

3-WAY CALLING (introduce your sponsor)

When you are on the phone with your prospect and they start asking questions, say something like the following.

“This would be a great time to introduce you to [sponsor name] the person I’m working with and I’ve told you about. Hold on and let me see if I can catch him/her. They’re really busy, but I want to take just a minute to connect you with them.”

Look for a Reason to get your upline on the Phone

“That’s a great question... I think I know the answer, but let me try to get [sponsor name] (or other available upline) on the phone... he/she can answer that better (and I’d love to introduce you anyway)...”

If people ask technical questions, or begin to “argue” with you about the product, the best response is: “I don’t know about that, but what I do know is...

- the product is working REALLY well for so many people
- it is a new liquid delivery system that gives you better absorption and results
- it is safe, GMO free, Gluten Free, all natural and based on valid science
- it has what most people (including doctors) agree are important for optimal health like antioxidants, superfoods, vitamins, minerals, trace minerals, etc.

□ Ask Your Sponsor: Before you start calling your prospects, one of the questions to ask your sponsor is how you should be introducing them when doing a 3-way call.

Sample script for introducing your sponsor:

The Prospect is Ashley and the Sponsor is Scott...

“Hey Ashley, I want to introduce you to the person who introduced me to Celljetics. He’s a great guy and we really work well together. I’ve already learned a lot from him and wanted to take just a minute to introduce you to Scott and let him tell you why the timing is perfect with Celljetics and get your questions answered.

“And Scott....Ashley and I have been friends for over 10 years. She’s a super lady and a real people person. Everybody loves her. I think she will do great in this business.”

“So Scott meet Ashley....Ashley meet Scott.”

STEP 4: Put duct tape over your mouth and let your sponsor do the talking and get to know Ashley. You can talk to your friend all you want after the call is finished. This is a chance for your sponsor to build rapport by asking questions and listening to her. If your sponsor wants to bring you back into the conversation, they will ask for you.