

How to Turn Strangers Into “Yes-People” Who Give You Money



“They don’t buy the promise.
They pay you to keep the result.”

– Bill McIntosh
Founder, Buildy.ai

Table of Contents

1. The Core Idea (In One Sentence)
2. Why This Guide Exists
3. Why Selling Creates Resistance (Even When People Want to Buy)
4. The Counter-Intuitive Solution: Don't Sell at All
5. Who This Works For (And Why That's a Good Thing)
6. Solve the Problem First — Then Get Paid
7. The Door-Opening Line That Changes Everything
8. The Flip: Why This Changes the Entire Decision
9. Let Them Say “Yes” Out Loud First (Before Money Ever Comes Up)
10. Be Willing to Walk Away (The Secret Multiplier)
11. The Core Framework (3 Steps) + Visual Summary
12. STEP 1 — Spot the Gap (Right Person)
13. STEP 2 — Create a Visible Win (Small Real Win)
14. The Universal Rule (If It Can't Be Taken Away...)
15. Examples of Small Real Wins (All Formats Included)
16. This Is Not Limited to Agency Work
17. This Is NOT Limited to One-to-One Selling
18. STEP 3 — Let “Keep It” Be the Decision (Keep It or Lose It)
19. Exact Phrasing (Where Most People Mess It Up)
20. Where This Does NOT Work (And Why That's Important)
21. Final Anchor Lines
22. Next Steps: Deployment Options
23. One-Page Summary (Reference Page)

The Core Idea Behind This Guide

They don't buy the promise. They pay you to keep the result.

Most selling asks someone to pay for an outcome that doesn't exist yet. Even if your offer is strong, the prospect has to cross a belief gap.

This framework closes that gap by changing what gets purchased. You stop selling “trust me,” and start letting people experience real value first.

By the end of this guide, you'll know how to create a small, real result in advance—then make payment the act of keeping it.

Why This Guide Exists

Most people struggle to make money not because they lack skill, intelligence, or effort—but because they're trying to get paid in a way that fights human psychology.

They lead with explanations. They lead with promises. They lead with persuasion. They lead with “trust me.” And without realizing it, they trigger resistance.

This guide exists to show you a different way to get paid—one where you don't convince, don't chase, and don't argue with objections.

Instead, you change the decision itself.

Why Selling Creates Resistance (Even When People Want to Buy)

The moment you “sell” someone—the moment you push, persuade, or try to get them to “buy”—you trigger resistance.

This resistance is not logical. It's subconscious. Automatic.

Even when someone wants what you're offering, the act of selling often turns them into someone who suddenly has:

- Objections

- Doubts
- Questions
- Hesitation

Selling can take a willing buyer and turn them into a problem.

People slow down and get cautious because the “sales moment” feels like risk. That’s why more persuasion rarely fixes it—it often intensifies it.



The Counter-Intuitive Solution: Don't Sell at All

One way to overcome this resistance is simple:

You stop selling.

No arm twisting. No impressing. No convincing. No trying to talk someone into giving you money.

Instead, you flip the process completely.

You stop asking people to imagine value—and you let them experience value first.

Who This Works For (And Why That's a Good Thing)

This approach only works when one condition is true:

The prospect already has a real need.

You start by finding prospects who already have:

- A real problem
- A true need
- A burning desire for a solution

You don't create desire. You recognize it.

If there's no real need, stop here. Without real need, there is no real loss. And without loss, "no" is easy.

This is a feature, not a flaw. It automatically filters out the wrong people.

Solve the Problem First — Then Get Paid

Once you've found the right person, you do one of two things:

1. You clearly solve part of the problem in advance and show them what you did, **or**
2. You show them a simple demonstration that applies the solution directly to their situation.

The key is that the result is:

- Real
- Visible
- Easy to understand
- Clearly relevant to them

This does not have to be complex. In fact, the simpler it is, the better it works.

This does not mean giving everything away. It means creating a **partial but genuine improvement** before money enters the conversation.

