# **Close Any Room: Signature Talk That Sells Structure Worksheet**

**1. My Attention Grabber:**

**2. Establish yourself as the authority**

My Bio:

You are in the right place questions:

What they will learn from me:

**3. SEED**

My script for letting them know this is only a piece of a much bigger puzzle and asking for permission to tell them about my program:

The point/piece I will save as the teaser:

**4. My Compelling Personal Profit Story:**

**5. My High-Value Content:**

-My 3-5 Points that support my process and/or business model

 1.

 2.

 3.

 -My client examples (seeding)

 1.

 2.

 3.

 -My cliff-hanger tip:

**6. SEED**

 **-**Points to review

 -Remind of their permission to talk about your program script

**7. Close (Review, Remind, Reframe, Reward)**

 -Consequences of my audience for not moving forward at this time

**8. Make your Offer**

My offer:

 My incentives & limiters:

 My bonuses:

**9. My last, most important tip:**

**10. Ask for testimonials on talk**

**11. Give out contact info again:**

My contact info:

 Links for my sales pages or consultation sign-up:

**12. Thank you & Good-Bye**

Room Closed…
Cha-Ching!