

The setter's product is a live transfer. The closer's product is the close.

Two forces make her pay on this call: **authority** and **commitment and consistency**. You plant the authority early and you collect her own yeses all the way down. The eight steps below are how.

The four golden rules, on every call: **1** Contacts are contracts. **2** Tell the truth. **3** Demand excellence. **4** Price versus terms: the price is a number; the terms are how she pays. We do what is comfortable for where she is right now.

Before your first call

You don't dial anymore. The Connector, LV's virtual assistant, calls every new lead within minutes of her opt-in, says the first thirty to sixty seconds, and keeps her chatting until you join. The Connector opens the call; you take it from hello. Speed to lead still matters: Mission Control still buzzes you on hot leads, and her card still shows her clock.

Your shift, every shift

1 Turn on calls

Headphones on, mic allowed in the browser.

2 ▶ Start dialing

The Connector starts calling leads for you.

3 Watch the bubble

Gray: dialing. Yellow: the assistant is talking with her. Green: she's ready. Tap **Join** within about 75 seconds.

4 Take the call

The assistant says your first name and drops off. From hello, it's yours: steps 2 to 7 below.

5 Log it

Notes and the call outcome on her card, before the next one.

6 I'm free

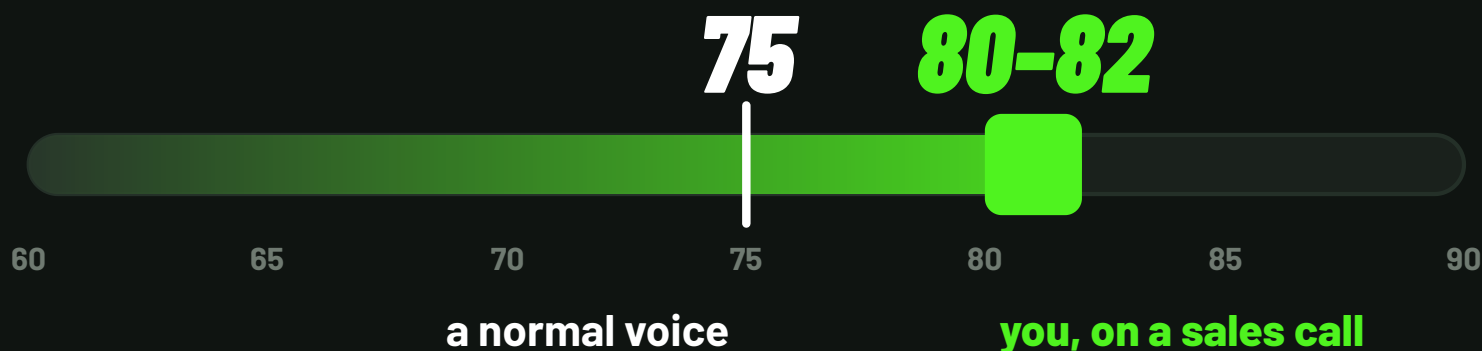
Tap it and the next call comes to you.

7 ☕ Break or ■ Stop dialing

The five-minute break when you need it; Stop dialing when you're done.

Missed the Join window? The assistant books her a call instead, and the follow-up is yours. **Is it recording?** Yes, automatically, from the Connector's first word through your transfer. She says no to it? Stop recording, the email line, end the call. Nothing to set up and nothing to upload.

a little louder than normal →



Louder than normal.

A normal voice is about 75. On a sales call you are at 80 to 82: a little louder, from the chest, every word landing. Not shouting. Present.

Smile before you Join.

People can hear whether you are smiling. It is strange, and it is true. Smile, then speak.

Follow the script and the flow.

Do that and you will be good no matter what. The eight steps below are the flow. The yellow lines are the script.

Check her score while the bubble is yellow.

Her card in Mission Control shows her minutes with LV. Under 8? Ask if she got to lesson one. If not, it is the first email from LV in her inbox, seven minutes, and it makes the call easier for both of you.

The sweep 🧹

One of the key tools on every call. Some things she has to hear. You say them fully and plainly, then move straight on to her, so she hears it without getting pulled into debating it. Every line marked 🧹 before and after is a sweep. There are two:

- **Contact:** the recording notice. The Connector says it on every call before you join. If she brings it up with you, answer straight.
- **Frame (step 5):** the price, in the second yes: programs from \$997 to \$4,997, the price is a number and the terms are how she pays, then straight back to who she is.

