

# The CORE QUALIFY 3 Way Call

## The 3 Way Call Script

### GOAL:

**Bring them into the team, get them to the next step (enrollment or next share)**

Edify person setting up the call.

- You're really lucky that you are working with (name). He/She is (a hard worker, fun to work with, going to be successful no matter what he/she does.)
- How do you know (him/her/name)? (LISTEN)
- Discovery questions... Get them talking about themselves. "FLOPP" them... Use your own words. Whatever you're comfortable saying... for example:
  - Family - Are you married? How many kids do you have? (LISTEN)
  - Location - Where do you live/where are you from? (LISTEN)
  - Occupation - what do you do for work? (LISTEN)
  - Play - what do you do for fun? (LISTEN)
  - Pain - How has this pandemic affected you and your family? (LISTEN)
- Now that I know a little more about you how can I help you? (LISTEN)
- Have you ever heard about anything like this before? (LISTEN)
- After learning what you've learned where do you see yourself fitting in here? Most people are wanting to use the product and share it with others, or try the product for themselves. Where are you?

If they aren't ready point them to the next call, or another "share" item on the list.