

Double Your Sales with AI Challenge

March 24, 25 and 26 at 11 am pacific for 30 minutes per day

- Class 1 – Double your Leads
- Class 2 – Double your Appointments
- Class 3 – Double your Close Ratio

This class comes with “Griffin”. Griffin is your AI guide to getting the most out of this class. You can find the link to Griffin at <https://hubpagereplay.com/>

You can find everything you need for this class at <https://hubpagereplay.com/>

The key idea of this class is I am pointing you towards expansion. Specially to double your leads, appointments and close ratio. Some of you will not accomplish 2x your results however there is value in the expanded thinking. Some of you will 2x. Some of you will more than 2x!

Double your close ratio

Your close ratio is how many appointments do you need to run in order to make 1 sale. If you, on average close 1 sale for every 4 appointments you run your close ratio would be 25% (1 out of 4).

If you close 1 out of 5 then your close ration would be 20% (1 out of 5).

So, to double your close ration of 25% to 50% you would need to close 2 our of 4 instead of 1 out of 4.

So how do we do that?

In a sales presentation everything counts.

We want to look at everything we can do to increase our close ratio.

Prompt

What can I do to increase my close ratio?

Or

I sell life insurance. What can I do to increase my close ratio?

Here are some ideas on how to increase your close ratio:

Improve the quality of your leads

Qualify your prospect – if you sell solar you can require the married couple to both be there.

Have them review something like a video prior to your appointment

Improve the quality of the sales presentation

Improve your follow up

You can do ride along with successful salespeople

Today we are going to focus on the quality of the sales presentation

Record your presentation and then transcribe it. Upload the transcription into a data pool.

Record 5 presentations, transcribe them and upload them.

Ask the AI to provide you feedback on the presentation.

Upload other people's presentations

If I am coaching you, we can be in a Chat GPT project together and we can collaborate with the AI.

Show Gina Case Study

Prompt

I want to increase my close ratio in sales conversations.

My business: [Describe what you sell]

My ideal client: [Describe your target customer]

My offer: [What you sell + price point]

My current close rate: [Estimate %]

Sales environment: [Phone / Zoom / In-person / DM]

Please act as a world-class sales coach and analyze my sales process.

Help me improve my close ratio by doing the following:

Identify the 5 biggest reasons I might not be closing more deals

Give me 10 specific questions I can ask prospects to better understand their needs and increase emotional connection

Rewrite my offer presentation to make it more compelling and results-focused

Give me 5 powerful closing techniques tailored to my situation

Provide 5 objection-handling responses for common objections like:

“I need to think about it”

“I can’t afford it”

“Now isn’t the right time”

Suggest 3 ways I can use AI before and after calls to improve my performance (prep, follow-up, analysis)

Make everything practical, conversational, and easy to use in real sales conversations.

Complete the survey - <https://link.ericlofholm.com/widget/survey/ayTwNtDN0XGcVWnkuPRO>

Sprint with Eric – 90 Day Growth Cycle - <https://events.ericlofholm.com/sprint>