

## 5 R's Of A Three Way Call

Edification, Education, and Duplication are the rewards of a 3 way call!

1. Real
2. Rebuttals
3. Ready
4. Reproduce

### 5. