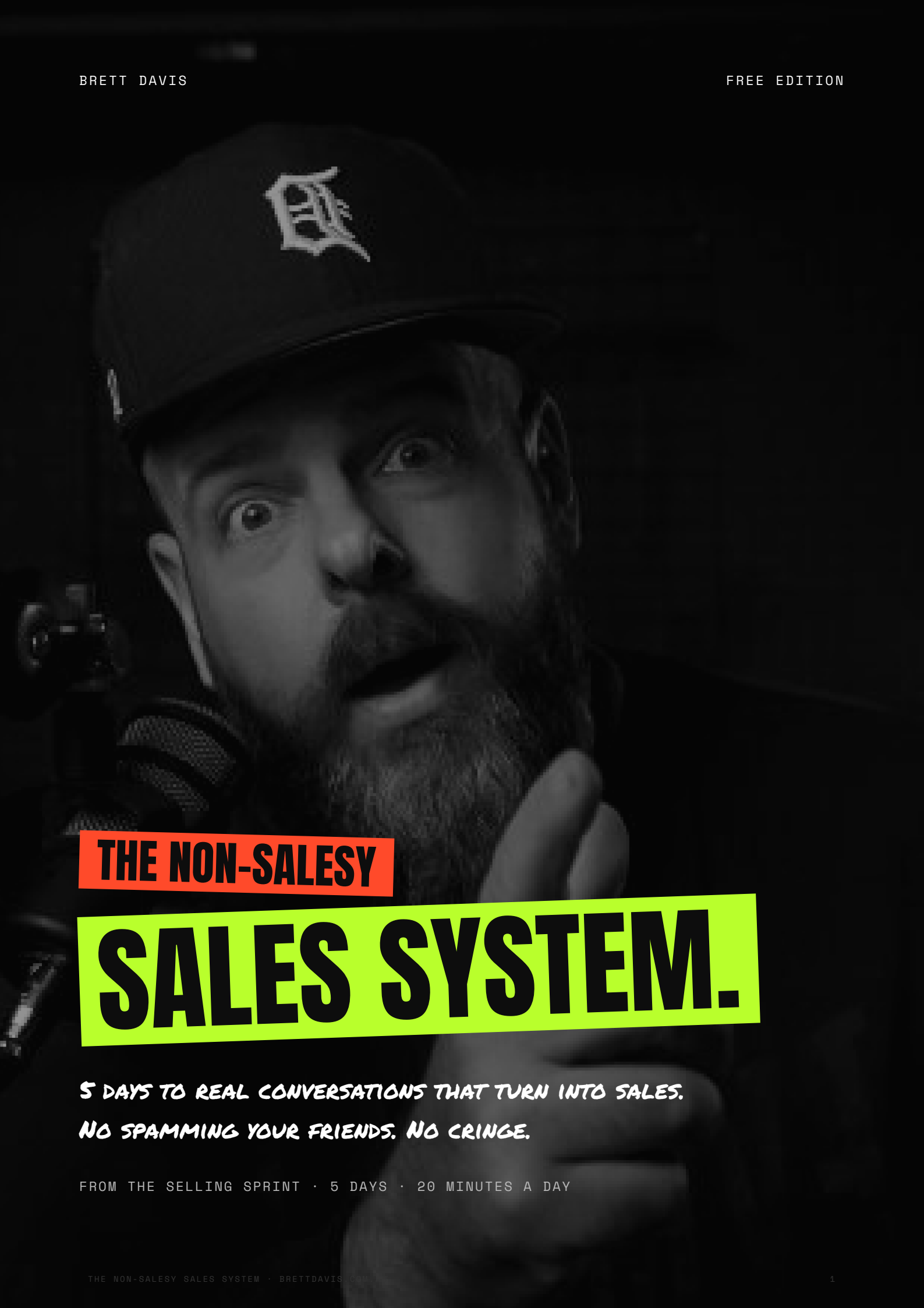


THE NON-SALESY SALES SYSTEM.

