

THE WHATSAPP “DON'T GHOST ME” SCRIPTS

Copy. Paste. Get paid.

Ready-made replies for every customer message.

From "How much?" to "Here is my money."

Works for any product. Any business. Any WhatsApp.

Read This First

Every day, people message you on WhatsApp. They ask "How much?" Then you send the price. Then they go quiet.

That hurts. It is lost money.

The problem is not your product. The problem is your reply.

This book gives you the exact words to use, step by step, so more of those chats turn into sales.

How to use this book

- **Step 1:** Find the situation your customer is in.
- **Step 2:** Copy the script.
- **Step 3:** Change the words in [BRACKETS] to your own. Example: [PRODUCT] becomes your product name.
- **Step 4:** Add your own style. Add emojis. Make it sound like you.
- **Step 5:** Send it. Then wait for the reply.

***TIP:** Save your best scripts as WhatsApp Quick Replies (WhatsApp Business app: Settings, then Business Tools, then Quick Replies). Type a short key like /price and the full message appears. This saves hours.*

The 6 Golden Rules

1. Reply fast.

The first seller to reply usually wins. Try to answer in under 10 minutes.

2. Never send only the price.

A price alone makes people compare. Ask a question first. Then give the price with the value.

3. Ask, then listen.

Questions show you care. They also tell you what the customer really wants.

4. End every message with a question.

A message with no question gets no answer. Always ask "Should I reserve one for you?" or similar.

5. Keep messages short.

Long messages do not get read. Use short lines. One idea per line.

6. Be honest.

Only promise what your product can really do. Honest sellers get repeat buyers and referrals.

Stage 1: The First Reply

The customer messages you for the first time. This is your moment. Do not waste it.

WHEN THEY SAY: "How much?" or "Price?"

Hello [NAME], thank you for reaching out.

I will send the price now. But first, one quick question so I recommend the right option for you:

What do you want [PRODUCT] to help you with?

WHEN THEY SAY: "Is this available?"

Yes, it is available, [NAME].

Stock is small this week, so I do not want you to miss it.

Which one do you want? I will send the full details.

WHEN THEY SEND A PRODUCT PICTURE OR AD (no message)

Hello [NAME], welcome!

I see you are interested in [PRODUCT]. Good choice.

Tell me, what made you click on it?

TIP: The question you ask is the most important part. It makes the customer talk. A customer who talks is a customer who is thinking of buying.

Stage 2: Show The Offer

The customer has told you what they want. Now give the price, but wrap it in value.

AFTER THEY TELL YOU THEIR NEED

I understand you, [NAME]. Many of my customers said the same thing before they started.

That is why [PRODUCT] was made. It helps with [MAIN BENEFIT].

The price is [PRICE].

And if you order today, you also get [BONUS].

Do you want me to reserve one for you?

IF YOU HAVE PACKAGES (let them choose)

[NAME], here are your options:

Option 1: [1 PIECE] for [PRICE 1]

Option 2: [2 PIECES] for [PRICE 2] (most people choose this one)

Option 3: [3 PIECES] for [PRICE 3] (best value, you save [AMOUNT])

Which one is best for you?

SHARE PROOF (send with a photo or voice note)

Look at what [CUSTOMER NAME] said after using [PRODUCT].

[SEND SCREENSHOT OR VOICE NOTE]

You can have the same result. Should I prepare yours?

TIP: Offer two or three options, not ten. Too many choices make people say "let me think" and disappear.

Stage 3: Close The Sale

The customer says yes. Do not let them wait. Make paying easy.

WHEN THEY SAY: "OK, I want it"

Great choice, [NAME]. I am happy for you.

To confirm your order, I need 3 things:

1. Your full name
2. Your phone number
3. Your delivery address

Then I will send you the payment details.

SEND PAYMENT DETAILS

Thank you, [NAME]. Your order:

[PRODUCT] x [QUANTITY]

Total: [TOTAL]

Payment account:

Bank: [BANK NAME]

Account name: [ACCOUNT NAME]

Account number: [ACCOUNT NUMBER]

Please send me the screenshot after you pay. I will ship it [TODAY / TOMORROW].

AFTER THEY PAY

Payment received. Thank you, [NAME]!

Your order is confirmed. It will reach you in [DELIVERY TIME].

I will send you the tracking details soon.

If you have any question, message me here anytime.

IF THEY SAY "I WILL PAY LATER"

No problem, [NAME]. I will keep your order for you until [TIME / DATE].

After that, I must release it because other people are waiting.

What time will you be able to pay?

Stage 4: When The Customer Says No

"No" is often not "no." It is "I am not sure yet." Here is how to answer each worry with respect.

"IT IS TOO EXPENSIVE"

I hear you, [NAME]. Money is not easy these days, and I respect that.

Let me ask you: what is [THE PROBLEM] costing you right now?

[PRODUCT] is [PRICE]. That is only [PRICE / DAYS] per day.
And you have my [GUARANTEE / SUPPORT].

If the full price is too much today, I can give you the smaller option for [LOWER PRICE]. Should I do that for you?

"LET ME THINK ABOUT IT"

Of course, [NAME]. It is good to think.

So I can help you better, what is the one thing making you unsure? Is it the price, or whether it will work for you?