The Door-Opening Line That Changes Everything

Instead of saying: “Let me explain what I can do for you...”

You say:

“I saw that you need X. So I went ahead and created it for you. Can I show you?”

Or:

“I noticed you’re dealing with X. I went ahead and put something together that might help. Want to see it?”

When communicated in a helpful, calm, non-salesy tone, this breaks down doors because now:

- You’re not pitching
- You’re not asking for trust
- You’re offering help

The Flip: Why This Changes the Entire Decision

Once you show the result, something important happens.

You’ve flipped the sales process on its head.

Instead of you trying to convince them to pay you, you’ve already given them benefits in advance.

Now, if you walk away, they lose those benefits.

If you've chosen the right prospect—someone who truly needs the solution—that loss doesn't feel neutral. It feels painful.

They're no longer deciding whether to buy. They're deciding whether to lose something that's already helping them.

Let Them Say “Yes” Out Loud First (Before Money Ever Comes Up)

Before money ever comes up, let them confirm the value.

Ask simple questions like:

- “Is this helpful?”
- “Would this save you time?”
- “Is this something you'd want to keep?”
- “Is this something you'd want to keep using?”

Once they say yes, something psychological happens: **consistency kicks in.**

Saying no later would contradict their own words. The discomfort is internal, not imposed by you.

You didn't corner them. You didn't pressure them. They convinced themselves.

Be Willing to Walk Away (The Secret Multiplier)

Here's the paradox most people miss:

The only way “no” feels costly is if you're genuinely okay with it.

When you're willing to walk away:

- You don't chase
- You don't convince
- You don't negotiate value

- You don't justify price

The prospect senses: "This isn't being pushed. This is just how it works."

That's what makes the loss real. If you weren't willing to walk, the value wouldn't feel solid.

This is how you make saying no feel expensive—without pressure.

The Core Framework (3 Steps) + Visual Summary

This entire approach can be reduced to three steps:

Step 1 — Right Person Step 2 — Small Real Win Step 3 — Keep It or Lose It

"If you get these three in order, selling disappears."



STEP 1 — Spot the Gap (Right Person)

Find someone who already needs the thing you can help with.

You don't create desire. You recognize existing pain.

If there's no real need, stop here. This only works when the problem already matters to them.

Practical ways to “spot the gap”:

- Missed calls or missed leads
- Slow follow-up
- Wasted ad spend
- Underperforming messaging (weak hook, unclear offer)
- Broken funnel steps (drop-offs, abandonment)
- Manual admin overload (scheduling, reminders, basic follow-ups)
- Unused CRM leads (uncontacted opportunities)
- Compliance gaps or avoidable risk
- Content that consistently underperforms

STEP 2 — Create a Visible Win (Small Real Win)

You build a small, real piece of the solution before asking for anything.

This win must be:

- Specific to them
- Easy to understand
- Immediately useful
- Not a promise. Not a mockup. A real improvement.

Rule for every example below:

- It works before payment

- It produces a real, visible result
- It gives a partial win — not the full solution
- Saying no means losing access or momentum

The Universal Rule (If It Can't Be Taken Away...)

If your demo can't be taken away... no is still free.

If the prospect can say no and still keep the benefit, there's no real cost to declining. That makes "no" painless—and common.

This is why your "small real win" must be structured so it creates real benefit, but continued benefit requires your involvement, access, activation, or ongoing operation.

"Step two is never about impressing them. It's about giving them something real... that they now have to choose to keep or lose."



Examples of Small Real Wins (All Formats Included)

1) “I Already Did It” Personalized Demos (Purest Form)

Examples:

- “I saw you needed a website, so I built you one”
- “I mocked this up for your business”
- “I ran this test on your site”
- “I built this version using your data”

Why it works:

- Effort already invested
 - Personal relevance
 - Respectful confidence
-

2) Voice Agents That Catch Missed Opportunities

Examples:

- AI voice agent answers missed calls
- Agent qualifies leads after hours
- Agent books appointments automatically

Visible win:

- They hear a real call
- They see captured leads they would’ve missed

Loss if you walk:

- Phones go back to silence
- Leads go back to disappearing

“No” now costs real money — not feelings.