The honesty rule. Normal voice, normal pace, every word: never hidden, mumbled or skipped. If she asks or objects, stop and answer straight. She doesn't want to be recorded: tap **Stop recording**, say "Totally fine. I'll send you an email so you can pick a time for a follow-up, and someone from the team will take it from there." and end the call politely. We don't continue the call. The button emails her the booking link (runclubacademy.com/book/) and tags her card no-recording; a person follows up from her booking, and the assistant never calls her again. She asks the price: give her the exact numbers and the options. The sweep moves the conversation along; it never hides a fact. Golden rule 2: tell the truth. Golden rule 4: price versus terms.

The cliffhanger 🗣️

Say it, then shut up and wait. Every line marked 🗣️ before and after is a cliffhanger: once it is said, nobody on our side talks until she answers. First to talk loses. There are two:

The setter's ask (step 7): "How close can you get to \$X today?" **The closer's card line (step 8):** "I'm ready for the card number when you are."

After about a minute and a half of silence, one line only: "Are you still there?"

Every day, fifteen minutes before

your shift: play the Big League game. It teaches the book we use to get great at sales, *Big League Sales Closing Techniques*. The book itself is in Mission Control, under Files, once you're hired.

PLAY THE GAME

DOWNLOAD THE BOOK

Before the call · while the bubble is yellow · read her card · look at her online · know her name and her level before you say hello

HER CARD

Read it while the Connector is talking to her

Her card in Mission Control: her first name, what she picked when she signed up, her minutes with LV, the notes from any earlier call. Under 8 minutes with LV? Ask in Contact if she got to lesson one. If not, it is the first email from LV in her inbox, seven minutes, and it makes the call easier for both of you.

HER ONLINE

Thirty seconds on who she is

Her Instagram or whatever she gave us: what she does, what she posts, whether she runs something. You are not researching her; you are making sure the first thing she hears from you is about her.

YOUR SIDE

Headphones on, smile, 80 to 82

The card up, On the line open, the one-pager links ready to copy. Smile before you Join: she can hear it.

2 Contact

The first two minutes · the Connector hands you the call · your warm hello · gauge her 1 to 5 · establish reality · say what we do · introduce the authority by name · post her On the line

What the Connector already said

Before you join, the assistant has done the dialing and the first thirty to sixty seconds. She has heard:

- Who she is: LV's virtual assistant, calling from Run Club Academy (or City Girls Academy).
- 📌 The heads-up: she's a virtual assistant, and the call is recorded. 📌
- "I wanted to get you on the line with somebody from my team."
- Then, when you tap Join: "Oh perfect, I've got [*your first name*] here, I'll let you two talk!" and the assistant drops off.

So don't repeat the recording notice or the who-we-are. She's been waiting for you. Be warm and go straight to her.

YOUR FIRST LINE

Warm, by name, straight to her

"Hey Tanya! Thanks for hanging on. This is [you] on LV's team. So tell me..."

A short "this is [you] on LV's team" is fine. No second recording notice, no script about who the assistant was. If she asks whether it's recorded, answer straight: yes, so the team can coach.

WHY YOU'RE CALLING

Then straight on, to her

"You asked for personal help on the page with the five lessons. Is now a bad time?"

If it is, ask when is good, book her a time, and note it on her card. A City Girls lead: the same warm hello, then her report (Training, "The City Girls call").

GAUGE HER

1 to 5, in your head, in the first thirty seconds

How sharp is she, how happy is she, what is her tone? A number from 1 to 5 for each. It goes on her card after the call, and it decides how fast you move: a 5 you can move with; a 2 you slow down for.

ESTABLISH REALITY

Why she looked, and whether she knows what we do

"When you saw the ad, what made you check it out?"

"Do you know what we do?"

Whatever she answers, say it plainly: Run Club Academy is LV's school for women learning to trade options. We teach it until it is a skill of her own, in a small group, live with LV. Now

you are both talking about the same thing.

INTRODUCE THE AUTHORITY BY NAME

A future presence of importance

"Just so you know how this goes: I'll be getting [name], our program director, on the line later. They're the one who decides who gets in. So let's make sure you and I are on the same page first."

