

# HOW TO SET UP A 3-WAY CALL

## 1) CALL PROSPECT AND ASK:

"You're open to making more money, aren't you?" (If yes, proceed. If no, acquire as customer.)  
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## 2) SET UP 3-WAY CALL:

- a. Share "WHY" you are building your ACN business (i.e Debt, Student Loans, Time Freedom, No Retirement, Dissatisfied with Career).
- b. "I am working with a very successful business owner who can show us how to get paid when people pay their Utility and Telecom bills; as well as use credit or debit cards that Donald Trump is in on!  
(Provide Upline Experts success story)  
Do you have, or when will you have 2-3 minutes to speak with (Mr. /Ms. Last Name)? When I call you, I will have him/her on the line, and he/she will only have a few minutes to speak with you."
- c. If they begin asking questions- **DON'T TRY TO EXPLAIN THE OPPORTUNITY!!!**
- d. You reply, "All of that will be explained on the call. When will you be available for 2-3 minutes? When I call you back, I will have (Mr./Ms. Last Name) on the line, and he/she will only have a few minutes to speak with you.

## Keys To A Successful 3-Way Call:

- Be excited!
- Make sure that your prospect is open.
- "Sell" your upline; rather than ACN/Energy/Telecom/ Merchant Services.
- Schedule the 3-way call for that day-Get a specific time.
- Avoid answering questions!