5 days to real conversations that turn into sales.
No spamming your friends. No cringe.

FROM THE SELLING SPRINT · 5 DAYS · 20 MINUTES A DAY

START HERE

SELLING WITHOUT THE CRINGE.

If you're posting every day and hearing crickets, you don't need more posts. You need real conversations, a story that doesn't sound like a pitch, and an offer you can make without feeling pushy. That's this system. Every day runs the same way: one idea, one worksheet, one action. Twenty minutes, then you're done.

TIME	WHAT YOU DO
5 min	Read the page. One idea. Just one.
10 min	Fill in the worksheet. Pen on paper, or type it out.
5 min	Do the action. Send it, post it or say it. Today, not someday.

On your phone? Print it, or open your Notes app and answer as you go. Writing it down is the point.

THE FIVE DAYS

DAY	FOCUS	YOU'LL HAVE DONE
1	Get out of your own way	Counted your numbers and written your first five
2	The story that opens doors	Written and posted your 3-line story
3	The secret weapon: the mini workshop	Planned a 3-day challenge for your people
4	Make the offer	Shaped one offer and made it to a real person
5	Follow up and plan	Sent five follow-ups and written your 30 days

PRACTISE WITH AI (OPTIONAL)

Each day has an AI practice prompt. Use any AI tool you like, or **Duply**, the AI sales coach I built for network marketers (askduply.com). **The rule: AI helps you practise. It never posts or sends for you.** Everything goes out in your own words.

Play it straight: no income claims, no health claims, and follow your company's policies. It works in any company. Their rules still apply.

THE NON-SALESY RULE

WHY YOU'RE HEARING CRICKETS.

Most people aren't bad at selling. They're selling everything at once. Your products, your opportunity, your free group, your challenge, all on the same profile, sometimes in the same post. It feels like options. To them it's confusing, and a confused mind always says no.

YOUR PRODUCTS TALK TO

someone who wants to **feel better**.

YOUR OPPORTUNITY TALKS TO

someone who wants **a new chapter**.

Talk to both at once and neither feels like you're talking to them. So stop. Here's the order that works.

STEP	WHAT IT MEANS	IN PRACTICE
1. Lead with you	You and the one problem you solve	Your story, your posts and your conversations are about that one problem
2. Products are the proof	They show it works	Results, routines and real life. Not a catalogue
3. The opportunity is an invitation	For the people who ask	"How are you doing this?" is your cue. Not before

Customer first. Raving fan next. Then the team happens naturally. Pick one problem, build your brand around it, and let the right people find the rest. The next five days put this into action.



WHO'S THIS FROM?

I'm Brett. For 13 years, Sammie and I have built customer bases and large teams as network marketers. I've made every mistake in this workbook, including selling everything at once. Now I help network marketers sell without the cringe.

DAY 1 · GET OUT OF YOUR OWN WAY

COUNT IT. DON'T GUESS IT.

Most people think they're selling. Then they count, and they've been posting. Look at the last 30 days honestly.

LAST 30 DAYS	HOW MANY	WHAT I NOTICE
Posts I put out		
Real conversations with real people		
Offers I actually made		

MY FIRST FIVE

Not who will say yes. Who would you **love** to talk to this week?

#	NAME	WHY THEM
1		
2		
3		
4		
5		

> **Want the rest of it?** This page comes from **Go Time: The 5-Day Team Builder**, $97. The full kit has 20+ worksheets, including your 12-month vision and 90-day plan. **brettdavis.com.au/shop**

DAY 1 · WHO TO TALK TO

YOU HAVEN'T RUN OUT OF PEOPLE.

You've run out of people you're comfortable messaging. That's different. There are hundreds of people in your phone, your groups and your week you've never had a real conversation with. Not to pitch them. Just to reconnect.

YOUR PHONE

Scroll your contacts, your messages and your friends list. Who haven't you spoken to in a while?

