

Her Last Workbook

HIGH TICKET SALES GUIDE

REMOTE CLOSING 101

[HERLASTCALL.COM](https://herlastcall.com)

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Welcome to the Remote Sales Space

Smart move on getting the Her Last Call Webinar Workbook! Go ahead and start filling out this workbook before Sunday's training to really get clear on your goals and why you're attending. This workbook will be utilized throughout the workshop and those who complete it while attending have a MUCH higher success rate. Stay engaged + take notes and you'll kill it in this space!



REWRITING YOUR STORY

The Power of the Paradigm Shift

In high-ticket sales, success isn't just about mastering techniques or scripts; it's about shifting your entire mindset from an employee to an intrapreneur. The employee thinker views work through the lens of tasks and hours, expecting direction and security from others. In contrast, the intrapreneur sees themselves as the driving force behind the business. They think strategically, own their outcomes, and seek opportunities for growth and leadership, regardless of their title.

From Employee to Intrapreneur

Shifting your mindset from employee to intrapreneur involves embracing ownership, responsibility, and innovation. As an intrapreneur, you stop looking at tasks as mere obligations and start seeing them as opportunities to create impact and value. You begin to act as if you're running your own business, even if you're working within a larger company. This mental shift sets the foundation for success in high-ticket sales because you're no longer operating from a place of compliance but from empowerment and initiative.

Goal Setting: The Catalyst for Change

Setting goals is the critical step to solidifying your shift in mindset. Goals provide clarity, focus, and motivation. They act as a roadmap for your growth, helping you align your actions with the vision of your future self—the intrapreneur who thrives on challenges and turns them into opportunities. Without clear goals, it's easy to remain stuck in the employee mindset, waiting for permission to grow.

When you clearly define your goals, you create intentional change. You stop letting circumstances dictate your progress and instead design your path forward with purpose.

Reflect & Rewrite

CURRENT SITUATION

What beliefs about your work and role do you currently hold?
How have these beliefs shaped your actions, decisions, and results?

CHALLENGES + LIMITING BELIEFS

What are the main obstacles that keep you in an employee mindset?
What limiting beliefs do you need to challenge to adopt the intrapreneur mindset as a remote closer?

Reflect & Rewrite

YOUR FUTURE SELF

Imagine yourself as a closer, fully in control of your success and schedule.

What does your daily routine look like?

How do you show up differently in your work?

GOAL SETTING

What are your goals in the next 30/60/90 days?

What systems will you place to achieve these goals?

What is the long term goal/vision?



REMOTE CLOSING WORKSHOP TRAINING

The following chapters are to
be filled out during the
workshop to guide your note
taking and keep you engaged!



Chapter 2

E-LEARNING

UNDERSTANDING WHAT IS BEING SOLD AS A REMOTE CLOSER

Roadmap of the Workbook

HOW QUICKLY IS THE E-LEARNING SPACE GROWING?

DOES IT MATTER WHAT COUNTRY YOU RESIDE IN TO BECOME A REMOTE CLOSER?

CIRCLE THE ANSWER

YES

NO

WHY ARE PEOPLE TURNING TO E-LEARNING ALTERNATIVES?

LIST THE DIFFERENT TYPES OF DIGITAL PRODUCTS

WHAT INDUSTRY ARE YOU MOST INCLINED TO CLOSE FOR?

REMOTE CLOSING 101

What is a Remote Closer & Why are they needed?

Understanding the Process of Remote Closing

How does remote closing work? What are the steps?

01

02

03

Old Vs. New Way of Selling

Analyze the difference between the old and new way of selling.

SALES MAP

WHAT IS OUTBOUND
SELLING?

LIST EXAMPLES OF
OUTBOUND SALES

SALES

WHAT IS INBOUND
SELLING?

WHY IS INBOUND EASIER
THAN OUTBOUND?

Women in Sales

It's in our DNA!

As women, we possess innate skills and abilities that can be applied in sales to help us make the most amount of money! Sales is the only industry that allows us women to advance beyond our male counterparts.

07

What skills do you feel you possess that could help with your ability to sell?

Finding a Client/ Offer

Now that you know you have 2/3 things you need to be a remote closer, it's time to find the 3rd which is an offer or product to sell!

What makes up the PERFECT client?



What are the ways you can find a client?



Chapter 9

CRAFTING YOUR OUTREACH SCRIPT

Now that you've found a client...