This is what makes her pay on this call and not "think about it." Say it early, say it once, by name, and refer to it later. The name is whoever is available on On the line; if nobody is, use the program director who will call her back.

POST HER ON THE LINE

The second she is engaged

Open On the line in Mission Control and post her: her name, phone or computer, and on a computer her number and yours. Everyone available to close gets a buzz, and a tap tells you who is coming. **Someone is available (green)? You call them at the build-up, even if nobody tapped. Nobody is available? You close it yourself** (step 7).

OPEN ON THE LINE

3 Qualify

Six questions, lightly, in conversation · the card suggests the level · you learn what she can do before you ever ask

THE SIX QUESTIONS

Asked like a friend, not a form

- **Work.** "What do you do for work right now?" and **how long:** "How long have you been doing that?"
- **City.** "Where are you based?"
- **Rent or own.** "Do you rent or own out there?"
- **Married or a partner.** "Is it just you, or is there a partner in the picture?"

- **Children.** "Any kids?"
- **Who is this for.** "Is this for you, or for someone you have in mind?"

Type the answers on her card as she gives them. You are learning her financial capability here, softly, before discovery. Do not ask about money directly. Listen for it.

THE CARD SUGGESTS THE LEVEL

Read it, don't say it

From her answers the card suggests a level: the Accelerator (\$997), the Academy with a Pacer (\$2,997) or one-to-one (\$4,997). That is the \$X you ask for in step 7. You do not say a price here; the price comes once, swept, in step 5.

4 Discovery

The biggest part of the call and the most valuable · find the ruin · the emotion · agitate · what she is doing about it · a year from now · "do you want to make a change?"

THE TRANSITION

"I'm going to keep it real with you" and your own true story

"I'm going to keep it real with you. A lot of people reach out to us because they want to change their life. In my life I wanted to learn how to make money online, and I signed up for a course, sixty-seven dollars, and honestly I didn't even have the money at the time. It was tough. But when I did it, I got [what you got] out of it. So let me ask you: what's going on in your life that's causing a problem for you right now? What is it you want to solve?"

Your story has to be true and it has to cost you something to tell. That is what buys you an honest answer.

FIND THE RUIN

The real pain, and one check that it is real

"Tell me more about that." · "How long has that been going on?"

There has to be genuine pain in her voice. If the first answer sounds like a line, ask once more. You are not moving on until you have the ruin.

THE EFFECT

What the ruin is doing to her. Stir it.

"And what's that doing to you, day to day? How does it feel when [the ruin] happens?"

A YEAR FROM NOW

The cost of not changing

"If nothing changes, honestly, where are you a year from now?"

WHAT SHE'S TRIED

And whether she believes she can

**"What have you done to try to change it?" · "Did any of it work?" ·
"Do you believe you can change it?"**

DEMAND FOR IMPROVEMENT

Do you want to do something about it?

"So let me ask you straight: do you want to do something about this? Do you think you can?"

WAIT FOR THE YES

Discovery is done when she has said, out loud, that she wants it to change and believes she can. Everything after this stands on that yes.

Text the one-pager · she replies so the link is tappable · frame the program · the three yeses, the price swept ✍ into the second · her questions · "I'm going to put you on pause and get [name] on the line"

SEND THE ONE-PAGER

Text it as the frame starts, so she can see it is real

"I'm texting you a one-page look at exactly what we're talking about, so you can see it for yourself. Reply to the text when it lands, so the link is tappable on your side. Open it while we talk. Don't tap anything yet; I'll walk you through it."

On the line, Copy link for who she is: [the owner](#) (she runs something) or [the new chapter](#) (she is starting again). Walk her down it as you frame the program: who it is for, what she gets, the eight weeks, LV. There is no price on it; the price comes in the second yes. The page has no button either: its only link is the last line, "Run your race at your pace," and you tell her when to tap it, at the close.

WHAT WE DO

Two things (she is looking at "What you get" on the page)

"Here's what Run Club Academy does. One: we teach you how to trade and get you proficient at it, so it's yours, something you can do on your own, and the financial side of your life gets to change with it. Two, and this is the part we don't advertise: LV was a normal person not that long ago. She got record deals. She went from fifteen thousand followers to over three hundred thousand. She's got an Airbnb. Every live session is part trading, part the life around it, so you learn how she built all of that too."

