



3-WAY CALLING & EDIFICATION

This is a fast and simple way to RAPIDLY expand your business. Some examples of why & how to use 3-Way calls:-

- a) Anyone and 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, all in different parts of the country, or even the world.
- d) Nil expense, no cost for fuel travel costs.
- e) Excellent for prospects in remote areas.
- f) No special preparation required. No need to get dressed up etc.
- g) Your time is not wasted with 'no-shows'
- h) 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.
- i) Excellent for addressing questions. Rather than say, "I will get back to you", say "let's see if we can find the answer now" and you immediately make a call to someone in your support-line or to IBO support, as a way of introducing your new person to ACN IBO support.
- j) 3-Way calls do not replace one-on-ones, in-home meetings, weekly events, conference call presentations etc. Rather they can RAPIDLY build the numbers you have attending live events.

Five Simple Steps...

Most people are able to do 3-Way Calls with fixed line and mobile phones. Test it before making a call with a prospect. The DVP is set up to do 3-Way calling as a regular feature.

1. Arrange a suitable time 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 the Prospect have confidence in their 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. Each person can only have two connections per Landline or DVP. The ACN mobile service can allow up to five connections from one handset.

When using a 3-Way Call to connect someone into a Conference Call always connect them **BEFORE** you ring into the Conference Call.

Edifying the Position (examples)

ETT: The person I am about to introduce has already earned their 1st promotion within ACN meaning they are positioned each and every month to earn up to \$3,000 in incentive 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 demonstrated their ability to help others find success by achieving their 2nd promotion within ACN meaning they are positioned each and every month to earn up to \$7,000 in incentive monthly bonuses. Part-time they have built a growing team that is allowing them the chance 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 up to \$25,000 in incentive monthly bonuses. This person has demonstrated their ability to help others find success as well. 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 and is now positioned to earn up to \$31,000 in incentive monthly bonuses. 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: 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 up to \$50,000 in incentive bonuses monthly. 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...

SVP: The person I am about to introduce has achieved the pinnacle of success within ACN having achieved the top income position which means that time & money are no longer an issue within their life. This person has spoken in front of crowds of tens 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 team spans the globe and their time is sought after by thousands of people around the world. Let me introduce Senior Vice-President...

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