

UPSELL SALES

SALES SCRIPTS TO UPSELL PAST CLIENTS



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INTRODUCTION

Hello and congratulations on requesting our sales scripts for upselling past clients.

My name is Amanda Abella and I'm the founder of a sales training company called Make Money Your Honey.

We specialize in helping women owned businesses excell at high ticket selling.

One thing I've noticed is people miss a major opportunity by not checking in with past clients.

You always want to increase the lifetime value of customers. You do this by having various offers you can upsell past clients to.

Second money is also the easiest money, so if you're not taking advantage of it you're making business more difficult.

So in this ebook I'm going to be sharing the scripts my team and I use to re-engage past clients and upsell them into new programs that can help them.

BEFORE WE DIVE IN...

The success of these scripts is contingent upon a few things. To ensure you get the most of them here is what needs to be in place for these scripts to be effective:

- You need to have a solid offers that solve problems.
- You need to have a sales process in place for past clients.
- You need to have a sales process. For example, Customer Check In Call > Get On a Call > Discovery > Upsell If Applicable

This is super effective because it's a system you can repeat every day to ensure consistent sales from past clients. From there you can move them into pre-qualifying. For more help on any of these items email me at amanda@amandaabella.com, DM me or visit <https://www.persuadetoprofit.com>



UPSELL SCRIPTS

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Upsell Script:

What wins have you had since joining us in (PROGRAM)?

Questions

Would you consider engaging in a weekly call where we...

Benefit

Benefit

Benefit

What I propose is...

Joining us in (PROGRAM)

Price up front - for as little as...

Intention

So that you can...

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