

# 3-Way Call Outline

- Remember a few key guidelines to follow
- Let prospect talk themselves in (or out) of the business!
- Let the third party do the talking - you remain quiet.

-Ideally, prior to a call, prospects should have: (1) Seen some Presentation or, (2) Listened to a Call.

**“( Name ), tell me, what do you like best about what you’ve heard so far?”** (Let them talk)

**“Yes, you’re exactly right, (Repeat whatever they said) \_\_\_\_\_.”**

**“So, what’s your occupation? What exactly what do you do (for work)?”** (Let them talk)

**“How does your future look there?”** (Remember to let them answer)

If they say, “Good,” then you would respond: **“That’s great!”**

**“So, if you could change one thing about your job, what would that one thing be?”** (Let them talk)

**“Well, most people I know are looking for a little something extra.”**

**“Let me ask you a question ( Name ): Are you looking for something extra?”**(Let them talk)

If they answer “Yes” - Agree with them, **“Most of us are.”**

If they answer “No” - Go on to next question...

**“Do you have a source of income besides your job?”** (Let them talk)

If they answer “Yes” - **“Great; that shows you are considering your future.”**

If they answer “No” - Go on to next question...

**“Let’s imagine for a second - if you were to take advantage of a business like ours and perhaps join us, what kind of income would you like to make on a part-time basis?”**

Whatever their response is, compliment and encourage them on their answer.

**“Well, you certainly can make that kind of income with our company. There are many people, just like you and me, who are already reaching their income goals.”**

**“How many hours per week would you be willing to invest to make that extra income, ( Name )?”**

Whatever their response is, compliment and encourage them on their answer.

**“Ok, let me ask you one more thing:**

**When could you put together a list of 5 to 7 sharp individuals and allow us help you contact them?”**

Whatever their response is, compliment and encourage them on their answer.

**“Here is the reality of it, if you put together a list of a few capable entrepreneurs and you’re serious about working \_\_\_\_\_ hours a week - you certainly will earn your goal of \$ \_\_\_\_\_ per \_\_\_\_\_.”**

**“Well, we want to start working with you immediately; let’s get started.”**

**“How would you like to proceed?”**

**“Let’s continue our discussion.”**

**“How about ( DAY ) at 2PM?”**

**“Let’s get started on your list today.”**

**“When would like to engage?”**