

3-Way Phone Script – New Distributor with Names List

(Have: “What Is It” Ready)

New Person: Hi _____, This is _____. Hi. I wanted to give you a real quick call. I’ve looked into this business called Market America. I’m really excited about it and I have a lady on the phone named _____ to tell you more about it.

person you are calling new person name expert name

Expert: Hi _____, how are you? Great! Hey the reason that _____ and I are giving you a real quick call is because like _____ said, she/he has evaluated an UnFranchise business called Market America and basically she’s/he’s looked at it, and looked at it and can’t find a way that she/he can’t make any money in it. _____, _____ thought pretty highly of you, and said you are _____, are pretty sharp, and well-connected in the area. What we would like to do is see if you would be open-minded enough to sit down for 40-50 minutes, and have you evaluate this business for _____. She/he said it may or may not be of interest to you, but you could help point her/him in the right direction. You would probably be pretty open to helping _____ out a little bit right? (Yes) Great! Is daytime or night time a better time to get together with you _____?

person you are calling new person name new person name compliment of occupation new person name person you are calling

SET IT UP!

“What is it?” Answer and bring right back to appointment. Daytime or night time.

Still hesitant – “What is it?”

_____, I’ll be honest with you. We don’t want your money, we don’t want you to sign anything. We are looking for a couple of key people to expand _____ business with. She/He had said that you’re pretty content with what you’re doing and that’s great, but you would be able to help her/him out and point her/him in the right direction. You would be open to helping her/him out, right? Great! Day or night?

person you are calling new person name

[Confirm time] – Is there any reason that you would cancel or change this appointment?

I’m sure, like myself you value your time and use it well, right? Great, I’ll see you on

_____ at _____. I look forward to meeting you.

day time

Thanks _____.

person you are calling

New Person: Thanks _____! Bye _____! OFF!

person you are calling expert