Twitter Thread by Sean



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GO FROM 0-10K A MONTH

AS A SALES CLOSER

[THREAD]

The service:

You're going to contact SaaS companies and offer to help them DOUBLE their closing rate on calls

These companies are typically tech-minded and tend to have <15% closing rates (from those I have spoken to)

Why SaaS companies?

They tend to have:

- Higher priced services/product
- Quicker delivery to customer
- Lower costs
- Recurring payments
- Ability to scale quicker

Absolutely make sense for them to pay someone 5K/month to double their closing rate

Now you need leads to contact:

I use:
Clientscraper(dot)com
Apollo(dot)io

Extract the direct email address, Social profiles and telephone numbers for: Owners, Founders, CEO's of SaaS businesses

You'll have plenty of leads to go at

Outreach:

Go omnichannel:

- Email
- LinkedIn
- Cold call

COVER EVERY CHANNEL

Here’s what you offer:

“I will double your closing rate or I will give you your money back”

No brainier for them & reduces the perceived risk of working with you

Either you:

- Double their closing rate - They win

- You don’t, they get their money back - They don't lose

Service delivery:

- Learn their service/product inside out

- Contact the warm leads the SaaS company has generated (already interested in buying)

- Focus on the problem the product/service solves

-Identify potential objections & address them before they’re raised

- CLOSE

Upsell:

The SaaS company needs warm leads for you to close right?

Tell them you know someone who can generate leads for (price) a month

(Plenty of people on here that can do this)

Charge client $250-$500 more than cost of this service

More money in your pocket

No case studies?

Here’s your offer if you have no past experience:

“I will double your closing rate on 10 calls for FREE in exchange for a testimonial”

- Deliver

- Use this case study to get your next client

- Rinse & repeat

Hitting 10K A Month

Charge $500 per call OR a % of every deal closed

Close 20 calls a month

You're now at $10,000 a month