

3 WAY CALLING SCRIPT

ONLY DO THIS IF YOUR PROSPECT REQUIRES A 3 WAY CALL (***A PROSPECT IS AN "A" PLAYER, SERIOUS PLAYER, THAT REQUIRES THE UPLINE ATTENTION***)

MISSION: Your goal is to get the Prospect on THE PHONE with YOUR upline expert. THE UPLINE EXPERT will invite them to see the opportunity.

BEFORE ORGANIZING THE 3 WAY CALL: BE CLEAR ON WHAT EVENT YOU WANT THE UPLINE EXPERT TO INVITE THE PROSPECT TO.

IMPORTANT TIP: NEVER CALL THE UPLINE LEADER BY THEIR FIRST NAME WITH THE PROSPECT...NEVER! ALWAYS REFER TO THEM AS MR/MS/MRS_____

YOU: I can get you on the phone with THE WOMAN/GENTLEMAN leading the expansion here; By the way this WOMAN/GENTLEMAN is incredible. Not only are they leading the expansion HERE, BUT WHATEVER THEY TOUCH TURNS TO GOLD, THEY HAVE GREAT REPUTATION FOR SUCCESS BUT MOST IMPORTANTLY HE/SHE IS A PERSON OF INTEGRITY, HIGH CHARACTER AND IS VERY HUMBLE. AS YOU CAN IMAGINE THEY ARE SUPER BUSY. IF YOU CAN GIVE ME 3-4 TIMES THAT WORK FOR YOU THEN I WILL SEE WITH THEM IF ONE OF THE TIMES CAN WORK AND THEN I CAN LET YOU KNOW ASAP!

YOU: SO PLEASE Give me a 3-4 few times that I can arrange a conference call with you.

ONCE YOU RECEIVE THE TIMES TEXT YOUR UPLINE LEADER WITH THE FOLLOWING INFORMATION:

1. NAME OF PROSPECT
2. WHY THEY ARE "A" PLAYER (EX WHAT THEY DO, THEY'RE A MLM'ER, ETC)
3. THE EVENT YOU WANT THEM INVITED TO
4. THE TIMES THEY ARE AVAILABLE FOR A CALL

YOUR UPLINE SUPPORT WILL THEN TEXT YOU A TIME THAT WORKS BEST.

CONF CALL: When the time of the conference call is at hand please call the **PROSPECT FIRST**, edify YOUR UPLINE LEADER again and then 3 WAY YOUR UPLINE LEADER into the conference call.

YOU: MR/MS/MRS_____, THIS IS _____ (PROSPECT FIRST NAME ONLY), THE PERSON I WAS TELLING YOU ABOUT.

NOW LET THE UPLINE LEADER TAKE OVER

IF ALL GOES WELL AND PROSPECT SAYS THEY ARE ATTENDING, THE UPLINE LEADER EXCUSES THEMSELVES FROM THE CALL FIRST WITH AN IMPORTANT MEETING TO ATTEND TO AND THE UPLINE LEADER HANGS UP.

THEN YOU SAY TO PROSPECT: I am sooo excited for you to see this opportunity! I am sure you will hit it off with Mr./Ms/Mrs _____
Please MAKE IT TO THE MEETING, My relationship with MR/MS/MRS _____
is very important to me! See you _____.(DATE AND LOCATION).