

## 8 Steps for a Successful 3-way Call

The 3-way call is a non-negotiable item in your business success. First, it is used to welcome and connect new people to the team and resources. Second, it is used to help brand new people to easily enroll their first prospects as well as learning from more experienced business partners.

- ① Greet person
- ② Edify the person that asked you for the call
- ③ F O R M – establish common ground
  - Family
  - Occupation
  - Recreation
  - Motivation
- ④ What questions may I answer for you?
- ⑤ Answer the questions and tell a story that relates to that person
- ⑥ Suggest a system or options:
  - Presidents pak (highest retention) or Business Builder pak as it was named after me – I am a business builder
- ⑦ Closing question – Do you have enough info to get started today?
- ⑧ Give your contact info and let the other person handle the sign up

**Notes:**