3) Website Chat Agents That Recover Lost Leads

Examples:

- Chat widgets that capture emails
- Automated follow-ups after form fills
- Exit-intent messages with real offers

Visible win:

- One captured lead
- One recovered conversation

Paywall moment:

- “If you want this running full-time, that’s when I come in.”
-

4) Automations That Save Time Immediately

Examples:

- Auto email responses
- Auto scheduling
- Auto reminders

Visible win:

- One task removed from their plate

Loss:

- Going back to manual work
- Feeling the inefficiency again

Time loss is emotional.

5) “Vibe-Coded” Mini Tools

Examples:

- Simple calculators that estimate savings, revenue, or time saved

- Mini dashboards showing one live metric
- Prototype tools that work for a single use case

Why this hurts to say no:

- They already used it
- It already helped
- Full access feels like the obvious next step

Paywall moment:

- “This version shows you the snapshot. The full version gives you ongoing access.”
-

6) Quizzes or Assessments With Sneak-Peek Results

Examples:

- “How much money are you leaving on the table?” quiz
- “What’s broken in your funnel?” assessment
- “What type of business are you actually running?” diagnostic

Visible win:

- Personalized score
- Clear problem identified
- Partial recommendation

Loss if they say no:

- They know something is wrong
- But can’t see how to fix it fully

Paywall moment:

- “Want the full breakdown and action plan?”
-

7) Search Tools With Partial Results (Elite Mechanism)

Examples:

- Searching government grants
- Searching unclaimed money
- Searching business opportunities
- Searching compliance gaps or risks

Visible win:

- “Yes, you qualify”
- “There’s money here”
- “There’s a problem here”

Walking away means leaving value unclaimed.

8) One-Page “Done For You” Fixes

Examples:

- Rewrite a homepage headline
- Fix one broken email
- Improve one ad or hook
- Clean up one offer description

Visible win:

- Instant before-and-after comparison

Loss:

- Going back to the worse version
 - Knowing something better existed
-

9) Data Pulls or Audits With a Cliffhanger

Examples:

- SEO audits showing ranking gaps
- Ad accounts showing wasted spend
- CRMs showing uncontacted leads

Visible win:

- Clear insight
- “Oh wow” moment

Paywall moment:

- “Want the full report and fix?”
-

10) Content Previews That Outperform Old Content

Examples:

- Rewrite one post
- Edit one video hook
- Create one high-engagement caption

Visible win:

- Better clarity
- Better engagement
- Better confidence

Loss:

- Returning to guessing
- Knowing better exists

Why This Works Especially Well for Agencies

(And Why Buildy.ai Partners Have an Unfair Advantage)

This method works in a lot of situations.

But it works *especially* well for agencies.

Here's why.

Agencies don't really sell ideas.

They sell outcomes.

Most agencies struggle because they spend too much time explaining what they *could* do instead of showing what they already *did*.

They talk about better websites.

More leads.

Automation.

AI.

Efficiency.

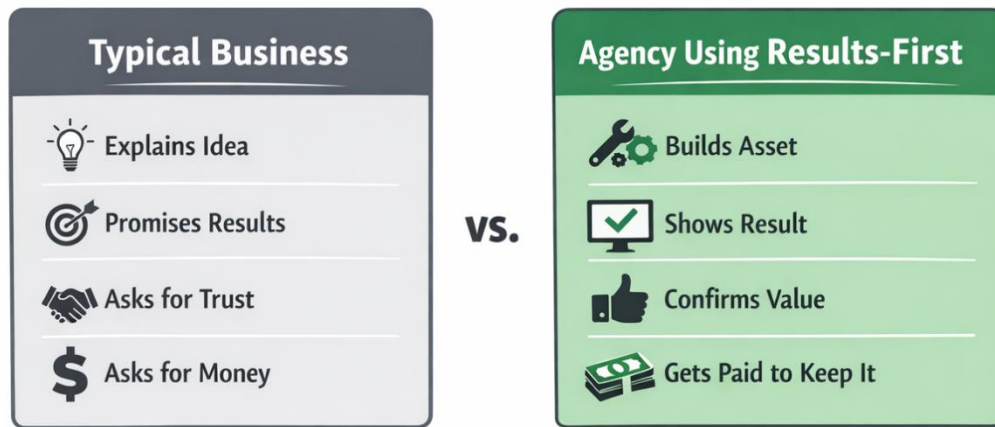
All of that sounds good.

