

3-WAY CALL SCRIPT

Hello _____ this is Chris Litton and I'm calling on behalf of _____, you know her/him right? Well I'm _____ coach and I have _____ on the call with me. _____ are you there? (Rep says Hi). _____ we do have a reason for our call tonight-- we had a couple quick questions to ask you is this a bad time? We just need 2-3 minutes of your time. (They usually say sure)

_____ and I are partnered with a 50-year-old wellness company that is expanding in your area and _____ and I are looking for a couple sharp, hardworking people who may be interested in earning additional income from home.

Our question to you is, _____ if we could show you a way to create a part-time or a full time income working from home without it affecting what you are currently doing and without taking much of your time, would that be something you would like to know more about?

If they say "yes" let them know that we have a packet of information that _____ will get to them and after they review the information we will connect back with them to see if they would like to take the next step. Hand the phone over to rep to set up a time for them to drop it off.

(If they ask what's this all about you can say, "I can appreciate you would like more information and our packet that we get to you will answer most of your questions and if you do have any further questions after that we can certainly handle them the next time we connect")

If they say "no" – "no problem, this isn't for everyone but I'm just curious, would you happen to know 1 or 2 people who *may* be interested in something like this?"

If they can't think of anyone – "no problem, may I ask you one more question?"

Along with helping people get started in home business's we also work with people who would like to maintain their good health or restore their health through sound nutrition. Are there any health challenges or questions that we could help you with tonight?

This may lead to discussing it on the phone but we usually like to set up an appointment.

Hand them back over to the rep to make an appointment.