take the time out of your day and schedule a call with us?"

Q1 : "What do you mean by that?"

Q2 : "Tell me more about that."

Q3 : "How long have you been dealing with this?"

Secret 4: Understanding Their Business

You : "What are you selling?"

Q1 "How are you pricing that?"

Q2 "Who is your ideal customer?"

Q3 "What problem are people facing in their business or personal life that motivates them to buy from you?"

Secret 5: Examining Their Pain Points

You: "Do you have a process to get customers at will?"

Q1 "What is the typical sales process from a stranger to a paying client with you?"

Q2 "Are you comfortable relying on this operating style for your business?"

Q3 "How much money are you making monthly with this business?"

Secret 6: Identifying Their Goals

You: "Okay, great. Where do you want to take this business in the next 12 months?"

("What motivates you to reach Rs XX/mo? What will that do for you?"

("How would achieving Rs XX/mo impact other areas of your life?"

Secret 7: Addressing Challenges

You: "Okay, { Client Name }, you're making RsX/mo and want to get to RsX/mo."

Q1: "What's stopping you from achieving that?" ("What's holding you back from achieving XYZ, which is what you said you wanted?" ("Awesome... so you're making 1 lakh/mo. Why not stay where you are?"

Q2: ("Okay, is not having this affecting any other areas of your life?" ("Okay, and when do you want to fix this?"

Q3: ("How would things be different for your business if you reached RSXX/mo?" ("Would reaching RSXX impact other areas of your life?"

Secret 8: Acknowledge the Gap

You: "Okay, { Client Name }, well, I can help with that. Would you like me to tell you about what I do?"

Secret 9: The Close

You: "Our area of expertise is helping service providers, coaches, and consultants (use whichever is relevant) get clients coming to them at will and on demand. We typically work with people who need more clients, more dependable income, and more control over the money they make and the time they work. I help them automate their client acquisition and deliver great products and services while working less time."

Secret 10: State Your Offer

Client Statement : ("How does it work?")

You: "We take clients for about 2 months, and we take them through our 4-pillar client acquisition system, called the { Unique Name } Workshop like Clientkit Workshop ... It's broken up very simply and step by step, and we build this all with you: your High Ticket Package, your Feeder Funnel, How To Sell your package on the phone, and using Paid Traffic to get leads and clients on demand from your system. So the focus is getting you to have mastery at selling one thing, then build the system around that to get you consistent, steady leads and clients, and you should have leads and applications coming in the door within 15 - 20 days if you follow the system."

Secret 11: Addressing Objections on Price

(ONLY WHEN CLIENT ASK FOR THE PRICE)

You: "Well, the investment for the workshop and everything you've told me today you really want to fix - is just XX amount per month, or Rs XX (XX savings) if you sign up today. Because I find that fast action takers see more results, and the more results my clients have, the more I can grow this program."

(SILENCE - do not cave in. You must remain silent.)

Look for one of the following:

- "What's the next step?"
- "Okay, well, what's next?"
- "Okay, how do we get started?"

You: "Okay, let's do it!" "Awesome! We can get started right now if you want..."

Then SILENCE -

They'll (Client) ask how we do that or how payment works, etc.

You: "We can do credit card right over the phone if you want. Do you want to use VISA or MASTERCARD?"

Secret 12: Handling Common Objections

You : "How much time do You take to decide?"

Q1: "Is there something you need to consider that we can discuss right now?"

Client Statement: "I just need time to find the money and look over my finances."

Or

"I just don't make decisions on the spot."

"I just need to check with my partner or spouse."

Client Statement : "Once I make money, I want to work with you."

You: "So tell me how that would work?" (Let them answer)

"Okay, so let me see if I've got this right. You're saying that you will continue to do what you have told me is building your business slowly. and isn't even paying your bills. And you will continue to do what's not working long enough to build up a SURPLUS of cash someday to invest in what will work?"

"Is that an accurate statement?"

"So, how can we make this work for you?"

Client Statement: "I need some time to think it over."

You: "I get that... and I encourage that. We want this to be a great fit for everyone."

"Can I ask you this? What haven't we discussed that you still need to think about? That's why I take the time on these calls. I'm here right now to help you make an empowered decision. While you still have me on the phone, what questions or concerns do you have that are unanswered?"

