

SETTING UP 3 WAY CALLS

There can be two BIG POTHOLES in your business...

- FIREHOSE- getting on the phone with a friend/prospect and telling the whole movie! You are the preview only; your leader shares the movie.
- FEAR- Personal belief is the key to explosive growth. Small changes in personal growth & belief can take your business to a new level. Fear is rooted in selfishness...being concerned of not looking "cool". Being concerned what others think of you or if they will get mad at you. Think about this... walking in fear and being worried about what others are thinking of you or your message....what are you really doing? You are thinking these things about *yourself*.

Sorting vs. Convincing

Not everyone will want to be a Distributor and that is OK! It is not our job to convince people to do AdvoCare as a business. Instead, our job is to sort through people looking for the ones who see it like we do – look for leaders right from the start. They are the Champions!

Qualifying Questions

"Have you ever thought about owning your own business?"

"Are you open to a new income source?"

"Do you explore ways of increasing your annual income?"

"Are you trying to pay off debt?"

"What do you know about network marketing?"

"Do you have direct experience?"

Turn Question (For someone who responds negatively)

"I ask because my business is helping people get healthy. Would you be interested in that...losing some weight or having more energy?"

Inviting

Weak inviting skills can cost you thousands of dollars. Without a good invitation, your prospect will never see this! Inviting should be fun, simple and effortless. It's all about posture – firm, compelling, urgent – NOT about giving tons of information.

"I'm very excited and this is changing our lives financially but I'm also new. I think it's best to learn from success and _____ is making significant income and will explain things much better than me. I want you to hear it just like I did. I don't know if it's for you or not but what if it is? Here's what I want you to do...I want you to get on a conference call with _____. Does 7pm tomorrow night work for you?"

"We've got something we'd like to show you...do you have 15 - 30 minutes of undivided attention so we can tell you about it? "It's changed our lives....we're beginning to earn money and our coach who is helping us is making significant money....can you get on a conference call tomorrow at 7pm so you can hear it just like I did."

"Hi....I've got something I'd really like you to take a look at...I thought of you...and I'd like to share it with you. This business is a team effort...our coach _____ has helped us be successful...so we are going to bring her on the phone to explain how we are beginning to earn money. Dawn is making significant money and is going to help us pay off our debt. We have hope now for the first time for our finances. Hold on...."

"Remember, Instead of sharing the ENTIRE MOVIE....are you free tomorrow at 2pm? Awesome....I'm going to give you a number to call and I will call in too with my coach _____. He/She's helped me get great success (on product/in the business) and I want you to hear about it just like I did. I know she's free at 2. _____ has an incredible success story with weight loss/earning income.... So...make sure to jump on at 2 and I'll let _____ know we will be on."

You want to treat these conference calls seriously, be respectful of everyone's time. Text or call beforehand to remind them (people *do* forget). Your job on the conference call is to introduce both parties and then be quiet & take notes! You are earning while you are learning!