

3 way calling



& EDIFICATION

is a fast & simple way to grow your business especially in Regional areas:

- a) EVERYONE can do 3-Way calls – you don't need any special skills, talent or experience, other than the ability to make a phone call!
- b) Can do them as often as you like. Can do multiple times per day/ evening, while driving (hands free of course), even while you are in the spa at some exotic location!
- c) Can be done with several people at once (up to 5 people with an ACN mobile) around the country... or even the world.
- d) Very cost and time efficient, saving on fuel and travel time etc.
- e) No special preparation required. No need to get dressed up etc.
- f) Your time is not wasted with 'no-shows'
- g) Excellent for doing 'follow up' calls with your prospects after they have seen a Presentation and maybe still undecided whether to join ACN as an IBO or Customer.
- h) Excellent for addressing questions. Rather than saying, "I will get back with an answer"... you immediately make a call to someone in your support-line or to IBO support, as a way of introducing your new person to the ACN support system.
- i) 3-Way calls do not replace one-on-ones, in-home meetings, weekly events, conference calls/webinars presentations etc. Rather they can RAPIDLY build the numbers you have attending live events.

Five Simple Steps...

Most phones are able to do 3-Way calls. Test it before making a call with a prospect.

1. Arrange some suitable time slots with your Upline Leader and your Prospect.
2. Call your presenter first, then the prospect.

3. When all parties are connected edify your Prospect FIRST to your Presenter. This is important as it makes the Prospect feel valued.

4. Then use the appropriate edification script for your Presenter. This is important as it helps the Prospect to respect the Presenter and listen more intently.

5. The Presenter then cross-edifies the IBO. This is important as it helps Sponsor for long-term success.

Advanced Tips

You can generally make about 6-8 connections on one call, this is great for a mini training call.

When using a 3-Way Call to connect someone into a Conference Call, always connect them BEFORE calling into the Conference Call.

Edifying the Position (examples)

ETT: The person I am about to introduce has already earned their 1st promotion within ACN which means they are positioned to earn monthly bonuses. We are so fortunate to have them here to teach us how we can do the same thing. Let me introduce Executive Team Trainer

ETL: The person I am about to introduce has already achieved the 2nd promotion level within ACN meaning they are in an excellent position for substantial additional income. Let me introduce Executive Team Leader...

TC: The person I am about to introduce is rising through the ranks of ACN at an amazing pace and is now positioned to earn 5 figure monthly incentive monthly bonuses. They have 100% of the information and I can tell you they love to have a good time. We are fortunate to have this person here to teach us how to have time and money freedom, because they are living examples of how ACN works. Let me introduce Team Coordinator...

RD: The person I am about to introduce has distinguished themselves within the ACN system becoming among the top 1% of producers within ACN. This person knows the ACN information inside and out. They have helped countless people find success within the ACN system and have had a ton of fun doing it. To have a person of this caliber in our presence is really amazing as their time is sought after by hundreds of people. Let me introduce Regional Director...

RVP/SVP: The person I am about to introduce has distinguished themselves within the ACN system becoming among the top 1% of producers within ACN and is now positioned to earn monthly Bonus income that most people only ever get to dream about. This person has spoken in front of crowds of thousands of people at a single time and they know the ACN information inside and out. They have helped countless people find success within the ACN system and have had a ton of fun doing it. To have a person of this caliber in our presence is really amazing as their time is sought after by hundreds of people around the world. Let me introduce Regional Vice-President...