Client statement: "It's not a good time."

You: Can I ask you a question about that? When WILL be a good time for you to start putting the things you said are most important to you into your life?"

"How will you know when it's time to start doing and having the things you just told me were important in your life?"

Client Statement: "I need to check with my partner."

Secret 13: Overcoming Financial Hurdles

Client Statement : "I have no money..."

You: "Okay..." (silence)

"We understand that finances can be challenging, and we always do our best to work with people in this scenario."

"Let me ask you this: do you want to do this? Because if it's not a good fit, that is okay, too."

"So, how can we make this happen for you?"

Client Statement : "I can't afford it..."

"Tell me more about that."

"Okay, so you shared with me throughout the call that this is exactly what you need to do to move forward. So tell me, how is it that you are going to afford to continue without it?" (I can't)

"Alright, how can we make this a reality for you?"

Client Statement: "I don't have the money..."

"Isn't that why you came on the call to begin with??"

Secret 14: Handling Resistance

Client Statement: "I need to think about it more..."

You: "Take your time to ensure this is the right decision for you. What specific aspects do you want to think about more? Let's address them together."

Client Statement: "I'm not sure if this is the right fit..."

You: "I appreciate your honesty. Let's discuss your concerns. What's making you uncertain about this opportunity?"

Client Statement: "I've had a bad experience before..."

You: "I'm sorry to hear about your experience. Can you share more about what went wrong? It's important to address any concerns you have."

Secret 15: Building Trust

Client Statement: "I'm not sure I can trust you..."

You: "Trust is crucial in any business relationship. What can I do to earn your trust? Is there any information or assurance you need from me?"

Client Statement: "Can you provide references or testimonials?"

You: "We have a track record of success. I'd happily provide you with references or testimonials from satisfied clients. Would that help build your confidence?"

Secret 16: Creating Urgency

Client Statement: "I need more time to decide..."

You: "I understand, but let you know that our current offer has a limited window of opportunity. If you wait too long, you might miss out on these benefits. How much time do you think you'll need to decide?"

Client Statement: "I want to discuss this with others..."

You: "That's perfectly reasonable. However, it's important to remember that this offer is time-sensitive. Can we set a timeframe for your discussions with others?"

Secret 17: Reinforce the Value

Client Statement: "I'm not sure it's worth the investment..."

You: "I understand your concerns about the investment. Let me highlight the value you'll receive and how it can significantly benefit you. Are there specific aspects you'd like me to elaborate on?"

Secret 18: Providing Assurance

Client Statement: "What if it doesn't work for me?"

You: "I appreciate your concern. We offer a satisfaction guarantee to ensure you're fully satisfied with the results. If you don't see the expected outcomes, we'll work with you to make it right. Does that provide you with more confidence?"

Secret 19: Closing the Deal

Client Statement: "I'm ready to move forward..."

You: "That's fantastic! I'm excited to have you on board. Let's get started. Here are the next steps..."

Secret 20: Keep the Lines of Communication Open

A strong client relationship is built on open, transparent communication.

You: "Feel free to reach out to me anytime. I'm here to support you in your journey."

< : Now send them payment method and give your quality work : >

Congratulations! You've now unlocked the 20 secrets of closing high-ticket clients, a wealth of knowledge that can transform your sales game and take your business to new heights. These secrets are the keys to opening doors of opportunity, and with practice, dedication, and the right guidance, you can master them all.

Remember, success in high-ticket client closing involves techniques, mindset, perseverance, and continuous improvement. Each interaction with a potential client is a chance to refine your skills and get closer to your goals.

But the journey doesn't end here. We invite you to join our inner circle to stay updated with the latest strategies, tips, and exclusive content. As a member, you'll gain access to a community of ambitious entrepreneurs, just like you, who are committed to their growth and success.

To stay connected, follow us on all our social media handles. We share valuable insights, success stories, and updates regularly. Join the

conversation, ask questions, and engage with a community dedicated to achieving greatness.

Thank you for choosing "20 Secrets of Closing High Ticket Clients" as your guide to success. Remember, the road to high-ticket client mastery is a journey, and we're excited to have you with us every step of the way. Here's to your success and prosperity!

Join our inner circle and follow us on social media today!

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