FREE STARTER GUIDE

# The $8K–$15K/Month Job **Nobody Told You Exists.**

REMOTE HIGH-TICKET SALES

How to become a remote high-ticket closer and get paid to take sales calls from anywhere, even with zero sales experience.

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WHY I CHOSE HIGH-TICKET SALES

# I walked away from a **$100K job at 27.**

I was in car sales, making good money, and I wanted a life with more freedom.

I traveled the world and burned through nearly all my savings. Then I met a first-year closer who earned $40,000 for two months of work, and I realized I could keep traveling and make more than I ever did selling cars. That was the moment I knew I'd do everything in my power to learn high-ticket sales.

| $14M+ | $2M+ | 15+ yrs |
| --- | --- | --- |
| LIFETIME CASH COLLECTED | IN HIGH-TICKET | IN SALES |

Today it's the skill that pays for the life I live: my own hours, my own location, and an income that grows with my skill. And I train closers who get placed and paid.

Most people have never heard this job exists. This guide is everything I wish someone had handed me on day one: what the job is, what it pays, where the roles are, and how to get your first one.

01 · THE JOB

## What the job **is.**

**Real businesses with real customers book sales calls every day. Somebody has to take those calls. That's you.**

You don't run the ads, you don't do the marketing, you don't recruit anyone. You get on a call with a real person, on behalf of a real offer, and you help them decide on an expensive program or service, usually a few thousand dollars and up. That's why it's called high-ticket.

NO COLD CALLING | NO DEGREE | NO EXPERIENCE NEEDED

There are two kinds of buyers:

BUSINESS TO CONSUMER

## B2C

A person is investing in themselves: their body, their money, a new skill. Almost everyone starts here.

BUSINESS TO BUSINESS

## B2B

A business owner is investing in growth. The call is about numbers and return on investment, and deals are bigger.

### IS THIS AN MLM?

No. And I can say that with confidence, because I did MLM years ago. This isn't it.

There's no recruiting, no team under you, nothing to buy to get started. A business that already has customers pays you a commission on the sales you close. If a "closer role" asks you to recruit people or pay to join, walk away. That's not this job.

02 · THE PAY

# How you **get paid.**

**Most closer roles are commission only: usually 10% to 20% of every sale, with no cap.**

A base salary is the exception, not the rule, and when there is one, it's small.

One term worth knowing early is **cash collected**. Most offers pay you on money actually received, so when a client is on a payment plan, you get paid in pieces as they pay.

| FIRST MONTH on a decent offer | AVERAGE CLOSER per month | TOP CLOSERS a strong month, big offers |
|---|---|---|
| $2K to $8K | $8K to $15K | **$50K+** |

Typical ranges, not promises. Results depend on the offer, your skill and the work you put in. All figures in USD.

The high end is real. Closers on big-ticket offers do hit $50K months. It takes a strong offer, a full calendar and a high close rate, and most people build up to it over time.

**HOW THE NUMBERS ACTUALLY WORK**

Say you take 4 calls a day for 20 days. That's 80 calls, at $500 a sale.

| 10% close rate | 20% close rate |
| --- | --- |
| **8 sales = $4,000** | **16 sales = $8,000** |

Same calendar, double the pay. That gap is the skill.

**Already know you want this?** BOOK A CALL

03 · WHY REMOTE CLOSING

# A high-income skill that pays **from anywhere on earth.**

### 01 Work from anywhere on earth

A laptop, a headset and a quiet room. Your office can be your living room or the other side of the world.

### 02 Give yourself a raise

You're paid on commission, so every bit of skill you build shows up in your next paycheque. No waiting a year for a small raise someone else decides. Get better, and you get paid more.

### 03 No cold calling

In most sales careers, you spend your first year dialing cold lists and booking meetings for someone else to close. Here, people who already asked for help book time with you, and you're closing from your first week. You start on the part that pays.

### 04 No degree. No experience needed.

Offers don't care about degrees or resumes. They care whether you can run a sales call, and that's a framework you learn and practise before your first call.

04 · BUSINESS TO CONSUMER

# What you could sell: B2C.

B2C covers almost anything a person will invest in to change their life.

