

RICH OFF PROMPTS

Day 12: Objections, Pricing, and Why People Don't Buy

If you have an offer and people are watching but not buying, it is usually one of two things:
They do not trust the outcome.
Or they do not understand the value.

Day 12 installs objection-proof messaging and pricing that supports authority and conversion.

The Five Silent Objections That Block Sales

1. I do not think this will work for me.
Fix this with specificity and examples.
2. I do not trust you yet.
Fix this with proof, process, and visible clarity.
3. I do not understand what happens after I pay.
Fix this by explaining next steps clearly.
4. It costs too much.
This is about value clarity, not money.
5. I can do this myself.
Position your offer as speed, clarity, and accountability.

Pricing That Supports Trust and Authority

Price based on:
the clarity of the outcome
the speed of delivery
the level of access or customization
the cost of the problem staying unsolved

Low pricing works when the offer is standardized and fast.
Higher pricing works when customization, strategy, and direct support are included.

Your price should match the promise.

If You Missed More Than Two Days, Catch Up Like This:

Step 1:

Answer:

Who am I helping?

What problem am I solving?

What outcome do they want?

Step 2:

Build or update one revenue door:

Pinned post

Service page

Booking link

Checkout link

Step 3:

Then complete Day 12 fully.

Day 12 Core Prompt:

Identify the top three objections preventing people from buying my offer. Rewrite my messaging to handle those objections clearly before they are spoken. Then recommend a pricing approach that matches my outcome, my delivery style, and the level of access, while maintaining authority and clear value.

Relatable Examples

Weak:

I will review your content and give tips.

Strong:

I will audit your last 30 days of content and tell you exactly why it is not converting, what to fix, and what to post next so the right people stop watching and start buying.

Meta Prompt 1: Objection Extractor

Based on my audience and offer, list the most likely objections they have, including the ones they will not say out loud. Write one short section of copy that addresses each objection clearly.

Meta Prompt 2: Pricing Confidence Reset

Help me price this offer based on outcome value, delivery effort, access level, and market expectations. Suggest a low, standard, and premium price option and explain what changes at each tier.

Meta Prompt 3: Value Clarifier

Rewrite my offer description so it communicates the transformation, the timeline, and the next steps after purchase. Remove vague language and make the value obvious.

Clarity creates trust.

Trust supports pricing.

Pricing filters your audience.

That is where monetization begins.