

3 Way Calling Format and Script

Mission Activation

1. Make the call.
 2. Get the appointment.
 3. Show the plan !!
- Prepare yourself with a SMILE...it will come through the phone line

The new person provides a names list with at least 30 names and phone numbers for each session. (This is important...you may get busy signals and answering machines and many who are BUSY at the moment !)

Schedule a time to make the 3 ways with your sponsor or mentor. Agree on 2 mutually convenient times to do the appointments before talking to any prospects.

(Important!! *Rehearse* this script with the new person until they can follow it exactly. Make sure they have it *written* down and can *read* it.)

New person (smiling and excited BUT NOT HYPER) speaks first:

“Hi Suzy. This is _____ . Do you have a minute?”

If yes,

“GOOD...The reason I’m calling is because I was recently introduced to a NEW Business concept called the “Unfranchise” ...which is looking pretty good to me... One of the people who’s helping me understand the “system” is on the line with us...I hope you don’t mind. I’d like to introduce you...’cause we were thinking you might be willing to help me...is that OK ? GREAT !

“ _____ are you there? Great...Suzy, this is _____.” _____, this is Suzy. (Let your partner take over)

If no,

“When’s a better time...I just need a few minutes...I have something important I’d like to get your feedback on.

Day: _____ Time: _____ am/pm

Great, I’ll talk to you then, gotta’ run...have a great day !

If they stop and ask “What is it ? “

Now is probably not the right time...but as I said, it’s an UNFRANCHISE ...Internet Product Brokerage...we can get into the details when you have more time. I’ll talk to you on _____ at _____ fair enough? Great, Thanks...have a GREAT Day !

Sponsor:

**“Hi Suzy. Thanks for taking a minute to talk with us. We’re hoping that you’ll be able to help us out. _____ tells me that you’re _____
(positive attributes and compliments based on Prospect BIO Sheet)**

Well like _____ said...he/she’s been LOOKING at an Internet business called the UnFranchise... Have you heard of it?”

YES... Really, No Kidding...WOW...then SHHHHH let ‘em talk.

If negative...I really have to ask myself at this point whether they followed our proven business plan ...or did they treat their business like a HOBBY ?

If positive...Wonderful, yes, it’s a great system with a 17 year history...and it’s created a solid ongoing income for thousands of people across the country.

No...I’m not surprised, not many people have...but that’s about to change. Our Parent Company is gearing up to do a National Ad Campaign ... it’s gonna’ be huge !

Anyway...the reason we’re calling is to ask for your help...we realize:

- **That you may not be interested in an additional stream of income.**
- **That you may / may NOT be interested in a career move at this time.**
- **That you might be perfectly happy with your current income.**
- **That you’re very successful at what you do...and that you’re very busy.**
- **That you love what you do...**
- **That you’re very busy...**
- **That things might be a little hectic at the moment...**

**But if you can help us out...by giving us 30 minutes of your time, sometime within the next week or so...I’d like to share the “Unfranchise Concept” with you... and once you’ve seen what we’re doing...you’ll be better able to refer someone who might be looking to make a change... We ALL know at least a couple of people who are looking to feel better, look better, have more time freedom, or make more money...especially today !
I’ll bet that’s true for you too...anyway,**

We would really appreciate your help.....(assumptive)

would _____ or _____ be best for you ... AM / PM?”

SHHHHH let them answer that they’re willing to help. (Suggest the times that you have already decided work best for you and the new person, set the appt., thank the prospect and get off the phone!!) The call should only take a FEW MINUTES !

Great...I’ll look forward to meeting you on _____ at ____am/pm

Place: _____ . I’m putting it in my calendar

If something comes up in the meantime give _____ a quick call...we can always re schedule...otherwise, _____ and I will be there on _____ at _____.

Thanks so much for your time...!