

3-Way Call Expert Script

(Having made a previous arrangement Associate-John calls and edifies Dave as the Expert and Introduces him to his Prospect-Susan to have her invited to his house for a business presentation)

Associate: Hello Dave this is John and I have Susan on the line, the sharp individual I was telling you about! Susan this is Dave, the Expert in Pre-Paid Legal I was telling you about! (At this point be quiet and allow for the expert to make the invitation)

Expert: Hello Susan, how are you? (Pause for an answer)

Prospect: Good thank you! (What ever the response say, Great!)

Expert: Great! John tells me you had a chance to review some information about our company! What caught your attention the most?

Prospect: The service/money! (It does not make a difference which area they choose!)

Expert: Great! You're right Susan that is one of the best parts of our business! However, I wouldn't want for you to make a decision based on the little bit of information that you've gotten so far! What I'd like to do instead is get you more detailed information such as: How our membership helps people, how and how much we get paid! Also what you will be doing should you decide to make money & join us! Does this sound like something that you'd be interested in?

Prospect: Yes! (If the answer is no, find out why? But do not attempt to convince!)

Expert: Great! The best way for us to get you this information is to invite you to attend our business presentation, at this event we will give you more details and answer all of your questions so that you will be equipped to make an intelligent decision about joining our program! By the way, where do you live?

Prospect: I live in the city of Los Angeles. (It makes no difference where they live!)

Expert: Great! Susan we can schedule to meet with you for our next presentation at 7 p.m. on Wednesday at Johns House it will be very informative and a lot of fun. Will you be joining us alone or shall we save more than one seat for you?

Prospect: Just one! (If the answer is no, find out why? But do not attempt to convince!)

Expert: Great! John will give you directions on how to get to our presentation! Susan, do me a favor please, if for some extreme reason you can't make it to our appointment please inform us ahead of time because I will need to put together some free packets of information for you and our other guests! (Edify Associate at this time.)

By the way Susan, before I hang up let me tell you a little about John! He/she is one of my best associates and on his/her way to becoming a Director with our company in the near future. I am personally coaching him/her myself. So rest assured that between the two of us working with you, you are in good hands!

John is there anything you would like to add!

Associate: (Thank the Expert for their support and Edify your prospect at this time.) Yes I would Dave. I want to thank you for your support. I know that you are extremely busy. I do want you to know however that you will not be disappointed by Susan, he/she is a sharp person and very down to earth. But most importantly, I feel that he/she will be a great addition to our team!

Expert: Great! Well thank you John! ***Susan it was a pleasure speaking with you over the phone. I know you will enjoy our Business Presentation and I'm looking forward to meeting and working with you soon.-Good bye!