- **Fitness and body transformation**
  Online coaching and nutrition programs
- **Health, wellness and longevity**
  Lifestyle, habit and longevity coaching
- **Trading and investing**
  Trading mentorships, bootcamps and 1:1 coaching
- **Real estate investing**
  Programs for new and growing investors
- **Online business**
  YouTube automation, ecom and "start your own business" programs
- **Personal brand and authority**
  Coaching for coaches, speakers and founders
- **Relationships, dating and life coaching**
  Programs for people who want to improve their relationships and life
- **Skills and online courses**
  Sales, tech and creator courses, sometimes closed over DM

### WHAT THESE OFFERS COST

Most B2C offers sell for anywhere from about $1,500 to $15,000, and some go well past that. What you earn depends on the offer, your close rate and how many calls you take.

### WHERE MOST PEOPLE START

Fitness and skills-based offers. More calls, faster reps, simpler offers. The bigger offers usually want some closing history first.

Early on, take the best role you can get. Once you have experience, you can get picky about niches.

05 · BUSINESS TO BUSINESS

# What you could sell: B2B.

B2B means selling to business owners who are spending money to make money. The calls are about numbers and return on investment. Deals range from monthly retainers to contracts worth tens of thousands of dollars.

**Software (SaaS)**

Software and service contracts, usually over a few calls

- **Marketing agency services**
  SEO, ads, social media and lead generation on monthly retainers
- **Coaching and consulting for owners**
  Programs that help agencies, coaches and gyms scale
- **AI and automation**
  AI tools, CRM setups and automation retainers
- **E-commerce consulting**
  Growth help for online and Amazon brands

> **GOOD TO KNOW**
>
> B2B usually isn't your first role. Many roles pay **recurring commission**: you earn again every month a client stays.

06 · POSITIONS

# The **roles.**

This guide is about closing, and that's the goal. You'll also see setter roles out there, so here's how they fit.

### Closer

Take booked calls and close the sale. Paid commission on each sale.

### Hybrid closer-setter

An introductory role on some offers: you book and close your own calls before they put you on warm leads.

### Setter-to-closer track

Start by setting on an offer, then move to closing once you prove yourself.

### Phone setter

Short calls that qualify people and book them with a closer.

### DM setter

Message people on Instagram and similar platforms and book calls.

Setting is a different job and usually pays less than closing. It can be a way in if you're not ready to close yet, but it isn't required.

If you take a setter-to-closer role, moving up is usually the sales manager's call. When you sign, ask exactly which numbers you need to hit to move to closing, and get them in writing.

Part-time closer roles exist, but they're uncommon and rarely pay the most. Those offers usually don't have enough leads to fill your calendar.

Picking the role matters as much as the skill. A great closer on a bad offer still earns nothing. When I work with someone, we pick the role together, and I help them get placed in it.

**BEFORE YOU TAKE ANY ROLE, ASK THREE QUESTIONS**

1. Where do your leads come from?
2. How many calls a week will I get?
3. What do your current closers actually average?

**GETTING PLACED**

The best closer roles rarely get posted. Offers fill them through people they trust, because a weak closer burns leads that cost real money. The ones that are posted are hard to find: they live in Facebook groups, Skool communities and DMs, not on job boards.

That's why placement is built into how I train: when you're ready, I help you land the role.

07 · ON THE JOB

# Your first **90 days.**

What to expect when you start, and what offers expect from you.

- **Month one is for learning.**
  You're learning the offer, the script and the people you'll be talking to. Your close rate starts lower while you find your rhythm. Every closer goes through this, and on a decent offer that first month still usually pays $2K to $8K.

- **Income builds with reps.**
  Your pay tracks how many calls you get and how many you close. Many offers give more calls to the closers who perform, so it compounds.

- **Early cheques can look smaller than your sales.**
  Payment plans mean money lands over time, not all at once.

- **What offers look for.**
  Clear communication and coachability matter more than a resume. Expect to record a short video application, be available during US hours, work from a quiet space with solid internet, follow a script and keep clean notes.

**What you get in return.**

Good offers give you warm leads, the script, training and regular coaching.

**HOW MY STUDENTS DO IT**

Their first 90 days run on a plan: learn the call, run it until it holds up under pressure, then get placed and paid.

