

THE SELLING SPRINT.

THE WORKBOOK

Five days. Learn it, then do it on the call.

5 LIVE SESSIONS ON ZOOM · 5 WORKSHEETS · 1 SCOREBOARD

START HERE

THIS ISN'T A WORKSHOP YOU WATCH.

Most people don't need more training. They need to do the thing. So every session runs the same way, and you do the work while I'm there.

TIME	WHAT HAPPENS
10 min	I teach one thing. Just one.
30 min	You do it, live. Cameras on. You write it, send it or post it on the call.
15 min	Share and fix. A few people read theirs out and we tighten it together.
5 min	Tonight's action. One thing before bed, then post your proof in the group.

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

YOUR AI SALES COACH

You get 30 days of **Duply** free. It's an AI coach you practise with: it plays the friend who says "I'll think about it", checks your story and helps you draft follow-ups. **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.

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		

BEFORE TOMORROW'S SESSION

Post your three numbers in the group. Yes, even if they're embarrassing. Especially then.

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

From **Go Time: The 5-Day Team Builder**. The full kit has 20+ worksheets, including your 12-month vision and 90-day plan. 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]."

My comment word, and what I'll send people who use it:

BEFORE TOMORROW'S SESSION

Post it before the call ends. Drop the link in the group.

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

From **The Modern Network Marketer Blueprint**. 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:

My 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	

BEFORE TOMORROW'S SESSION

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

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

From **The Conversion Workshop Blueprint**. 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 in Duply, live on the call: Duply plays a friend who hears your offer, says "I'll think about it", then "it's too expensive". It pushes back twice, then tells you what you did well and one thing to fix. Do it until it feels normal.

BEFORE TOMORROW'S SESSION

Make one real offer. Post "offer made" in the group. The result doesn't matter. The ask does.

From **The Sales Conversation Kit**. 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 Duply 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 ON THE CALL

#	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. Post your totals in the group on Day 5.

	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

YOU USED ONE PAGE OF EACH KIT.

This week you used one worksheet from each of my four kits, and an AI coach to practise with. Here's how to keep going.

KEEP PRACTISING WITH DUPLY

Free

Your 30 days start now. Use it every day to practise conversations, objections and follow-ups. askduply.com

THE COMPLETE COLLECTION

$247

Everything you used this week, all of it. 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 $79

Best if one day hit hardest. Pick the kit that day came from.

THE ACADEMY MEMBERSHIP

Pre-list

Best if you want me in your corner every month. Two live calls a month with me, your real conversations reviewed before you send them, a private group of network marketers doing the same work, and every kit included. Opening January. Founding price for the pre-list.

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

Now go and do it. Brett