

# 3-STEP RECRUITING SYSTEM

**Tool/Exposure** ⇨ **3-Way/Follow-up** ⇨ **Presentation**

- Magazine & DVD
  - Personal Website
  - Pre-Recorded Business Overview
- # \_\_\_\_\_

**“With your Sponsor ”**  
Up-Line or Team Workout Partner

**Note: Don't explain, answer questions or invite the prospect anywhere. The 3-way call Expert will do that for you!**

- Sitdown
- PBR
- Business Briefing

## **1. Tool/Exposure: Have Prospect read info. And/or watch DVD!**

**Sample Script:** Hello Dave, how are you? **Great!** “Listen I just started my own home based business with a 37 year old company that is listed on the New York Stock Exchange. They are expanding in the area looking for people who would like to earn an extra \$500-1000 a month part-time or more full-time. Would you be interested in getting more information? **Great!** I have something important I want to show you, it will only take about 15 minutes to review it, and by the way you may or may not be interested but I will get this information out to you right away!

**After you hand out or mail your prospect the information ask:** Dave what time can I call you tomorrow to see if you are interested in this opportunity?" Once you get an answer respond, **Great!** “I'll talk with you soon, good-bye!” Make sure to keep your follow-up appointment! Once your prospect has reviewed the information and is interested in getting further Information you may proceed to step 2.

## **2. 3-Way/Follow-up Once your prospect has reviewed the material and is interested in getting further information...**Follow-up w/your Sponsor/Expert!****

**\*\*\*Very important for new Associates... Don't miss this step! \*\*\***

**DON'T ASK YOUR PROSPECT IF YOU CAN DO A “3- WAY CALL.” - JUST DO IT!**

**Call your Sponsor/Expert or Team work out partner ahead of time to ask if they can be available for follow-up. Call back with your prospect on the phone at the specified time and ask the following:**

"Dave what did you like best about what you've reviewed?" (**Their response**) “Great, my business partner Mr. /Mrs. Carmelo Flores is one of the top business builders with Pre-Paid Legal Services. He/she is a Director with the company and is extremely busy but very down to earth. I have already told him/her about you, hold on and let me get him/her on the line.

**Press Flash on your phone and dial the Expert's phone #.** Once you connect, inform the expert that you've got your prospect on the line, **press flash again** and introduce them to each other! *At this point stay quiet and don't interrupt.* Allow the Expert to do all of the talking and inviting. The Expert should follow the “3-Way Call Expert Script” and ask you to add any comments at the end. At this point, edify your Prospect to the Expert and thank the Expert for their time and support support!

### **Finally conclude the call with:**

“Dave here is the/my address: \_\_\_\_\_. Did you get that OK? **Great!** See you (Day of week) afternoon/night!”

**Important:** Everything has been set, do not attempt to answer any further questions or explain anything else at this point! Your prospect has already accepted the invitation to your house, restaurant or hotel to see the Business Presentation done by the Expert; “You need to get off the phone!”

## **3. Presentation/Show: Sit-down, PBR or Business Briefing!**

By now the **Expert** will have invited your guest to a (\_\_\_\_\_) Presentation. Make sure you are on time and follow the Meeting Etiquette. After the presentation ends apply the 3-Question Close, sign them up. Finally schedule their first sit-down or PBR. (Grand Opening)