

Ascension Zoom Sales Script

Greeting:

- Hi ____, great to see you. How are you?
- Straight into a little small talk
 - Ask how they got the link to this call
- Lead straight into discovery with saying
 - “Tell me a little bit about yourself, what do you do for work, are you currently working?”

Discovery (Fact-Finding): (Use whatever questions are relevant for who you are talking to)

- “Tell me a little bit about yourself, what do you do for work, are you currently working?”
- What are your goals, if you can have it your way, financially in the next 2-3 years?
- How old are you?
- Would starting a business or side hustle intrigue you?
- What is your financial situation right now? How much money do you have?
- If you were to try and start a business right now, would you be confident in knowing enough information and having enough clarity to get it started?
- Do you know much about AI or use it much?
- **Read back what you learned about them.
 - “So, from my understanding (*repeat what you learned about them... where they are and where they want to be*)
- **If there was something that can [*solve number 1 need*], how much would that be worth to you?
 - Example: If there was something that can provide you with a clear path and take you by the hand to starting and growing your business, how much would that be worth to you?
- Well we used almost all our time, but I actually have a solution I can show you that I really think can benefit your situation, and provide a lot of value to you with [*state their problem*]. Do you want to see it?

DEMO:

**Show them Ascension home page

What is Ascension:

1. We show you how to build a business, where we give you a business model and business plan, along with all the tools and resources you actually need to build a business.
2. (If familiar with Neothink) The journey to your Neothink awakening

Building a business where we give you a business model and business plan

- If no business: On Ascension, we give you the step by step on how to start and grow a business with 0 money down, no risk, and unlimited upside potential and reward, using a new business model that will dominate the next decade, and what we use ourselves in the company. We call this business model the Upside Down business model. This business model works by focusing first on the most important aspect of any business, the pulse of any company, your audience, or your list of customers, potential customers, or people you have gained interest from. It's a 7 step business model, and wherever you are in your journey, you can plug into the journey and know exactly what to do next in your exact situation all the time.
- You can even start your business now, without having a finalized product or service, and when you do you will already have customers waiting to buy from you. We teach this in a step by step way that makes it extremely straightforward for you to follow along, and gives you ultimate clarity on exactly what you need to do to succeed. It really makes everything as simple as possible bc we show you exactly what to do, how to do it, and we give you all the tools you need to run your business on... which is a triple threat. After joining, everyone says wow this is exactly what I needed to start my business.

The journey to your Neothink awakening - The journey to becoming a self-leader where you are able to yield the full power of your mind where you aren't held back by mysticism or illusions, and fully live as a wealthy, healthy and happy creator.

DEMO (Adding to this):

- **Feature: Education (Courses / Trainings / Education)**

Proven Knowledge & philosophy funneled to making money proven for over 40 years, millions of people, etc

- We have spent over \$300k in the past 2 years to join the most exclusive masterminds, seminars, workshops, and connect with the top business leaders of the world like Grant Cardone, Tony Robbins, Dean Graziosi, Perry Belcher, and many more. These can be \$50k each, and we take all that insider knowledge and are streamlining it to our Ascension members via our trainings, courses, and videos coming out.
 - Building An Audience course included (can be sold for \$2k)
- **Advantage:** You learn all the tools, and information from us, 40 years of business material through Mark Hamilton's books, and the top information from the top business leaders. These courses and trainings are streamlined in a way to take you from no experience, to having a successful business with a clear path. Also utilizing AI to 10x your potential, and not be left behind the AI curve
- **Benefit:** Clear path to taking control of your life, potentially making lots of money doing what you love
- **Feature: Flow, & other AI tools:**
 - **Advantage:** Manage your entire business on one place, use AI and others tools to maximize your productivity.
 - **Benefit:** Always have everything you need to start and grow your business at your fingertips.
- **Feature: Community** 2,000 members or other entrepreneurs or aspiring entrepreneurs all taking the journey together, being active, helping each other out.
- **Advantage:** Get constant help, feedback whenever. A lot of these members are already successful either from Ascension or were already, and their knowledge can be shared here. Your network is your net worth. Access to all these minds and experience that just want to help. Group momentum.
- **Benefit:** You have a place where any question, advice you need, or thing you want to share at any time is at your fingertips.

Close (will add to this): We have found ppl who pay the annual have better results

- If you pay the full, ppl show up to the live calls and use it more.
- It shows a bigger commitment to yourself, to your business and your future if you do the yearly.