THE FIVE THOUSAND DOLLARS

Her story, and the path she built

"Did you get a chance to watch the video before this call? In 2020 she had five thousand dollars to her name, and she built

everything from that. This program is built so you can follow the same path she did."

Her story is hers. You say "follow the same path." You never say "have the same success," and you never put a number on what anyone will make.

THE THREE YESES

"Three things I need you to agree to before I get *[name]* on the phone"

"One. You understand you're a student, right? You have to be willing to learn. It's two hours a week: an hour in the live meeting each week, plus an hour on your own. Can you give two hours a week to change your life?"

WAIT FOR THE YES OR NO

"Okay, cool. Two.  And we all know there's a financial investment. We have programs from \$997 to \$4,997. The price is a number; how you pay is the terms, and we do what's comfortable for where you are right now. Honestly, the financial part is the easiest part to handle.  The main thing I want to understand: are you the type of person who's willing to invest in themselves?"

WAIT FOR THE YES OR NO

That's the sweep: she heard the price range and the terms, and the question she answers is about who she is. If she asks what it costs, stop and answer straight: the Accelerator is \$997 in full, or two to five payments (\$527, \$367, \$287 or \$239 a month), or start with what you can; the Academy with a Pacer, \$2,997; one-to-one, \$4,997. Then ask the question again.

"Three. You have to be persistent. You try, you get up, you try again. Simply put: are you tough enough to succeed once you've got the right information in front of you?"

WAIT FOR THE YES OR NO

Three yeses: **"That's beautiful."** A no on any one of them: go back into discovery on that one. Which part is the no, and why.

HER QUESTIONS

Hear them, don't answer them

"Do you have any other questions right now?" ... "You know what, all of those are great. [Name] can answer every one of them. I'm going to put you on pause and get [name] on the line."

6 The build-up

The thirty-second hold · bring on the authority who is available · the show-off in her own words · the authority's two questions

ANY QUESTIONS?

Do not answer them

"Do you have any other questions right now?" ... "You know what, all of those are great. I'm going to put you on pause and get [name] on the line. Hold on for me for thirty seconds."

THE THIRTY SECONDS

Let her sit in it

30 SECONDS

SHE JUST SAID YES TO A \$997 PROGRAM. SHE IS CHECKING HER ACCOUNT. LET HER.

This is the pressure. She has said yes out loud three times and the person of importance, the one you named in step 2, is about to come on. Commitment and consistency do the work. You do nothing.

BRING THEM ON

Whoever is available to close, tap or not

On a phone: Add Call, dial the closer (the number is on On the line), brief them in one breath, and Merge. **On a computer:** before the hold, say: "Our program director, *[Name]*, is calling you in the next minute from *[their number]*. Pick up, and I'll be on that call too." Hang up. The closer calls her, adds you in on your number, and merges; then you do the introduction below, the same as on a phone.

THE INTRODUCTION

Setter brags about her to the closer

"[Closer], I've got Sasha. She works nights and she's done with it. She's tried YouTube for a year on her own. She told me she wants to do something about it and she believes she can. She said she can give two hours a week, she invests in herself, and she's persistent. Sasha, you're on with [closer]."

Reach back into her own words from discovery and the three yeses. This is the show-off: her, in her own words. Every sentence is something she said. You are building the commitment, out loud, in front of the authority.

THE CLOSER

Comes on as the authority: pleasantries real, quick, short. Then the authority's two questions

"Sasha, it's great to have you. I'm excited about you. I have two quick questions for you."

"Did you understand the three things you said yes to?"

You're still a student, you invest in yourself, you're persistent. She says yes.

"Any immediate questions about the program, or do you feel you understand it?"

Never "have you done coaching before?": it sends her back into discovery.

7 The ask

"How close can you get to \$X today?" then silence · what comes back is the objection · flattery, ask again · still price: terms · a switch: never the price

THE NUMBER

The setter says it. Then silence from everyone on our side

Setter: "Oh my gosh, that's great. Let me ask you, Sasha: 🤖 how close can you get to the \$997 today? 🤖"

\$X is the level the card suggested in step 3. A high-value person: the setter proposes it.

