

3 way call Guideline

It is very important that when doing a three way call your prospect does not get the impression they are being ganged up on, that your sponsor is on the line to meet them – not to pressure them.

Edify your upline – which means talk about their success and how fortunate you are to have them on the line.

You:

Hi _____ This is _____ Listen , I have my business partner on the line with me today and I've been telling him about you – he asked if he could meet you. _____ is one of the _____

Listen – he is looking for a few key people we can work with in _____ and I told him about you. He was excited to meet you and hear a little bit about you.

_____ this is my friend _____

YOU BE QUIET AND LET THEM TALK –

UPLINE :

Hi _____ it is so nice to meet you, so based on what you've seen – what are you most excited about ?

Why is that ? _____

What do you do ? _____ (that's an awesome job They will argue that it's not)

What do you enjoy in your spare time ? _____

If you got excited about doing this – what kind of money would get your attention per month ?

Or what would it take to get you _____ (refer to their dream)

Listen – we are so committed to this – we are _____

With my help – do you feel like we could share this with 3 or 4 people just like you?

Are you ready to get started ?

What is keeping you from getting started today ?

In addition to that is there anything else keeping you from getting started right now?

If they say money – will your situation change ?

Post date the ap –

If they think they can get people but they are putting you off... book a meeting at their home.

Book a follow up call if they need more information or ask if there is a time you can sit down face to face.

No matter what their excuse is you will always say – THAT IS A GREAT QUESTION – I UNDERSTAND EXACTLY HOW YOU FEEL, I FELT THE SAME WAY AND THIS IS WHAT I FOUND OUT.