

# 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 just as banks, utility, and phone companies have made money forever! (Provide Upline Expert's 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 free 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!