Setter: "🤖 From the \$997 to the \$4,997, I think you should do the [level the card suggests]. How close can you get to that today? 🤖"

SILENCE

COMPLETE SILENCE. NOBODY TALKS; FIRST TO TALK LOSES. AFTER ABOUT A MINUTE AND A HALF: "ARE YOU STILL THERE?"

WHAT COMES BACK

Is the objection. Three answers, in order

- **Flattery, then ask again.** True things only: "Sasha, you told me X, Y and Z. I believe in you. How close can you get to it today?"
- **Still the price: it's the terms.** The price is a number; the terms are how she pays. Two to five payments, a date that matches her payday, start with what she can. "What's comfortable for where you are right now?"
- **A switch, never the price.** If the number is truly out of reach, switch the level (the Accelerator instead of the Pacer), never discount the price. The price is the price.

Setter: you can stay and tug-of-war, but your job is done: update her card and move to the next lead. Go make more money. **Closer:** you get the job done, in step 8.

NOBODY AVAILABLE TO CLOSE

You close it yourself, with a future authority

"[Name] isn't free this minute, so I'm not going to keep you waiting. I'll get you started myself, right now, and [name] will call you personally to go over your plan."

Then the number, "How close can you get to the \$997 today?", the silence, and step 8. Close her card as "She enrolled": the program director gets a to-do to call her within a day, so the promise is kept.

8 Close

Any yes: the closer speaks from here on · card over the phone, payment link or plan · onboarding: her account and start page, what she does today · the Early Enrollment Pack · her 60-day goal · the call does not end without a decision

BEFORE YOU COME ON

Closer: be ready

Her name up (her lead card, with the setter's notes), Stripe and the payment links open. She already got the text with the link in step 5.

ANY YES

The closer speaks from here on: the onboarding words

At ANY affirmative answer ("I get paid on...", "I only have some", "I could do the \$997"):

"Oh man, that's amazing. How our onboarding works is pretty simple: one, we create an account for you; two, there are things you get started on today, and our team starts working for you today or first thing in the morning depending on the time of day. Let me get this account creation going – what's a good address for you?"

Never open with "give me your card number". Two ideas: we create your account; we start working today. Type the address and zip into Stripe as she says them.

"The email I have on file is ____, is that still good?"

UNTIL OCTOBER 18 ONLY

The Early Enrollment Pack: say it once, before the card

"And one more thing, because the timing is on your side. Everyone who enrolls by October 18th gets LV's Early Enrollment Pack on top of everything we just went through: her Trading Academy guide, the basics in her own words, to read now and listen to when the audio lands; The Hot Girl's Guide to Trading Options, sixty words explained the way a friend would; The Ten Immortal Sins of Trading, the mistakes that cost her the most and how to stay clear of them; any website you want built through OutletDomains, with your first two months of hosting free; and a collab, where LV features your business, your page or your launch in a story on her Instagram. After the 18th it's gone. It's all education, not advice, and it's there to get you ready for your first live session."

A real deadline: enrollments made by October 18, 2026, Arizona time. Never extend it, never promise results from it. Everything in it is on runclubacademy.com/bonus/, and it arrives by email at 24, 48 and 96 hours after she pays; you do nothing.

THE CARD

Say it, then shut up

"Okay, cool. We talked about you doing [level] on [payment plan]. Today we're going to get you going for \$X. 🗣️ I'm ready for the card number when you are. 🗣️"

QUIET

SHE READS IT, OR SHE GOES TO GET HER CARD. EITHER IS A YES.

- **Stripe, pay in full:** Customers → Add customer (name, email, address) → Payment methods → Add card → Create invoice → product "The Run Club Academy" → charge the card on file. Done.
- **Stripe, a payment plan:** same customer and card → Create subscription → "two payments" (\$527 a month), "three" (\$367), "four" (\$287) or "five" (\$239) → start now. The first payment charges on the spot and our system ends the plan after the last one.
- Within a minute she gets the welcome email with her start page, and the team gets the enrollment alert. If either does not arrive, the payment did not go through.

"I'D RATHER NOT GIVE MY CARD OVER THE PHONE"

Run your race

"That totally makes sense. In the text we sent you earlier in the call, at the bottom it says 'Run your race' — tap that and it opens on your side, where you can put the payment through securely."

Stay on until it goes through.