YOUR OUTLETS

School drop-off, the gym, sport, your café, community groups, work. Every place you already go is an outlet.

THE MAGIC QUESTION

"Who do you know who might love this?" One no can open a whole network.

MEMORY JOGGER: WHO DO I KNOW WHO...

...is always tired · just had a baby · started a new job · is into fitness · wants more time with their kids · runs their own business · is new to the area · is always helping others · posts about their health goals · has asked me what I do

NAME	WHERE I KNOW THEM FROM	LAST TIME WE SPOKE

Ten names today. Ten more tomorrow. Two new people a day, four days a week, is 32 new conversations a month.

THREE OPENERS. NO PITCH.

You've got your five names. Now the first message. Short, about them, ending in a question. Never the product in the first message.

WHO	OPEN WITH	THEN ASK
Someone you haven't spoken to in ages	"You popped into my head today. How have you been?"	"Last time we spoke you were [thing]. How did that go?"
Someone who commented on your post	"Hey [name]! Here's the [thing] you asked for."	"Out of curiosity, are you working on [goal] right now?"
A past customer	"Hey [name], I was thinking about you. How are you finding [product]?"	"Anything you wish you'd known when you started?"

My opener, in my own words:

DO IT TODAY

Send one of your five an opener from above. Then DM me your three numbers. I read every one, and I'll tell you the one thing I'd change.

AI practice: Paste your three numbers into your AI tool and ask: "What's the one thing I should change this week?"

Want the rest of it? This page comes from **The Sales Conversation Kit**, $97. The full kit has openers for every situation, ten discovery questions, offer scripts and follow-ups. **brettdavis.com.au/shop**

DAY 2 · THE STORY THAT OPENS DOORS

THREE LINES. THAT'S IT.

You don't need a long story. You need three lines you can say in a post, a DM or at a barbecue without cringing.

Your story isn't about you. Enrolment is touching, moving and inspiring someone so they see it for themselves. When you share your story, they're not listening to your life. They're looking for themselves in it. Tell the part they'll recognise, then let them say "I want that."

Where I was (before I said yes):

What changed (the moment and the decision):

Where I'm going (your vision, not your income):

TURN IT INTO A POST: THE "ABOUT ME" SCRIPT

FILL IN THE BRACKETS

`HOOK` "Quick intro, because some of you are new here."
`WHO YOU ARE` "I'm [NAME] and I help [WHO] [GET RESULT]."
`WHY YOU CARE` "I'm obsessed with this because I've lived [PAST STRUGGLE]."
`THE TURN` "Everything shifted when [TURNING POINT]."
`THE INVITE` "If that sounds like you, comment [WORD] and I'll send you [THING]."

DO IT TODAY

Post it today. Then reply to every comment with a question.

AI practice: Ask your AI tool: "Make this sound like me talking. Shorter, no hype." Then rewrite it in your own words before you post.

Want the rest of it? This page comes from **The Modern Network Marketer Blueprint**, $97. The full kit has six storytelling scripts, content pillars and a weekly plan. **brettdavis.com.au/shop**

DAY 3 · THE SECRET WEAPON

SELL TO A ROOM, NOT ONE DM AT A TIME.

One-to-one messages are slow. A free 3-day mini challenge puts your people in one room, gives them a win, and makes the offer natural on the last day.

NAME IT

- ☐ The [Result] Challenge
- ☐ The [Timeframe] [Topic] Reset
- ☐ How to [Get Result] in 3 Days

THE PROMISE

This helps **[who]** go from **[problem]** to **[result]** in **3 days**, so they can **[bigger benefit]**.

My challenge name and promise:

THE 3-DAY FLOW

DAY	FOCUS	THEIR ACTION THAT DAY
1. Clarity	The problem and what's possible	
2. Quick win	One simple step they can do straight away	
3. Action and next step	Do it for real, celebrate, open the offer	

DO IT TODAY

Post the invite for your challenge, or message your first five about it.

