

### **3 Way Call Script**

**Intention:** To have your prospects left with wanting to hear more about the opportunity & to book them for a 1 on 1, PBR

**Psychology:** Creates immediate respect & credibility for your upline and the opportunity & takes you out of the equation

#### **Script the new rep would say:**

Hello \_\_\_\_\_, do you have a minute to speak with me right now?

(Wait for a response)

Great, I'm sitting here with a Lady/Gentleman whose company was just featured on the Celebrity Apprentice & their company is heavily expanding in this area & globally. He/She asked me if I knew anyone who is talented, successful or entrepreneurial minded and may be open at looking at other ways to diversify their income & I thought of you.

When I told them about you they asked me if we could do a 3-way call. Do you have a couple of minutes to speak with him/her? His/Her name is Mr/Mrs. \_\_\_\_\_

He/She is very successful & is a family man/woman and loves helping people & is a lot of fun to be around. He/she has all the information & I will get him/her on the phone with you right now.....

#### **Script the Upline will say:**

Hi \_\_\_\_\_, nice to meet you, my name is (use your 1<sup>st</sup> name).

I hear that you are a successful \_\_\_\_\_, congrats to all your success.

I'll be brief, Our Company was recently featured on the Celebrity Apprentice and over night, Millions of viewers saw our new technology. We have a device the Trump believes will be in every single home in the next few years and we're the only ones that are offering it Globally. What's more exciting is not where we are today, but where we are going to be in the next 7 -10 years.

Given the way the economy is today, people are looking for a plan B more than ever, looking at ways to diversify their portfolio, multiple streams of income and we provide that. I'm looking for people much like yourself to meet up with and share with you what we have & see if there is a fit with you and our company. To explain it right now would be like trying to teach you how to swim over the phone.

I have some openings on (Time & Date's); we can meet at.....(Coffee shop, House address)

Thank you for your time and see you on (Time & date)