A FINANCIAL HESITATION

**"I don't know about X": take responsibility for every excuse.
Price versus terms, never the price**

a · Flattery first, true things only:

"Sasha, [setter] told me about X, Y and Z. I believe in you. This is going to be great. You're going to do this and we're going to help you. Let's get this account set up."

b · **Still stuck:** repeat her objection back to her, then:

"Can you tell me more about it?"

Get her talking. Actively listen: she'll either solve her own problem or talk herself out of it. Your job: let her talk herself INTO it without talking too much. If she drifts negative, steer back to her future, happiness, fun, greatness.

c · **Real constraints are fine. The price stays; the terms move.** Paid on a certain day: one today, the rest on payday. Wants to talk to someone first: "Can we get them on the line now?" Needs a more flexible plan: the link allows up to about six monthly payments, and

closers can make custom links (On the line, Make a link for any amount): weekly, every two weeks, whatever she decides. Take the payment. Needs a follow-up: send a follow-up call link and move on.

d · NEVER take money from someone you don't believe can actually use it and get the value. If she's acting weird about the money or anything is off: do not proceed.

AFTER SHE PAYS

The future agreement

"You talked about your future goals. What do you want to accomplish within sixty days?"

Write it down.

"If we do this in sixty days, will you make an agreement with me to refer what we do to three of your closest friends or business partners? You don't need to give me numbers now – tell me who those three people are in your mind."

"So we have an agreement: when you hit X, you'll refer A, B and C. Cool."

"Whether it's me or [the course admin], we're going to ensure this works for you. That's our promise."

It moves her focus from "I just paid X dollars" to "I've got to make this work so I can show A, B and C".

AFTER

Log it

Setter logs the live transfer in Mission Control. Closer logs the close. Same day, both of you.

NOT TODAY

Book the follow-up before you hang up

"Let's put an hour on the calendar with the program director, so you can decide with every answer in front of you. What works better, tomorrow or the day after?"

Book it with her while she is on the phone: [the one-hour follow-up](#). Then close her card on On the line as "Booked a time".

Never, on any call

- Never a return, a percentage, an income figure, or "you'll make." LV's story is hers; the path is what we sell.
- Never a guarantee, never "the same success." Say "follow the same path she did."
- Never advice: not buy, not sell, not this stock. Nobody on the call gives it.
- Never a sweep that hides anything. Every word said clearly; if she asks, stop and answer straight.
- Never pressure past a clear no on the money. A payment plan is the tool. Silence is the tool. Threats are not.

End of shift

1 Log your last call

Every live transfer and every booked call goes in Transfers in Mission Control, before anything else.

2 ■ Stop dialing

So no new call comes to you. Recordings save on their own: nothing to name, nothing to upload.

3 Follow up the missed ones

Any call the assistant booked because you missed the Join window is yours: check it is on your list.

4 File your shift report

Mission Control, Shift report: hours, calls joined, live transfers and booked calls. Two minutes.

5 Leave nothing loose

A callback she asked for goes in her card's notes. Close the lead list; keep no numbers, notes or screenshots of your own.

FILE MY SHIFT REPORT

LOG A CALL

The whole call on one screen

1 • Prep

her card · her online · headphones, smile, 80 to 82



2 • Contact

the Connector opens (🔧 virtual assistant, recorded 🔧) · Join on green · warm hello · gauge her 1 to 5 · "what made you check it out?" · "do you know what we do?" → say it · "[name], our program director, decides who gets in" · post her On the line



3 • Qualify

work and how long · city · rent or own · partner · children · who is this for → the card suggests the level



4 • Discovery

"keep it real" story → find the ruin → the emotion, agitate → what she's doing → a year from now → "do you want to make a change?" → YES



5 • Frame

text her the one-pager, she replies → two things we do → the five thousand dollars → three yeses (student · 🔧 \$997 to \$4,997, price is a number, terms are how you pay 🔧 invests in herself · persistent) → her questions → "I'm going to put you on pause and get [name] on the line"



6 • Build-up

hold 30 seconds → bring the authority on → the show-off, in her own words → the authority's two questions



7 • Ask

🗣️ "how close can you get to \$X today?" 🗣️ → SILENCE → the objection: flattery + ask again · still price = terms · a switch, never the price



