

3-Way Call- Setting up a Game Plan

Have you been talking to someone about the business but they still want more information? They still aren't sure if this is right for them? Setting up a 3-Way Call with them and your Mentor/Upline is the perfect way to get to know them better and find out if this is the right fit for them. This is a 3-way phone call between your potential builder, your Mentor/Upline and you. What you will do is, simply just coordinate the phone call, your Mentor/Upline to your potential builder, "edify" your Mentor/Upline, and your Mentor/Upline will take it from there!

What does "edify your mentor" mean? You are going to present your mentor as the expert, in the best way you can. You compliment them and list all of their strengths. It is important you practice this with your mentor so you are ready to introduce them.

The hardest part for you will be to remain quiet. You may want to mute your phone to help with this. Let your mentor do all the talking with your potential builder. At the end of this call, your mentor will jump off and you will remain on to schedule a follow up call with just you and your potential builder to review what was discussed and see where your potential builder is.

Let's Practice

Note to the Mentor/Upline: you will help your new builder by giving them your strengths and helping them practice introducing and edifying you.

Script for a 3-Way Call – Setting up a Game Plan

1. Take time to ask discovery questions

- a. Tell me about yourself....
- b. How long have you a (whatever job)....

2. Ask Need/Problem Questions

- a. What is the most frustrating thing about (job, financial situation, home life etc...)
- b. What would you like to change about (job, financial situation, home life etc...)
- c. What financial goals are you wanting to accomplish?

3. Ask Pain Questions *(Dive deeper into what they brought up in the above questions. Money, work, family life that they are not happier)*

- a. What impact does this have on your family?
- b. What impact does this have on your job?
- c. What are the consequences of not solving this issue?

4. If the prospect isn't very familiar with dōTERRA's business opportunity; or you want to give them some more information about it, this is where you would do that.

Then ask Solution/Benefit Questions

- a. How valuable would it be for you....?
- b. What benefits do you see from....?
- c. If you could wave a magic wand and dōTERRA was exactly what you wanted it to be in your life, what would it look like?

5. Ask Specific questions to find out how to best support them in their dōTERRA business

- a. How much would you need to make per month for building dōTERRA to be worth your time?
- b. How many hours per week are you willing to dedicate to building your dōTERRA business?
- c. Over how long of a time period are you willing to dedicate _____ hours till you reach _____ per month?

6. Ask them the following question:

- a. I think I understand more clearly what your goals are and how I can support you in those goals. Is there anything else that you need to know in order for you to feel comfortable building a residual income with dōTERRA? (if they have more questions answer them)

7. End with a call to action

- a. Let's get you started with the essential training program right away. Would you be able to attend the training webinar live on a Saturday or the recording a better option for you? Ok great, you mentor will get you the information to download the training manual and get started right away.

Brand yourself If this is your prospect or...Brand your Leader if this is their prospect

8. Tell them you have really enjoyed talking to them. Make sure you use Dynamic Listening Skills. Tell them you look forward to helping them through the essential training program and putting a business plan together with them
9. Tell them you have to jump off the call, make sure to edify your leader (brand your leader) and let your leader continue talking to them.