

Successful 3 Way Calls

Believe in the 3- Way... Crave the 3-Way...Master the 3- Way

- They provide compelling 3rd Party Validation
- They allow Upline sponsor to train you on how to handle objections & close a prospect
- They move your prospect through the exposure process efficiently
- Even if YOU can bring your prospects to a decision quickly, most of your team will not at first- this is their learning

NO WAITING IN ARBONNE

If there isn't a LIVE event within 2 days of initial exposure, they can't make it to the event, they are on the fence, or they have questions or reservations after hearing about the business, & for every Dream Team event follow up... schedule a 3 Way Phone chat with your upline. This is a resource to help your prospect figure out the best fit for them.

(Partner- Connector, Customer)

- Know your Uplines schedule
- If don't have it- get 2-3 times that work for your prospect within 24-48 hrs of initial exposure & see what works with you upline
- If they start asking you ?'s answer the ones you feel comfortable with & simply TELL your prospect what the plan is
- Don't ask if they want to have a call...TELL them "the next step to help her/him decide is to have a call with your business partner." It will give her/him another perspective ex:) " These are great questions & it definitely sounds like you want more info. So let me tell you what we'll do next"

STEP 1: SET UP THE CALL

“ After (watching a video , reviewing the info, or going to the Discover Arbonne, the dream team event) I know you will have some questions. So lets schedule a time to chat so we can get them all answered. I am going to invite my friend and business partner Meg to join us. She is super successful & will give you another perspective & together we can help figure out if this is a fit”

STEP 2: CONFIRM THE CALL

- a simple text the day before the call:)

STEP 3: PREPARE YOUR UPLINE

- Prospects Name
- Where they live (city, state, country)
- How you know them
- What do they currently do for a living (or did in past)
- Why do you think they would be a good at this business
- Whats attracting them to the business
- Whether they are hardworking/ driven
- Other Strengths they have
- What concerns or objections have they already expressed

****** You & your upline MUST come to the call with CLEAR GOALS******

1. They Join your team
2. Book a follow up appointment if not
3. Ask for referrals/host & get them on products

Step 4: THE FLOW

Introduce your prospect and your upline to each other

- * An introduction
- * How you know each other
- * Why you think she'd/ he'd be great at this
- * Whats in it for her/him

EX:) " Meg I want to introduce you to my friend Amy (include how you know them & a compliment) Amy & I have know each other since Jr High. She is on of the most fun loving humans I know & super into health and fitness. She is open to the idea of additional income & wants to have more time with her girls, but she is hesitant & very nervous to "sell" anything.

i am really excited for her to learn a little more about Arbonne & how this could potential be a fit for her."

"Amy I am so excited for you to talk with my friend Meg. She will give her perspective & answer any ?'s you may have. Meg I will let you take it from here :)"

*******STOP TALKING & DON'T TALK unless your UPLINE asks you to chime in or your prospects asks you something*******

UPLINE " I remember being in your shoes Amy- & had no idea what to expect on a call like this. I want you to know I am not in the business of trying to convince anyone that they should start a business of their own. Im here to simply share my experience & answer any ?'s you may have & see if this is a good fit for you. Does that sound good?"

SHARE YOUR SHORT STORY

- make sure to highlight any common points that are relevant & relate to her

NEXT : FACT FIND!!!! & ASK them " So Amy, Meg gave you an amazing intro but I'd love to hear more about you and your life & what is intriguing you about our business"

- This will reveal her **WHY** & what you want to tailor your answers to her upcoming objections around

NEXT: BRIEFLY Share the facts BRIEFLY!!! (IS ARBONNE FOR YOU DOC as tool)

37 years Old

Less than 1-4 % Brand awareness

Health & Wellness & Network Marketing exploding

Flexible

Internet based

Comp plan

Huge support system

Know for our products - PURE SAFE BENEFICIAL- Consumable

Abide by EU standard

NEXT : Turn convo back over to the Prospect

- " I've shared a lot of info, Amy. What questions do you have?
(longest part of call usually)
- Answer her ?'s - we are not convincing here -educating

STEP 5: CLOSE

"Ok Amy tell me on a scale of 1-10....1 you are ready to hang up the phone & run & 10 that you'd like to get started today, where are you?"

1-4 "This business doesn't seem like its a good fit for you," - move to them becoming a Customer ' I totally understand if this business isn't a fit for you. It isn't for everyone

but the Healthy Living program is(skincare is or simply these products are). Meg would be honored to have you as my client. I have an incredible video that overviews the clean eating program is If sent it would you watch it?

6 or 7 Move convo forward " it seems like you may still have some questions to get you comfortable. What can I answer? See what the hesitations may be. Usually it is FEAR or Caring what other will think " is it because you don't fully understand how it works or because you are worried about what other will think?"

8 - 10 Move Forward with sponsoring - kept simple - " Amy, I think this could be a great fit for you. You wanted to (repeat their WHY) Be more present with you girls & have such a passion for health & wellness. Since it sounds like you could squeeze this business into your full life & like the idea of helping others get healthy this could really work well for you. Do you agree?"

Then tell her the next step is to share how we get started & see if she has time ...if not schedule time in next 24-48 hrs max

If not ready fall back to the Products & hosting

** even if a 9 or 10 they still may need to discuss with husband - spouse- check finances , get back to their work - etc Edify what ever it is -

REMEMBER TO ASK FOR REFERRALS!!! " You may know some people who I can help. Do you know anyone who.... or here is who i am looking for...& BE SPECIFIC (include details and always describe the person you are speaking with first)