"HOW DO I KNOW YOU ARE REAL? / IS IT ORIGINAL?"

That is a smart question, [NAME]. You should ask.

Here is how I make you safe:

1. [PRODUCT] is [ORIGINAL / NAFDAC REGISTERED / TESTED, ONLY IF TRUE]
2. Look at my customers' feedback: [SEND SCREENSHOTS]
3. We can do a quick video call so you see me and the product

Do you want me to show you?

"CAN I PAY ON DELIVERY?"

Yes, [NAME], for [YOUR CITY / AREA] we can do pay on delivery.

To book the delivery, I only need a small commitment fee of [AMOUNT]. It is deducted from your total.

Shall I send the account?

"ANOTHER SELLER IS CHEAPER"

I understand, [NAME]. Please check before you buy. That is wise.

But ask them 3 things: Is it original? Do they give support after you buy? Can they show proof from real customers?

With me, you get [YOUR ADVANTAGE 1], [YOUR ADVANTAGE 2] and [BONUS].

I would not want you to pay twice. Do you want to go ahead with me?

"I WILL COME BACK"

No problem, [NAME]. I will not rush you.

I will only say this: the [BONUS / DISCOUNT] ends [WHEN]. After that it goes back to [NORMAL PRICE].

Can I check on you tomorrow?

Stage 5: Follow Up (This Is Where The Money Is)

Most customers do not buy on the first chat. They buy after the second, third or fourth message. Most sellers stop after one. Do not be like them.

FOLLOW-UP 1: Same day, 3 to 5 hours later

Hello [NAME], just checking. Did you see my message?

I am still holding your order. Do you have any question I can answer?

FOLLOW-UP 2: Next day

Good morning, [NAME].

I was thinking about what you told me about [THEIR PROBLEM]. I really want to help you with it.

Here is what [CUSTOMER NAME] said after using [PRODUCT]:
[SEND PROOF]

Should I prepare your order today?

FOLLOW-UP 3: Day 3 (create a deadline, only if it is real)

Hello [NAME], this is my last message about this.

The [BONUS / DISCOUNT] ends tonight. After tonight, I cannot give it again.

If you still want it, reply YES and I will send the details right now.

FOLLOW-UP 4: Gentle goodbye (this one often gets a reply)

No wahala, [NAME]. I do not want to disturb you.

If you ever need [PRODUCT], my door is open. Take care.

TIP: Never insult or pressure a customer who does not buy. Many come back weeks later because you stayed polite.

Stage 6: After The Sale

A new customer is good. A happy customer who buys again and sends you friends is better.

DAY OF DELIVERY

Hello [NAME], your order should reach you today.

Please tell me once you receive it. I want to make sure everything is perfect.

3 TO 7 DAYS LATER: Ask for feedback

Hello [NAME], how are you finding [PRODUCT]?

I would love to hear your result. Please send me a short message or voice note. It will mean a lot to me.

AFTER GOOD FEEDBACK: Ask for referrals

I am so happy to hear this, [NAME]!

Do you know one or two people who also need [PRODUCT]? Send me their numbers or share my link, and I will give you [REFERRAL GIFT / DISCOUNT].

TO SELL AGAIN (upsell)

Hello [NAME], since you like [PRODUCT], I wanted you to be first to know.

We now have [NEW PRODUCT / REFILL / BUNDLE]. For my old customers, the price is [SPECIAL PRICE].

Should I reserve one for you?

IF THEY COMPLAIN (stay calm)

I am sorry about this, [NAME]. Thank you for telling me.

Please send me [PICTURE / DETAILS] so I can see what happened. I will make it right.

Bonus: Status And Broadcast Messages

Post these on your WhatsApp Status or send them to your broadcast list. They bring customers to you.

STATUS POST: Problem to solution

Tired of [PROBLEM]?

You are not alone. Many people go through it every day.

[PRODUCT] was made for this.

Message me "INFO" and I will tell you how.

STATUS POST: Proof

[SCREENSHOT OF CUSTOMER FEEDBACK]

Another happy customer.

Want the same? Send me "YES".

BROADCAST: Limited offer

Hello [NAME], I have a special offer for you today only.

[PRODUCT] for [OFFER PRICE] (normal price is [NORMAL PRICE]).
Only [NUMBER] available.

Reply "ME" and I will reserve yours.

5 Mistakes That Kill Sales

- **Sending only the price.** Ask a question first.
- **Replying too late.** The customer already went to another seller.
- **Long, heavy messages.** No one reads a wall of text.
- **Giving up after one message.** Follow up at least 3 times.
- **Hard pressure.** Pushing too hard makes people block you. Help them. Do not force them.

Your 1-Page Cheat Sheet

Customer says	You do this
How much?	Ask what they need. Then give price with value.
Is it available?	Say yes. Ask which one they want.
Too expensive	Show the cost of the problem. Offer a smaller option.
Let me think	Ask what is making them unsure.
Is it real?	Show proof. Offer a video call.
Pay on delivery?	Take a small commitment fee.
Silence	Follow up 4 times over 3 days.
Paid	Confirm fast. Ask for feedback later.

Now go and reply to your next customer. Use the first script today. One sale is all you need to see that it works.