

STOP TYPING. START DIRECTING.

A practical guide to turning natural conversation into sharper preparation, faster follow-up, better coaching, and more referral momentum.

RESEARCH

FOLLOW-UP

6 VOICE MOVES / 10 STARTERS / 7-DAY CHALLENGE

THE NEW SALES RHYTHM

Talk. Steer. Delegate. Follow through.

Built for sellers who would rather sell.

WHY VOICE WINS

FROM ASK-AND-WAIT TO TALK-AND-MOVE.

ChatGPT Voice supports natural turn-taking. You can interrupt, follow up, change direction, and keep talking while separate work continues. That lowers the friction between what you are thinking and what gets done.

OLD WAY

One prompt. One answer.

Stop. Type. Wait. Re-explain. Repeat. The user manages the machine's rhythm.

CHATGPT VOICE

One conversation. Work in motion.

Interrupt, redirect, and coordinate separate tasks. The machine adapts to your rhythm.

WHAT IS DOCUMENTED NOW

01

Natural turn-taking

Interrupt a response, ask a follow-up, or change direction.

02

Thread coordination

Start separate work, check progress, and send follow-up instructions.

03

Screen context

On macOS, share an appshot of the frontmost window when enabled.

04

Work and tools

Use files, plugins, apps, and the browser when the task and permissions allow.

05

Remote access

Pair a phone with an awake Mac or Windows host; availability varies.

SIX MOVES THAT COMPOUND REVENUE

YOUR VOICE-LED REVENUE LOOP.

Use these as outcomes, not rigid scripts. Speak naturally, then steer the work as it takes shape.

01



Walk in prepared

Turn notes into a 90-second brief, three discovery questions, and one risk.

TRY IT OUT LOUD

02



Rehearse the room

Role-play a skeptical buyer. Ask one hard question at a time, then coach the answer.

TRY IT OUT LOUD

03



Follow up while fresh

Turn a spoken call debrief into decisions, owners, open questions, and one next step.

TRY IT OUT LOUD

04



Build the referral loop

Find natural referral moments and draft a low-pressure ask plus a forwardable intro.

TRY IT OUT LOUD

05



Coach the next move

Inspect active opportunities and identify the smallest action likely to create movement.

TRY IT OUT LOUD

06



Multiply your best

Turn a winning story into a 10-minute huddle, coaching questions, and a practice drill.

TRY IT OUT LOUD

A CHIEF OF STAFF RHYTHM FOR THE FIELD

THREE CONVERSATIONS. ONE CLEANER DAY.

Keep the sessions short. The goal is better decisions and cleaner follow-through, not a longer conversation with your software.

1

08:00

MORNING KICKOFF

Ask for the status recap and one action that matters before the inbox starts running the day.

Choose the revenue move

2

BETWEEN

MEETING RESET

Speak the debrief. Turn memory into follow-up, tasks, and preparation for the next conversation.

Capture while it is warm

3

16:30

END-OF-DAY

Review what moved, what stalled, and what can be prepared now so tomorrow starts ahead.

Close loops, open tomorrow

THE SIMPLE VOICE FORMULA

1

CONTEXT

2

OUTCOME

3

GUARDRAIL

4

NEXT STEP

COPY THE IDEA - SAY IT YOUR WAY

TEN STARTERS FOR REAL SALES DAYS.

Use normal language. Add account context. Interrupt when the answer is too long, too vague, or going in the wrong direction.

01

"Give me a 90-second account brief and three smart discovery questions."

06

"For each active opportunity, identify the blocker and one practical next action."

02

"Role-play a skeptical CFO. Ask one hard question at a time, then coach me."

07

"Turn this voice note into a 10-minute huddle and a two-person practice drill."

03

"Turn this call debrief into a follow-up with decisions, owners, and one next step."

08

"Make this email shorter, warmer, and easier to answer. Keep my main point."

04

"Separate the facts from assumptions and tell me what I still need to verify."

09

"What would you do next to move this opportunity forward without being pushy?"

05

"Draft a warm referral ask and a forwardable introduction note."

10

"Summarize what moved today and prepare a clean starting list for tomorrow."

START IN TEN MINUTES

SMALL SETUP. IMMEDIATE LEVERAGE.

1

Start a new Voice chat

Use the ChatGPT desktop app. The session must begin in Voice, not ordinary dictation.

2

Practice interrupting

Stop a long answer, ask for a shorter version, and change direction.

3

Give it one real outcome

Try a call brief, meeting debrief, or coaching outline. Review the result.

4

Add access intentionally

Enable screen context, Computer Use, Remote, or plugins only when needed.

THE 7-DAY CHALLENGE

- Day 1: Pre-call brief
- Day 2: Discovery role-play
- Day 3: Spoken debrief
- Day 4: Referral ask
- Day 5: Pipeline next moves
- Day 6: Team coaching note
- Day 7: Review what saved time



OPEN THE LIVE GUIDE

Scan for prompts and downloads

USE THE POWER RESPONSIBLY

Keep sensitive apps closed unless they are required. Review permission prompts. Verify claims, facts, and numbers. Stay present for account, security, privacy, payment, and credential-related settings. Your judgment is still the closer.

OFFICIAL OPENAI DOCUMENTATION

Voice: learn.chatgpt.com/docs/features/voice | Work: learn.chatgpt.com/docs/get-started-with-work
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