08 · THE SKILL

# You don't have to be a **natural salesperson.**

The best closers aren't pushy talkers. They ask good questions, listen closely, and help the person see their own reasons to move forward.

**PEOPLE I'VE TRAINED**

**Charles**

Placed on a high-ticket offer and ran consistent $20K months

**Mike**

Was a VP at a contracting company. Zero to paid closer in weeks, with a $5K month inside his first 90 days

**Ally**

Trained, placed, and paid. Now runs the framework on her own offer. She's also my partner.

Own a business? Two of these three came from running or managing one. Some of my students close for an offer. Some close their own calls.

**THE GOOD NEWS**

Closing isn't about convincing people to do things. It's about understanding the person in front of you, helping them see the problem clearly, and showing them a solution that fits.

**HERE'S WHAT A HIGH-TICKET CALL ACTUALLY LOOKS LIKE.**

1. **Intro and frame.** Under three minutes. You set where the call is going.
2. **Upfront agreement.** Why they booked, and whether they have the time and commitment.
3. **Goals and pain.** The longest part. You go past the surface goal to what it's really costing them.
4. **What they've tried.** And why it didn't work.
5. **Cost of doing nothing.** What the next few years look like if nothing changes. In their words, not yours.
6. **Why now.** The moment they decided enough was enough.

7. **Recap.** You read their words back so they know you heard them.
8. **Pitch and price.** The offer, piece by piece, tied to what they told you. Then the number.
9. **Objections and close.** Find the real reason behind the "let me think about it."
10. **First step.** They leave with something to do today.

That's the map. Knowing it and running it live, with a real person pushing back, are two different skills. That gap is where the reps come in.

09 · THE CHECK

# Could you close this call **tomorrow?**

Six questions. Answer them honestly. Nobody's watching.

1. Could you run 45 minutes with a stranger and keep control of where the call goes?
2. When someone says "I need to think about it," do you know what they actually mean, and what to ask next?
3. Could you hear "I can't afford it" without dropping your price or your tone?

4. If an offer handed you a live role play in the interview, would you pass it?
5. Do you know where the closer roles that never get posted actually are?
6. Before you sign with an offer, could you tell whether it will actually fill your calendar and pay you?

## Count your no's.

**Zero or one:** you're ready to interview. Book a call and let's get you placed.

**Two or three:** you're close. What's missing is reps and someone honest listening to them.

**Four or more:** that's where everyone starts. Every one of these is learnable. None of them get learned by reading.

**BOOK YOUR 90-DAY CLOSER ROADMAP CALL**

WHERE TO GO FROM HERE

# Your next **step.**

You've got the lay of the land now. From here, the thing that moves you forward fastest is building the skill itself.

Every offer, niche and pay range in this guide comes back to one question: can you run a great sales call? The good news is that it's a skill, and skills can be learned.

- **Learn the call structure**
- **Practise it out loud**
- **Get reps**
- **Get honest feedback**

Get good at the call, and every opportunity in this guide opens up. That's where it starts.

You've got the structure now. Practising it out loud you can do on your own. The last two are where most people stall: real reps and honest feedback are hard to get when nobody is listening to your calls.

THE CLOSER MENTORSHIP

## Those four steps are **exactly what I train.**

The Closer Mentorship is the 90-day path from where you are now to a paid closing role. You can start with as little as 2 hours a week, training alongside your current job until you're ready to close.

- A step-by-step curriculum, condensed to only what you need to close
- Live coaching, live call reviews, and real-time feedback
- Training calls with me, plus AI-simulated sales calls until you can close under pressure
- Help getting placed into your first high-ticket closing role

If you've paid someone online before and got nothing for it, I get why you'd be careful. So here's how I run it. Do the work. Finish the curriculum, show up to the role plays, submit your reps, and I don't stop coaching you until you're placed.

This isn't for you if you need a salary, if you can't find a few hours a week, or if you want the money without the reps. It is for you if you're good with people and nobody has ever paid you properly for it.

It starts with a 90-Day Closer Roadmap Call. We'll look at where you are now, what you want to earn, and what it takes to get you into your first role. If I can't help you, I'll tell you.

**BOOK A CALL**

The skill takes reps, and reps take weeks. The sooner you start, the sooner you're ready to interview.

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BOOK YOUR CALL