But it still forces the prospect to imagine the result.

And imagination is where resistance lives.

This method removes imagination from the process.

Agencies Can Show, Not Tell



If you run an agency, you already have a big advantage.

You can build things.

Real things.

Websites.

Pages.

Funnels.

Automations.

Voice agents.

Tools.

That means you don't have to sell concepts.

You can show assets.

Instead of saying,

“Here's what we could build for you,”

you can say,
“Here’s what we already built.”
That one shift changes everything.

Websites Are One of the Easiest Wins

Websites are a perfect example of this.

They are visual.

They are obvious.

And they are easy to compare.

Most agencies think they need to sell a full website project before they can show anything.

That’s not true.

You don’t need the whole thing live.

You don’t need weeks of work.

You just need something that’s clearly better than what they have now.

That could be:

- A cleaner homepage
- Better messaging
- A clearer offer
- A page that actually captures leads

Once someone sees their business presented better than it is today, it’s hard to unsee it.

Going back to the old version feels wrong.

That’s when “no” starts to feel uncomfortable.

The Buildy.ai Partner Advantage: Full Websites, Built Fast

This is where Buildy.ai agency partners really stand out.

With Buildy.ai, you're not limited to mockups or half-finished previews.

You can build entire websites in advance.

Not days later.

Not weeks later.

In minutes.

You can also create example landing pages and funnels just as easily. But the important part is this:

You are not teasing what could exist.

You are showing something that already exists.

A real site.

With their branding.

Their message.

Their offer.

In many cases, the prospect is looking at a finished version of what they need before money ever comes up.

At that point, you're not selling a website.

You're asking if they want to keep the one that's already there.

Landing Pages and Funnels Make the Win Even Clearer

Landing pages and funnels work for a slightly different reason.

They're focused.

They show one outcome.

One action.

One improvement.

You're not overwhelming anyone.

You're saying, "Here's one thing we fixed."

Maybe it's a page that explains the offer better.

