



PICK UP LABS

THE BRAVO NUMBER CLOSE

Mission: Bravo's Number Close

Mission Authoring Coach: Bravo

Mission Goal: Test the Bravo Number Close

Description:

A very easy to master number close, which also gives you instant feedback.

Rationale:

I remember from my sales days that if someone comes up with an idea "on their own" it is much more solid. I sometimes had trouble knowing if I was doing as well as I thought I was with an interaction when first starting out. So I came up with this one night in field, and used it. Not only did it verify how well I thought I did or didn't do, it has worked so well I continue to use it day or night! (The audio on Pick Up Labs is some Day Game from last week on an HG, I used a shortened modified version)

Instructions:

By putting a number close on here to test I am already making the testing pool smaller. However this number close works so well for me, I want to share it, see if it works as well for others, and by using this routine help guys notice sticking points in their own game. So I am counting on you to step up your game, run a solid interaction, and go for the number close.

You need to use this near the end of your interaction; of course it is better if it was a good one. I use this many times after the MySpace Opener (or when I use that as a DHV story, which got the Pick Up Labs Stamp of Approval and can be found on here <http://pickuplabs.com/blog/?p=195>)

The Bravo Number Close:

"Wow it has been amazing getting to know you; the crazy thing was is I wasn't even going to go out tonight. My friends are heading out (I need to get back to my friends, hitting the road, whatever..) but we can't just let this end here, we have to figure out a way to stay in touch, to keep this going... do you have any ideas/ how do we make this happen?"

Some of her possible responses are:

- I could give you my phone number! (YES)
- Some kind of funny remark, "well there are these things called CELLPHONES" then you say "oh that's what those are for!" Then hand her your phone or a pen and paper (YES)
- Well you could give me *your* number. (Cool then SWAP numbers)
- Email/MySpace/Facebook – a sign that you did not build ENOUGH of a connection but some
- Maybe I will see you here again- you built almost NO connection



The reason I like this method so much is

1. It is HER idea to give you her number, you are not tricking her into it, not putting her on the spot to give it, etc.. She is freely deciding to offer it.
2. Because it is HER idea it is MUCH MORE SOLID. Sales- if it's their idea to buy, let them!
3. If she doesn't offer it, you instantly know you need to work on building a connection, you don't have to wait after a week of phone tag to find out where you stand, and can use that time and energy on new approaches.

The big drawback to this is that with other number closes; if you get the number you can still build upon it later using phone and text game. With this one if she does not offer you the phone number it is then harder to get and build on. That to me is acceptable. I have other numbers to concentrate on and would rather know as soon as possible where I stand with her.

Contingency Plan- if I KNOW I only have a few minutes, I will purposely talk about my MySpace Routine and find out if they have one, then when asking her how to stay in touch it is a natural idea to swap MySpace info. The phone number is a much more personal item to give out than a MySpace page. So when time is limited I will steer it to a MySpace close. I can still work some Myspace game and my page has social proof all over it, so I will then let that DHV me. If it just not is in the cards, adding another cute friend online is a DHV on its own, so in my eyes even if that is all I get out of it, it is still something I can use to my advantage.

Testing the Bravo Number Close:

1. Did you get her contact info?
2. What type of contact info? (number, email, MySpace/Facebook etc..)
3. How difficult is this routine to master?
4. Did you get called out on using this routine?
5. Rapport building strength?
6. Your PUA-AFC level?
7. Number of times tested?
8. Any additional insight?

If you did not get the number, why not? Did this help point out any issues in your game?

Reason to test:

Perhaps this works better for guys with a more direct style of pick up? Maybe this will not only help you get numbers but help direct you to challenge points you don't know you have? Maybe I am the only guy who can get this to work? I need to know!

Follow up:

Come back to www.PickUpLabs.com and post after you test The Bravo Number Close this weekend. Post links to any audio or video you were able to capture. Post your results and your findings on the 1-8 list above and use a 1-5 scale by the end of the day Monday. Tuesday there will be a new post where we crunch all of the data and either give this routine the Pick Up Labs stamp of approval or mark it as unapproved. **ANY** additional feedback is encouraged!