

3 Way Calls

** Ensure that you have the option to do 3 way calls with your telephone provider

1. Set up time with me and your prospect
2. Call me at designated time (give me the purpose of the call with a few key points about the person)
3. Press flash and wait for dial tone
4. Call your prospect and let them know you have me on the line
5. Press flash so that all three people can hear each other
6. Introduce your prospect to me with 3-4 key points (where they live, do they have children, what's their job, etc. in order to help me create some common ground) & tell me the purpose of call (questions regarding the cleanse, business or both)
7. Introduce me using the 4 point intro
8. Go completely silent until I release the call for you to take the order and/or set up a time for you to follow-up with further business info

See the following link for further information regarding 3-way calls:

<http://www.allinonebusiness.net/PDFDocuments/3WayCalls.Edification.pdf>