

BOSS UP **WEALTH CIRCLE**

SALES CLOSING GUIDE

Step-by-Step Scripts for Every Package

For Community Mentees & Affiliates

ELEVATE • EMPOWER • ESCAPE

HOW TO USE THIS GUIDE

This guide gives you a proven, repeatable framework for every Boss Up package. Follow these steps word-for-word until you build your own confident style. Every script targets your audience's real pain — single moms, entrepreneurs, realtors, tax professionals, and small business owners.

People don't buy products — they buy the version of themselves the product creates. Lead with transformation, not features.

THE UNIVERSAL 5-STEP FRAMEWORK

- ◆ STEP 1: Connect — build rapport & qualify
- ◆ STEP 2: Uncover the Pain — ask the right questions
- ◆ STEP 3: Present — show transformation, not features
- ◆ STEP 4: Handle Objections — with confidence & empathy
- ◆ STEP 5: Close & Follow Up — ask for the decision

PACKAGES IN THIS GUIDE

- ◆ \$97/month — Boss Up Membership
- ◆ \$297 — Tax Software Package
- ◆ \$297 — Credit Software Package
- ◆ \$797 — Boss Up Systems Accelerator™
- ◆ \$5,000 — Elite Mentorship Program ★

PACKAGE 1: \$97/month Membership

PRICE: \$97/month

COMMISSION: Recurring Monthly

Best for: Anyone who needs credit repair, coaching, and community support.

WHAT'S INCLUDED:

- ◆ Done-For-You Credit Repair
- ◆ Weekly Business Credit Coaching
- ◆ Skool Community & Support Network

STEP 1 · CONNECT & QUALIFY

"Hey [Name], quick question — are you currently working on your credit or trying to get to a point where you can qualify for funding or start a business?"

STEP 2 · UNCOVER THE PAIN

Ask these and LISTEN. Let them talk:

- ◆ What's stopping you from moving forward financially?
- ◆ Have you tried to dispute anything on your own before?
- ◆ Do you have a community around you talking about money and credit?

STEP 3 · PRESENT THE TRANSFORMATION

"What we do inside Boss Up is handle the credit repair FOR you — you don't figure it out alone. You also get weekly coaching on business credit and a whole community working toward the same goals. All of that is \$97 a month. Less than a dinner out, and it's actively working to change your financial future."

STEP 4 · HANDLE OBJECTIONS

OBJECTION: "I can't afford it right now."

→ A bad credit score is costing you MORE every month in high interest rates and denied opportunities than \$97 ever will. And we have payment options too.

OBJECTION: "I tried credit repair before and it didn't work."

→ Most credit repair is generic. Ours is done FOR you, combined with real coaching. It's not just letters — it's a full strategy.

OBJECTION: "I need to think about it."

→ Of course. What specifically would you need to see to feel confident? [Listen] Let me send you a few testimonials right now while we're talking.

STEP 5 · CLOSE

"Based on everything you just told me, this is literally designed for you. Are you ready to get started today? I can walk you through sign-up right now — takes less than 5 minutes."

YES → Send the link, stay on until checkout is complete.

MAYBE → Follow up within 24 hours. Send a testimonial.

PACKAGE 2: Tax Software Package

PRICE: \$297

COMMISSION: \$100 Commission

Best for: Anyone who wants to earn income during tax season — no experience needed.

WHAT'S INCLUDED:

- ◆ Professional Tax Software (PTIN-ready)
- ◆ Step-by-Step PTIN Training & Guide
- ◆ Marketing Training to Join the Boss Up Tax Team
- ◆ Low Backend Fees — you keep more money

STEP 1 · CONNECT & QUALIFY

"Have you ever thought about earning money during tax season? We have people in our community making \$500–\$2,000+ a week just during the season."

STEP 2 · UNCOVER THE PAIN

- ◆ Are you looking for extra income streams?
- ◆ Do you have any tax background or a PTIN?
- ◆ Could you see yourself doing this part-time?

STEP 3 · PRESENT THE TRANSFORMATION

"For \$297 you get professional tax software — the same tools real preparers use — plus your PTIN training so you're legally set up to file returns and get paid. We also train you on how to market yourself and bring in clients. Low backend fees mean more money goes directly to you. This is a full income stream for \$297."

STEP 4 · HANDLE OBJECTIONS

OBJECTION: "I don't know anything about taxes."