It's time to craft our outreach script! Remember, we will be sending this script in a video format. Videos have a higher open rate than text so make sure to always send an outreach VIDEO to capture the creator/client's attention

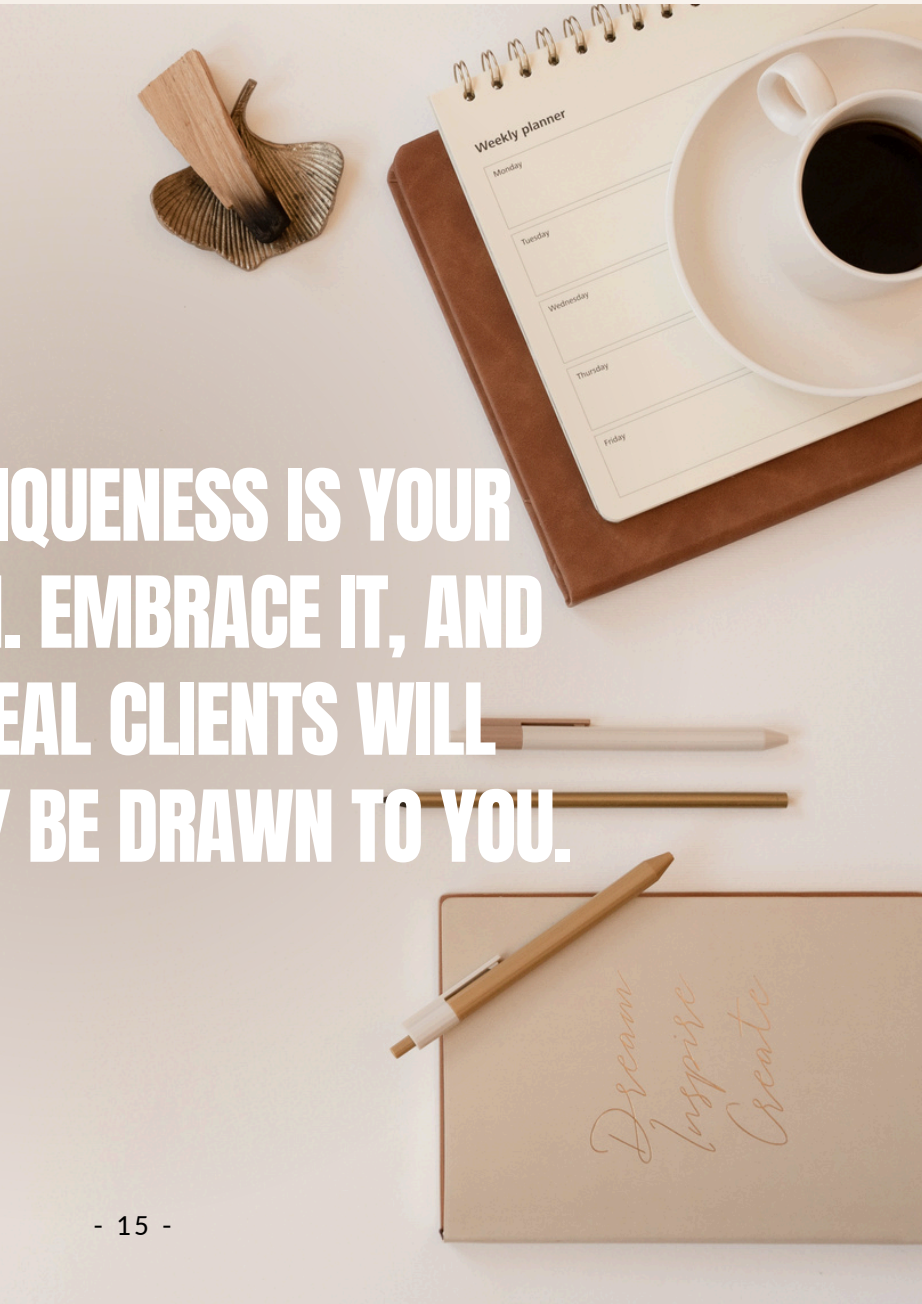
Workshop Script:

YOU'LL GET THIS DURING THE
TRAINING (ONLY IF YOU SHOW UP
LIVE)

Million Dollar Framework

This sales framework is proven to work in ANY industry you're closing for. It's been tested and tried and has never failed.

Take detailed notes here!



**YOUR UNIQUENESS IS YOUR
STRENGTH. EMBRACE IT, AND
YOUR IDEAL CLIENTS WILL
NATURALLY BE DRAWN TO YOU.**

Doctor Framework

WHY ARE FRAMEWORKS BETTER THAN SCRIPTS?

WHAT ARE THE STEPS TO THE DOCTOR
FRAMEWORK?

1

2

3

4

5

Detailed Framework

Take notes on each step of the framework

INTRODUCTION:

QUESTIONS:

GATHER INFORMATION:

PRESCRIBE THE SOLUTION:

CLOSING THE DEAL:

Objection Handling

What are the 2 main objections in the remote high ticket sales space?

1

2

How do you overcome objection 1?

How do you overcome objection 2?

HOW TO GET TO \$10K+/MONTH AS A CLOSER

Define Close Rate:

What is the starting close rate for closers (even if you suck)?

- a. 10%
- b. 15%
- c. 20%
- d. 30%

What is the industry average commission percentage?

- a. 10%
- b. 15%
- c. 20%
- d. 30%

Let's do the math

10 CALLS / DAY

20% CLOSE RATE \$2000 OFFER

10% COMMISSION

2 DEALS CLOSED / DAY

2 DEALS X \$200 = \$400

\$400 X 30 DAYS = \$12,000



CONGRATULATIONS!

**YOU'RE ONE STEP CLOSER
TO ACHIEVING YOUR
DREAM LIFE!**

We hope to see you on the inside!

XOXO,

HER LAST CALL

Academy 