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The psychology of selling tells us that your prospects will 1) no longer feel the need to shop around since you're already giving them multiple choices, 2) see great value in the basic and middle options in the context of the three-option setup, and 3) potentially go with the high, premium option because they simply want the best, and your proposal has built up the value in a compelling way.

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If you don't understand the psychology of selling, then the words are going to fall flat if they're not used in the right context. If you put the components of a sales letter in the wrong order, sales will tank. If

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you're not pushing the right psychological triggers at precisely the right time, the conversion rate could be pretty low.

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