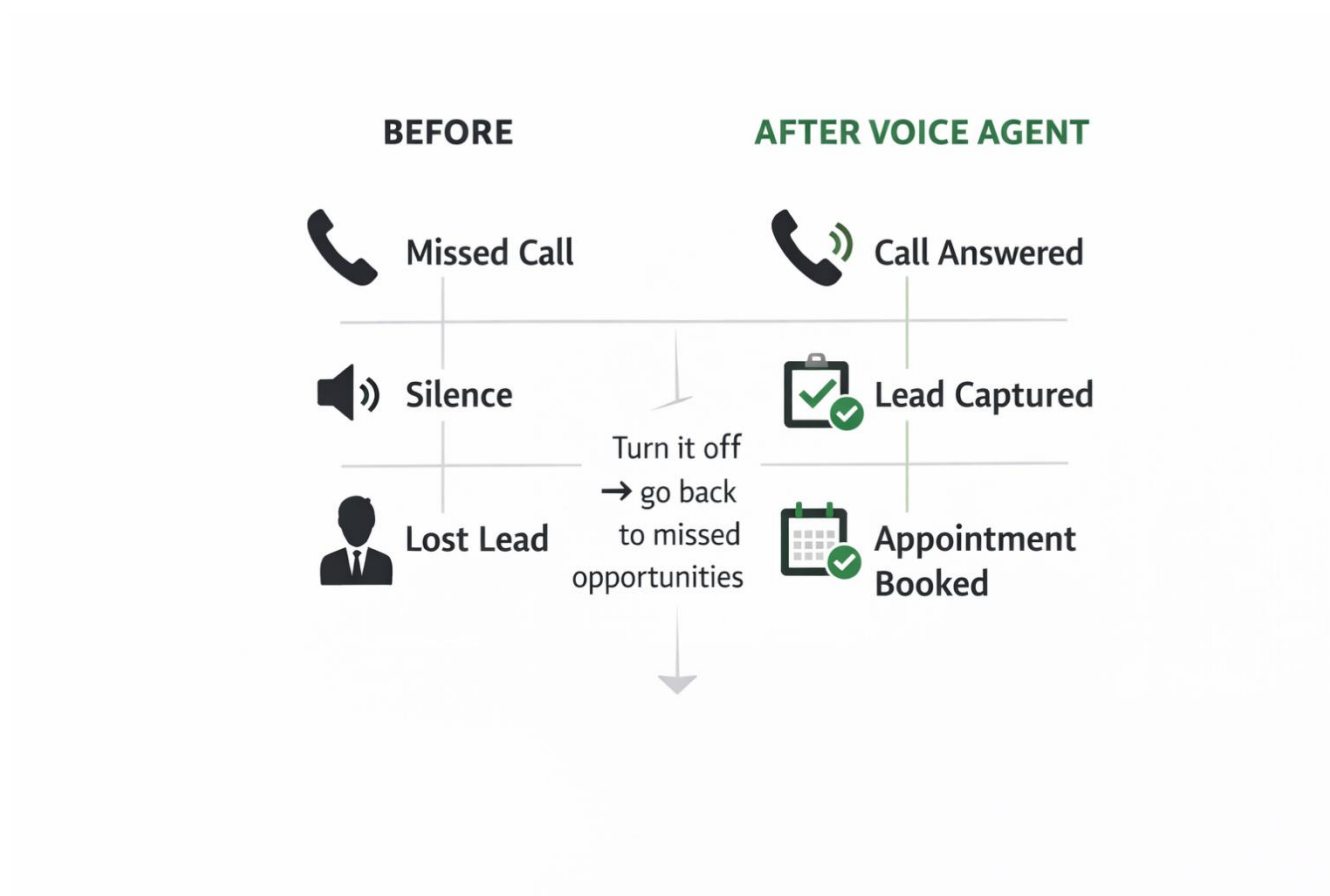
Maybe it's a funnel that removes confusion.

Maybe it's a page that finally converts traffic.

The value is obvious.

You don't have to explain it.

Voice Agents Make the Loss Impossible to Ignore



Voice agents are different.

They don't just show value.

They perform it.

When you set one up:

- Missed calls get answered
- Leads get captured after hours
- Appointments get booked automatically

You don't need a pitch.

You can just let them hear it.

When someone listens to a real call that would have been missed, the decision changes instantly.

Saying no means going back to silence.

That's not a theoretical loss.

It's a real one.

Tools Create Instant Ownership

Tools and mini-apps take this even further.

When someone interacts with a tool built for their business, something subtle happens.

They stop evaluating it like a product.

It starts to feel like it's already theirs.

Even limited access creates attachment.

Attachment creates reluctance to let go.

Payment starts to feel like continuation, not purchase.

That's why tools work so well with this approach.

Why Buildy.ai Makes This Easier Than Almost Anything Else

This method depends on speed.

The faster you can create something real, the faster selling disappears.

Buildy.ai makes it easier for agency partners to:

- Build quickly
- Test ideas fast

- Show real assets early
- Avoid long sales cycles

This isn't about features.

It's about timing.

When you can create results in hours instead of weeks, the entire conversation shifts.

Language Agencies Can Use That Doesn't Sound Like Selling

This approach also changes how agencies talk.

You don't need scripts.

You can say things like:

- "We already built a version of this for you."
- "We turned this on so you could see it working."
- "We captured a few leads you would have missed."
- "We set this up so you could evaluate it."
- "If you want to keep this live, we can continue."