→ Neither did most of our team when they started. The training is included. You need the software and the system — that's exactly what this gives you.

OBJECTION: "Is \$297 worth it?"

→ One tax return earns you \$150–\$500. You recover your investment on your second client. After that it's pure profit — and the software is yours to keep.

STEP 5 · CLOSE

"Tax season comes every year. The question is whether you're on the making-money side or the paying-money side. Are you ready to get your software and PTIN training today?"

PACKAGE 3: Credit Software Package

PRICE: \$297

COMMISSION: \$100 Commission

Best for: Those ready to start a credit repair business or who already have clients.

WHAT'S INCLUDED:

- ◆ Professional Credit Monitoring & Dispute Software
- ◆ Financial Education Platform Access
- ◆ Client Management System
- ◆ Basic Training (software-focused)

■ *Be transparent: this is software only — no coaching. Best for people with existing knowledge or clients.*

STEP 1 · CONNECT & QUALIFY

"Are you already helping people with their credit or thinking about starting? We have professional software that gives you the tools to run an actual credit repair business."

STEP 2 · UNCOVER THE PAIN

- ◆ Are you currently using any software to track client disputes?
- ◆ Do you have people reaching out to you for credit help?
- ◆ What's holding you back from charging for it?

STEP 3 · PRESENT THE TRANSFORMATION

"This software lets you look professional and manage clients the right way — dispute tracking, credit monitoring, a client portal, everything. For \$297 you can start charging clients and make that back on your very first one. It's the business tool without the business price tag."

STEP 4 · HANDLE OBJECTIONS

OBJECTION: "Does it come with coaching?"

→ This package is the software and basic training for people ready to run with it. If you want done-for-you plus coaching, that's the \$97 membership or the Accelerator. Which sounds more like where you are?

OBJECTION: "\$297 is a lot for just software."

→ Your first paying credit repair client at \$200–\$500/month covers this instantly. Think of it as your business license investment.

STEP 5 · CLOSE

"You already know people who need this. The only thing missing is the professional tool to serve them properly. Are you ready to grab your software today and start making money with it?"

PACKAGE 4: Boss Up Systems Accelerator™

PRICE: \$797

COMMISSION: \$200 Commission

Best for: Entrepreneurs serious about building a real, branded, scalable business.

WHAT'S INCLUDED:

- ◆ Tax Software + Credit Software
- ◆ Done-For-You Website with Automation
- ◆ Payment Processing with Buy Now Pay Later
- ◆ Scaling Trainings & Mentorship
- ◆ Free Community Access

STEP 1 · CONNECT & QUALIFY

"Do you have a real online presence right now — a website, payment system, automations? Because that's the difference between hustling and actually having a business."

STEP 2 · UNCOVER THE PAIN

- ◆ Are you taking payments professionally or just through Cash App?
- ◆ Do you have a website or brand set up?
- ◆ What's been the biggest bottleneck to growing right now?
- ◆ Are you trying to offer multiple services or just one thing?

STEP 3 · PRESENT THE TRANSFORMATION

"The Accelerator is a business-in-a-box. You walk in without a business and walk out with a website that takes payments — including buy now pay later so you never leave money on the table — plus the tax AND credit software so you have two income streams ready to go. Add the scaling trainings and mentorship and you have everything. \$797 to eliminate years of trial and error."

STEP 4 · HANDLE OBJECTIONS

OBJECTION: "That's a lot of money."

→ A website alone costs \$500–\$2,000. Payment setup is another \$300. Both software packages separately is \$594. You're already at \$1,200+ if you bought everything individually. This is \$797 for all of it plus mentorship. You actually SAVE money.

OBJECTION: "I'm not tech-savvy."

→ That's exactly why it's DONE FOR YOU. You don't need to know how to build anything — we handle the setup, you focus on clients.

OBJECTION: "I need to save up first."

→ That's the perfect reason to say yes today — the BNPL option means you start with a lower payment and use the business to pay the rest off. You're making money before you've even finished paying for it.

STEP 5 · CLOSE

"You told me you don't have a website, you're taking payments through Cash App, and you want to grow. The Accelerator fixes every single one of those today. Are you ready to stop piecing things together and build this right?"

PACKAGE 5: Elite Mentorship Program ★

PRICE: \$5,000

COMMISSION: \$1,000 Commission

Best for: Serious entrepreneurs ready for a complete brand, business & legacy transformation.

