

The Voice Practice Drill Pack

Fourteen daily voice drills, a five-point scorecard, and the exact framework top closers use to sound calm, certain, and unmissable on every call. Built for solo reps who don't have a coach.

How to use this drill pack

Run one drill per day. Record yourself. Listen back once at 1.0x, once at 1.5x. Score yourself on the rubric below before you log it. Ten minutes a day for thirty days will change how you sound on a live call.

- Pace — are you between 140 and 165 words per minute?
- Pause — do you let silence sit for at least 1.5 seconds after a question?
- Pitch drop — does your voice fall on statements and rise on questions?
- Filler — fewer than 2 ums / likes / sort-ofs per minute?
- Tone match — does the energy match the moment (calm certainty vs urgent)?

The 14 daily voice drills

1. The 60-second cold open

Read a cold-call opener out loud, 60 seconds, no edits. Goal: land the hook in the first 9 seconds.

2. The pattern interrupt

Say: 'I know you weren't expecting my call — can I take 30 seconds and you tell me to go away?' Drill the smile-through-it tone.

3. The price hold

Practice the line 'The price is \$X.' Then nothing. Sit in silence for 7 full seconds without filling it.

4. The mirror

Repeat the last three words your prospect said, with an upward inflection. Drill 10 reps.

5. The label

'It sounds like...' 'It seems like...' Drill 5 labels of common buyer emotions: frustrated, skeptical, curious, busy, burned.

6. Calm certainty

Say 'Yes, that's exactly the kind of thing we solve.' Slow. Low pitch on the last word. 10 reps.

7. The takeaway

'Honestly, this might not be a fit for you — and that's totally fine.' Drill it without sounding sarcastic.

8. The discovery question chain

Ask 5 open-ended discovery questions in a row, out loud. No statements between them.

9. The objection acknowledge-relabel

'Totally get that. A lot of folks I talk to say the same thing — usually what they really mean is...' Drill 5 objections.

10. The trial close

'If we could solve X, would you want to move forward this month or wait until next quarter?' Drill 5 variations.

11. The recap

End every drill day by recording a 30-second voicemail recapping the call you wish you'd had.

12. The pause-after-question

Ask a question. Count to 4 in your head. Don't speak. Drill until silence stops feeling awkward.

13. The reframe

'That's exactly why we should talk.' Drill 5 versions of turning the objection into the reason.

14. The assumptive close

'So when we get started Monday, who should I send the kickoff doc to?' Drill the casual confidence.

The voice scorecard

Score every drill 1–5 on each dimension. Log it. Trends matter more than any single score.

- Pace consistency
- Pause discipline
- Pitch drop on statements
- Filler word frequency
- Energy / tone match
- Confidence (subjective gut check)

Train these reps live

Don't just read the drills — run them live. Voice Practice in the ClosersForge gym scores your real recordings on pace, pause, pitch, fillers, and tone, then generates a personalized fix-it course from your weakest dimension.

Get unlimited AI sparring, voice practice scoring, and a personalized course built from your weakest moves at **closersforge.com**.