None of that sounds like a pitch.

It sounds calm.

It sounds confident.

Why This Shortens Sales Cycles

Most agencies don't struggle because they're bad at selling.

They struggle because they sell too early.

This approach:

- Reduces objections
- Shortens conversations

- Cuts down explanation
- Speeds up decisions

When the result comes first, the sale becomes a formality.

The Bottom Line for Agencies

This method doesn't require agencies to become better closers.

It asks them to do what they already do best.

Build things that work.

When the result exists first, trust follows naturally.

That's why this method is so effective for agencies.

And it's why agencies that can move fast have a serious edge.

That Being Said... This Is Not Limited to Agency Work

This approach applies to many situations. It is not confined to agency services.

The mechanism is universal: create a partial real win first, then charge for continuation, completion, ongoing access, or ongoing operation.

If the need is real and the win is tangible, the format can be service, software, content, automation, tools, or products.

This Is NOT Limited to One-to-One Selling

This approach is not about in-person sales. It is not about phone calls.

It's a decision architecture—and it works anywhere a decision is made.

You can apply this method to:

- Websites
- Sales funnels
- Online search tools

- Email sequences
- Chat widgets
- SMS messages
- Free tools with paid unlocks
- Software trials
- Lead magnets
- Automated demos

Any environment where someone can:

- Experience value first
- Then decide whether to keep it

The medium doesn't matter. The sequence does.

STEP 3 — Let “Keep It” Be the Decision (Keep It or Lose It)

You don't ask them to buy.

You let them decide whether to keep what is already working.

Buying feels optional. Keeping feels protective.

That is the moment no stops being free.

Exact Phrasing (Where Most People Mess It Up)

The Open (Zero Pressure)

“I noticed you're dealing with X. I went ahead and put something together that might help. Want to see it?”

Why it works:

- Helpful tone

- Permission-based
- No pitch energy

The Show

Show the thing working. Then stop talking. Let them react.

The Value Check

Ask one question:

- “Is this useful?”
- “Would this save you time?”
- “Is this something you’d want to keep?”
- “Is this something you’d want to keep using?”

If they say yes—they’ve already sold themselves.

The Keep-It Line

“Cool. If you want me to keep this in place and build it out fully, that’s when I get involved.”

That’s it. No price dump. No justification. No feature list.

Where This Does NOT Work (And Why That’s Important)

It does NOT work when:

- There’s no real pain
- The demo is too abstract
- You can’t actually walk away
- You overshoot the demo
- You pick the wrong prospect

This only works when: **The need is real and the win is tangible.**

Why the **Sale** Doesn't Happen



Don't "Sell" – Make No Cost Them...

I don't make people say yes. I just make sure no isn't free anymore.

If you get these three in order, selling disappears.

They don't buy the promise. They pay you to keep the result.



WORKSHEETS + EXERCISES

Worksheet 1 — Step 1: Right Person Finder (Spot the Gap)

Goal: Identify prospects with existing pain and clear consequences.

A) Who are you targeting?

- Industry / niche: _____
- Company size / type: _____
- Decision-maker role/title: _____

B) What “gap” do they likely have? (Circle / mark all that apply)

- Missed calls / missed leads
- Slow follow-up
- Wasted ad spend
- Low website conversion
- Abandoned forms / carts
- Weak headline / unclear offer
- Uncontacted CRM leads
- Manual scheduling / reminders
- Compliance gaps / risk
- Underperforming content
- Other: _____

C) What is the consequence of that gap?

- Time lost per week: _____
- Money/leads lost per week: _____
- Stress/friction created: _____
- Reputation risk: _____

D) Proof signals (how you know this pain is real)

List visible indicators you can observe (site, listings, ads, reviews, job posts, social, etc.):

1. _____
2. _____
3. _____

E) Qualification quick test (answer Yes/No)

- Is the need real and already present? Yes / No
- Would a small improvement be immediately noticeable? Yes / No
- Can I produce a visible win in < _____ hours/days?
- Can I remove/turn off the win if they don't continue? Yes / No

Decision: Pursue / Do not pursue

Exercise 1 — The “Pain Without Persuasion” Practice

Write a 2–3 sentence description of the prospect's situation **without** hype, judgment, or selling.