WHAT'S INCLUDED:

- ◆ Extensive 90-Day Cohort + Personalized Coaching
- ◆ FREE Mansion Content Day — Video & Photographer
- ◆ Marketing & Ads Training
- ◆ Done-For-You Website + Automations
- ◆ AI Professional Headshot Creation
- ◆ Digital Store Build-Out + Custom Digital Products
- ◆ 250 PLR Reseller eBooks (ready-to-sell inventory)
- ◆ Credit Software + Tax Software
- ◆ Payment Processing with Buy Now Pay Later
- ◆ FREE Event Access — Forever
- ◆ FREE Community Access — Forever

STEP 1 · CONNECT & QUALIFY

Qualify FIRST — don't pitch \$5K to someone still figuring out their niche.

"Can I ask you honestly — do you feel like you're working really hard but your brand doesn't match the level you're actually at? Like you KNOW you're the real deal, but your online presence doesn't reflect that yet?"

STEP 2 · UNCOVER THE PAIN

- ◆ Where do you see yourself in 90 days if nothing changes?
- ◆ What would it mean for your income if your brand looked elite?
- ◆ Do you have professional photos or video that represent you?
- ◆ Are you selling digital products or only trading time for money?
- ◆ What's your biggest block — brand, systems, or knowledge?

STEP 3 · PRESENT THE TRANSFORMATION

Match what THEY said they want to what Elite delivers:

"You said your brand needs to look elite, you don't have professional content, and you want to make money without just trading hours. In 90 days inside Elite, we fix all of that. You get a full content day at a mansion — professional video, photographer, everything. We build your website, digital store, and automations. We give you 250 digital products to resell on day one. We train you on ads and marketing. You get the credit and tax software for multiple income streams. Plus community and events with us forever. This is a complete business and brand overhaul. \$5,000 is what it costs to stop starting over and actually build the thing."

STEP 4 · HANDLE OBJECTIONS

OBJECTION: "\$5,000 is too much."

→ How much have you already spent on courses and coaches with nothing to show? Most people have already spent this — just scattered. This is \$5,000 for a complete done-with-you transformation. And BNPL means you're not out of pocket all at once.

OBJECTION: "How is this different from other programs?"

→ Most programs give you information. We give you execution. You leave with an actual website, digital store, professional photos, video, and software running. You don't just learn — you launch.

OBJECTION: "I need to talk to my spouse/partner."

→ Completely fair. Instead of you explaining it, let me get on a quick call with both of you so they can ask questions directly. Most hesitation disappears when they see what's included.

OBJECTION: "I want to start with a smaller package first."

→ Smaller packages build toward Elite — they don't replace it. If your goal is a full brand, multiple income streams, and elite positioning, this is the only package built for that. Is there a payment plan that would make it work?

STEP 5 · CLOSE

Let this feel like a natural conclusion — not a hard sell.

"You told me you want [repeat their exact words]. In 90 days, this program gives you exactly that — plus everything else we talked about. The question isn't whether you can afford it. The question is: can you afford to keep waiting? Are you ready to commit to yourself today?"

YES → Walk through payment options, stay on line until checkout is done. Celebrate with them!

NOT YET → Follow up within 48 hours. Send a testimonial or content day reel.

UNIVERSAL CLOSING TIPS

◆ SILENCE IS YOUR FRIEND

After you ask a closing question — STOP TALKING. The next person to speak loses. Let them process.

◆ GIVE TWO OPTIONS, NOT ONE

'Would you like to start today or would the payment plan work better?' Options reduce pressure and move people to a decision.

◆ FOLLOW UP 5-12 TIMES

80% of sales happen between the 5th and 12th follow-up. Send a voice note, testimonial, or screenshot — not just 'checking in.'

◆ KNOW YOUR PACKAGES COLD

If you hesitate on what's included, you lose trust instantly. Practice out loud until it flows naturally.

◆ LEAD WITH THEIR STORY

Don't talk about your results. Ask questions and reflect their pain back. People buy when they feel HEARD.

◆ SAY THE PRICE WITH CONFIDENCE

'\$5,000.' Full stop. Then move to value — never apologize for the price.

◆ MENTION BNPL EARLY

Always mention Buy Now Pay Later for Accelerator and Elite. Removing the full upfront barrier removes the #1 objection before it comes up.

"Funding isn't based on luck. It's based on preparation, strategy, and positioning."

— Boss Up Wealth Circle

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