

***“In month one I did \$27k, then \$47k in month two, and \$50k in month three, all record months for me.”***

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- **Baseline:** ~\$15k–\$20k commissions/month (20k peak) → New role felt tougher prospects
  - **Result:** \$27k → \$47k → \$50k (3 consecutive record months)
  - **How fast:** 3 months
  - **Levers installed:** Data-led 80/20, weekly call reviews, daily support, urgency/doubt fixes, show-rate + referrals + elite follow-up
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## **TESTIMONIAL**

Before working with Jack, my highest month was \$20k in commissions and I was consistently doing around \$15k. I'd just stepped into a new role selling a more sophisticated offer, and the caliber of prospect was way different, very detail-oriented, asked the hard questions, and I didn't feel fully equipped to handle it. I knew I was capable of more, but I also knew I was missing something.

I started noticing cracks in the foundation pretty early on. My manager was the top performer, but what he was doing didn't feel replicable at all. That was a red flag. I knew I was leaving money on the table, but I couldn't figure out where the leaks were or how to fix them. I've always had the mindset of just grinding through and “figuring it out,” but this time, it didn't feel sustainable. On top of that, I was in a different timezone and my energy was dipping on calls. Once we ran the data and saw the actual potential, it was clear, I needed to take a more systematic approach, not just brute force it like I always had. I'd seen the level of talent Jack had worked with and the results his clients were getting. I already knew the standard. So when the opportunity came up, I didn't second-guess it.

The reason I jumped in was simple, I was starting a new offer and understood how costly even small inefficiencies could be. I didn't want to just "figure it out" over 6 months. I wanted to move fast and do it right. I saw the opportunity and didn't want to leave any stone unturned, so I backed myself and made the investment.

Once we dove into the data, we found the exact 80/20 in both my process and the offer itself. In month one I did \$27k, then \$47k in month two, and \$50k in month three, all record months for me. It wasn't just a fluke run either. We had a system that actually worked. This was the most consistent and confident I've ever felt in my sales career.

The biggest shift was narrowing in on the few things that actually move the needle. I was leaving a lot on the table with sophisticated prospects, mainly around building urgency and instilling the right level of doubt. That got solved pretty fast through weekly call reviews and constant WhatsApp support. Anytime I hit a wall, I had a playbook or voice note breakdown whenever required

We also focused hard on things that drive actual revenue: improving show rates, building a referral system that brought in consistent deals even when lead flow dipped, and designing an elite follow-up process so no lead slipped through the cracks.

The best part is now I can look at data and diagnose exactly *where* something's breaking, *why*, and *how* to fix it, without getting emotional or second-guessing myself. That's been the biggest unlock: making decisions from data, not feelings. I'm operating way more objectively now, and that's made all the difference.

— Peter Bennett

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