AI practice: Ask your AI tool for ten names for a 3-day challenge that helps [who] get [result]. Pick one. Make it clear, not clever.

> **Want the rest of it?** This page comes from **The Conversion Workshop Blueprint**, $79. The full kit has daily planners, launch templates, a conversion scorecard and a full worked example. **brettdavis.com.au/shop**

DAY 4 · MAKE THE OFFER

ASKING IS HELPING.

If you never make the offer, you're deciding for them. Shape one clear offer, then practise the two things everyone says.

My offer in one sentence a stranger understands:

Who it's for (one person, one frustration):

What changes for them:

The price, said plainly with no apology:

WHEN THEY SAY...

"I'LL THINK ABOUT IT."

"Totally fair. What's the bit you're not sure about?" Then listen. It's usually one question you can answer. If it's a real no, that's fine too. Book a time to check back in.

"IT'S TOO EXPENSIVE."

"Compared to what?" Then go back to what this is costing them now. Never drop your price on the spot. Be prepared for a no. A no isn't a failure, it's an answer.

Practise it out loud first: ask your AI tool (or Duply) to play a friend who hears your offer, says "I'll think about it", then "it's too expensive". Ask it to push back twice, then tell you what you did well and one thing to fix. Do it until it feels normal.

DO IT TODAY

Make one real offer today. The result doesn't matter. The ask does.

Want the rest of it? This page comes from **The Sales Conversation Kit**, $97. The full kit has offer scripts, answers to 10 objections, DM openers and follow-ups. **brettdavis.com.au/shop**

DAY 5 · FOLLOW UP AND PLAN

THE SALE IS IN THE FOLLOW-UP.

Most sales happen on the follow-up nobody sends. Here's a simple rhythm.

AI practice: ask your AI tool to draft a Day 7 follow-up to someone who went quiet, casual and under 40 words. Then make it yours.

WHEN	WHAT TO SEND
Day 1	Thanks, plus the one thing you promised them
Day 3	Something useful. A tip, a story, a customer win
Day 7	A question: "Did you get a chance to look?"
Day 14	Close the loop: "Should I keep you posted, or leave it for now?"

FIVE FOLLOW-UPS, SENT TODAY

#	NAME	WHAT I SENT
1		
2		
3		
4		
5		

MY NEXT 30 DAYS: DAILY NUMBERS

EVERY DAY I WILL	HOW MANY
Start real conversations	
Send follow-ups	
Make offers	

From **Go Time** and **The Modern Network Marketer Blueprint**. brettdavis.com.au/shop

YOUR SCOREBOARD

FIVE DAYS OF DOING IT.

Fill it in every night. Small numbers are fine. Zeros are the only problem.

	DAY 1	DAY 2	DAY 3	DAY 4	DAY 5	TOTAL
Conversations started						
Posts with a comment word						
Offers made						
Follow-ups sent						
Sales or sign-ups						

My biggest win this week:

The thing I'll keep doing every day:

WHAT'S NEXT

THAT'S THE SYSTEM. KEEP GOING.

Every day in this system is one page from one of my kits. If a day hit hard, that kit is your next step. If you want to do it with me, come live.

DO IT WITH ME, LIVE

Free

The Selling Sprint, live on Zoom. The same five days, with me there while you do the work, and a room of people doing it with you. Next dates at brettdavis.com.au/sprint

THE COMPLETE COLLECTION

$247

All four kits this workbook came from. The Sales Conversation Kit, The Modern Network Marketer Blueprint, Go Time and The Conversion Workshop Blueprint. 131 pages, 100+ scripts and 50+ worksheets. Instant download.

ONE KIT

from $47

Best if one day hit hardest. Pick the kit that day came from. Just starting out? Begin with Launch Before It Lands.

THE ACADEMY MEMBERSHIP

Pre-list

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Prices in AUD, GST included. **brettdavis.com.au/shop**

Now go and do it. Brett