- Observed situation (facts):

- Likely impact (consequence):

- The outcome they already want (not what you want to sell):

Worksheet 2 — Step 2: Small Real Win Builder (Design the Demo)

Goal: Define a partial result that is real, visible, and removable.

A) Choose your “Small Real Win” format

Select one:

1. Personalized “I already did it” demo
2. Voice agent catching missed opportunities
3. Website chat agent recovering lost leads
4. Automation saving time immediately
5. Mini tool / calculator / dashboard
6. Quiz / assessment with sneak-peek results
7. Search tool with partial results
8. One-page done-for-you fix
9. Data pull / audit with cliffhanger
10. Content preview that outperforms old content

Chosen format: _____

B) Define the win (one sentence)

“In (timeframe), I will create (visible result) for (their situation).”

C) What makes it visible?

What will they see/hear/measure?

- Visual proof: _____
- Metric or outcome: _____
- Before/after comparison: _____

D) What makes it partial (not the full solution)?

What part are you intentionally NOT delivering yet?

E) What makes it removable?

How can the win be turned off/removed if you walk away?

- Access removed by: _____
- Automation disabled by: _____
- Trial ends by: _____
- Ownership stays with you until paid? (if applicable): _____

F) “Paywall moment” sentence (write it cleanly)

Examples to model:

- “If you want this running full-time, that’s when I come in.”
- “This version shows you the snapshot. The full version gives you ongoing access.”
- “Want the full report and fix?”

Your paywall moment:

Exercise 2 — The “Make It Simpler” Pass (Essential for Step 2)

Take your planned win and simplify it twice.

Pass 1: Remove features (keep only the core proof)

Original win: _____

Simplified win: _____

Pass 2: Make it easier to understand (10-second explanation)

10-second explanation:

Check: Could a non-expert understand what changed in 10 seconds? Yes / No

Worksheet 3 — Step 2 Integrity Checklist (Prevent Overshooting)

Mark each item Yes/No.

- The result is real (not hypothetical). Yes / No
- The result is visible (not abstract). Yes / No
- The result is specific to them (not generic). Yes / No
- The win is partial (not the full solution). Yes / No
- The win is removable (no stays non-free). Yes / No
- I can deliver it without resentment or overwork. Yes / No
- I can calmly walk away if they decline. Yes / No

If any “No,” revise the win before proceeding.

Worksheet 4 — Step 3: Keep It or Lose It (Decision Architecture)

Goal: Make “keeping” the natural next step.

A) What exactly are they “keeping”?

List the continuing benefit(s):

1. _____
2. _____
3. _____

B) What happens if it stops?

List the loss in concrete terms:

- Leads stop: _____

- Time returns: _____
- Money leakage returns: _____
- Risk returns: _____

C) Keep-it line (verbatim structure, customized)

“Cool. If you want me to keep _____ in place and build it out fully, that’s when I get involved.”

Fill in the blank:

D) Value check question (choose one)

- “Is this helpful?”
- “Would this save you time?”
- “Is this something you’d want to keep?”
- “Is this something you’d want to keep using?”

Chosen question: _____

Exercise 3 — The Calm Delivery Drill (No Pitch Energy)

Write your full sequence as four short lines. Keep each line under 15 words.

1. Open (permission-based):

2. Show (what you will show in one sentence):

3. Value check (one question):

4. Keep-it line (one sentence):

Rule: No adjectives. No hype. No convincing.

CHANNEL TRANSLATION WORKSHEETS (Not One-to-One Only)

Worksheet 5 — Website / Funnel Version (Same Sequence, Automated)

Goal: Translate the 3 steps into a page flow.