8 • Close

any yes → the onboarding words → address, email → the pack, once → 🗣️ "I'm ready for the card number when you are" 🗣️ → card, link or plan · then her 60-day goal and three referrals · log it

the Connector opens 🪄 recorded 🪄 · you Join · gaug

work · how long · city · rent or own

keep-it-real story · find the ruin · the

Does she want it to change,
and believe she can?

yes

5 · FRAME

text the one-pager, she replies · two things we do · the five thousand dollars · three yeses, the price s

Three

Is someone
to c

yes: call them,
tap or not

6 · BUILD-UP
hold 30 seconds · the authority on · the show-off in f

7 ·
🤔 how close can you get

What co

I get pa

I can pay it all

Terms: one toda

8 · C
onboarding words · the pack

The future
60-day goal · refer th

Log it: the trans

ABOUT THIS PAGE

The whole call, start to finish: your shift routine and what the Connector already said, the four golden rules, the sweep and the cliffhanger, then the eight steps of a sale (prep, contact, qualify, discovery, frame, build-up, ask, close), with what to say at each step and what never to say. Every setter uses it on every call; the flow chart at the end is the same call on one screen.

WORDS ON THIS PAGE

Authority, and commitment and consistency

The two forces the call runs on: the program director's authority, planted early, and her own yeses, collected all the way down.

The four golden rules

Contacts are contracts; tell the truth; demand excellence; price versus terms.

Contact

The first two minutes: the Connector hands you the call after its recording notice (a sweep), your warm hello, gauge her 1 to 5, establish reality, say what we do, introduce the program director by name, then post her On the line.

Discovery

The biggest part of the call: find the ruin, the emotion, agitate, what she is doing, a year from now, and bring her to a demand for improvement.

The cliffhanger 🙄

Say it, then shut up and wait: the setter's closing line and the closer's card line. Nobody on our side talks until she answers; after about a minute and a half, "Are you still there?"

The ruin

What is not working for her now, in her own words.

The build-up

The thirty-second hold, then the authority who is available comes on: the show-off in her own words, the authority's two questions.

Close

Her answer decides the branch: pay it all, split it to payday, or a payment plan, and the Run your race link when she would rather not give a card over the phone. The call does not end without a decision.

The Connector

LV's virtual assistant: it dials, says the first thirty to sixty seconds, and hands the call to you by first name when you tap Join.

The eight steps

Prep, contact, qualify, discovery, frame, build-up, ask, close. Every sale, in this order; the same eight steps are on her card in Mission Control.

Prep

Before the call: read her card, look at her online.

Qualify

Six questions in conversation: work and how long, city, rent or own, partner, children, who is this for. The card suggests the level.

The sweep 🗡️

Something she has to hear, said clearly and in full, then straight on to her, so she hears it without getting pulled into debating it: the recording notice and the price. If she asks, stop and answer straight.

The future agreement

After she pays: her sixty-day goal, and three closest friends or business partners she will refer when she hits it.

Frame

The one-pager by text (she replies so the link is tappable), the two things we do, and the three yeses before the authority comes on: student, invests in herself (the price swept in), persistent. Then her questions, and "I'm going to put you on pause."

The ask

"How close can you get to \$X today?" then silence. What comes back is the objection: flattery and ask again; still price, it's the terms; a switch, never the price.

Future authority

When nobody is available to close: you close it, and the program director calls her personally within a day.

Live transfer

The setter's product: the closer takes the call from you while she is still on it.

LEGAL

Confidential. This script and everything on it is for this work only: never copied, photographed or shared. The people you call are the company's customers, not your contacts.

Education, not advice. Run Club Academy is education. Nobody on a call gives financial, investment or trading advice, or states or implies results, returns, guarantees or income.

Calling rules. Call only people who asked to be contacted, between 8 AM and 9 PM in their local time. Every call starts with the Connector's recording notice; if she doesn't want to be recorded, tap Stop recording, tell her we'll email her to pick a time for a follow-up, and end the call (the button sends the email and tags her card no-recording). If someone asks you to stop, stop, and note it in Mission Control.

At will, not employment. Setters are independent contractors under a signed agreement with TRCA LLC, doing business as Run Club Academy; either side can end it at any time by written notice. The signed agreement governs.

Internal. The setter hat lives in Mission Control: auravarker.com/app · © 2026 TRCA LLC, doing business as Run Club Academy.