

Three Way Call Script

**What to say to your prospect when you call to expose them to the LegalShield information.
“The less you say the more you make. The more you say, the less you make”**

Schedule at least 30 minutes of time **EACH** day to make follow up calls. Should call at least 5 people every day! Practice 3 way calling first with your sponsor to get the process down with your phone.

1. Call or text your experts to find out if they are available to do a 3-way call. Call or text 2-3 experts in case one becomes unavailable)

Possible experts include but are not limited to (Names and Phone numbers):

Upline Senior Director:	
Upline ED:	
Upline Ring Earner:	

(Note: Add additional names given to you by your sponsor)

2. Call your prospect and have them review information.

Note: If your prospect has ALREADY listened to an audio overview or watched a video presentation then skip to #3. If not, have them listen to a recorded call...

You say:

“Hi ____, do you have a moment? Great...I just got started with a service and business that I think is beneficial to people in the community. I would like to get your opinion on it. Do you have about 10-15 minutes to hear some information right now?”

-If not available (option 1): “Ok no worries. When is a good time to connect? Later today or tomorrow...”

-If not available (option 2-Prospect by LegalShield Video): “Ok, no worries, if I text you a video, can you take a look at it?”

-If available (option 1): “Ok great. Can you please grab a pen to take notes on the information? Hold on one second while connect my mentor on the call with us...”

-If available (option 2): “Ok great. Can you please grab a pen to take notes on the information? Hold on one second while a begin the overview...”

Select a pre-recorded message and 3way your prospect onto the call:

Recorded Number	Description
302.202.1115, pin 85614917	14 minutes – LegalShield/IDShield membership overview
801.705.5838	20 minutes –Membership <u>and</u> Business Overview w/ Mr. Carruthers

Website option: www.shieldpresentation.com (membership and business)

3. Connect prospect with your expert after pre-recorded call ends

You say: "Hi ____, were you able to hear everything okay? Great, well let me give you the opportunity to speak with Mr/Mrs ____, my mentor in the business. They will give you some additional information and share their story. I really have a lot of respect for what he/she has been able to accomplish in this business. Hold on while I try to see if I can get a second of his/her time..."

Call the expert and tell them a little about your prospect (family status, occupation...) and let the expert know where you would like them to invite your prospect (Zoom presentation, sit-down presentation, Private Conference Call (PCC), Private Business Reception (PBR), Business Briefing, etc..) OR they may be ready for the close. Then do the introduction...

("<Prospect>, this is Mr./Mrs.____. Mr./Mrs.____ this is <Prospect>.") and be quiet...

4. Get off the phone! As soon as the expert indicates that they are done say: **"Thank you very much for taking the time to speak to <Prospect>, Mr/Mrs. ____."**

After the call simply give your prospect directions for the event if necessary OR get information to get started if they are ready. The key thing to remember is not to get into a question and answer session over the phone with your prospect. If the person keeps asking questions you can say things like *"I'm brand new and I don't want to ruin it for you,"* or *"I want you to get the correct information from the right person the first time around."*

Homework: Set a goal of doing a minimum of 1 three-way call per day with your prospects and calling 5 or more prospects every day!

Three-way calls can also be used with associates for welcome to the team calls and to mirror match if an associate has a specific challenge they are looking to overcome.

Congratulations and welcome to LegalShield!

www.teamlegacyinternational.com