A) Right Person (who the page is for)

- Target visitor: _____
- Their pain/gap: _____

B) Small Real Win (what they experience immediately)

Choose one:

- Free preview/tool output
- Partial search results
- Quiz score + partial recommendation
- Audit snippet + cliffhanger
- Demo video showing their specific scenario
- Mini calculator result
- One recovered lead example / captured inquiry example

Immediate win: _____

C) Keep It or Lose It (what happens next)

What “keeping” means online:

- Paid unlock
- Trial continuation
- Subscription
- Book call to keep it running
- Install/activation maintained only for customers

Keep mechanism: _____

D) Draft funnel steps (write your actual steps)

1. Landing: shows pain + offers permission to see win
 2. Win experience: _____
 3. Value check (built-in): “Would this save you time?” Yes/No
 4. Keep-it CTA: _____
-

Worksheet 6 — Email Sequence Version (Value First, Payment Second)

Goal: Use email to deliver/confirm the win before the offer.

Email 1 — Deliver the win (or partial output)

Subject: _____

Body (2–4 sentences):

Email 2 — Value check (get agreement)

Subject: _____

Question to ask: _____

Short body: _____

Email 3 — Keep-it line (continuation)

Subject: _____

Keep-it sentence:

Worksheet 7 — Chat / SMS Version (Short + Permission-Based)

Goal: Deliver the method in minimal words.

A) The Open (chat/SMS)

“I noticed _____. I put together _____. Want to see it?”

Fill in:

B) The Show (link or 1-sentence result)

C) The Value Check (one question)

D) The Keep-It Line (one sentence)

SWIPE FILE (Copy-and-Paste Prompts)

Opens (Permission-Based)

- “I noticed you’re dealing with X. I went ahead and put something together that might help. Want to see it?”
- “I saw that you need X. So I went ahead and created it for you. Can I show you?”
- “Quick question—are you still trying to solve X? I built a small fix that shows what’s possible. Want to see?”

Value Checks

- “Is this helpful?”
- “Would this save you time?”
- “Is this something you’d want to keep?”
- “Is this something you’d want to keep using?”

Keep-It Lines

- “Cool. If you want me to keep this in place and build it out fully, that’s when I get involved.”
- “If you want this running full-time, that’s when I come in.”

- “This version shows you the snapshot. The full version gives you ongoing access.”
 - “Want the full report and fix?”
 - “Want the full breakdown and action plan?”
-

IMPLEMENTATION CHECKLIST: The 3-Step Checklist

Step 1 — Right Person

- Prospect has a real need (existing pain)
- Pain has a consequence (time/money/leads/risk)
- I can create a visible win quickly
- I can walk away if needed

Step 2 — Small Real Win

- Result is real and visible
- Result is specific to them
- Result is immediately useful
- Result is partial (not full solution)
- Result is removable

Step 3 — Keep It or Lose It

- I asked a value check question before money
- They said yes out loud (or clicked yes / confirmed)
- I delivered the keep-it line calmly
- No pressure, no justification, no chasing

Final check: If the demo can't be taken away, no is still free.

TROUBLESHOOTING PROMPTS (Fix What's Not Working)

If they say “This is cool, but...”

- Did you choose the right person (real pain)?

- Is the win truly visible (not abstract)?
- Is it specific to them (not generic)?
- Did you talk too much after showing it?
- Is your demo removable (does “no” have a cost)?

If they ask for price too early

- Answer briefly, then return to the win: “Happy to share pricing. First—does this solve X for you?”

If they hesitate after saying it’s helpful

- Use the keep-it structure again (calmly): “Totally fair. If you want to keep this in place and build it out fully, that’s when I get involved.”

OPTIONAL WORKSHEET: Build Your Own “Small Real Win” Library

Create 3 versions so you always have a fit.

Win #1 (Fastest to produce)

Format: _____ Time to build: _____

Visible proof: _____

Removable by: _____

Win #2 (Highest perceived value)

Format: _____ Time to build: _____

Visible proof: _____

Removable by: _____

Win #3 (Best for websites/funnels)

Format: _____ Time to build: _____

Visible proof: _____

Removable by: _____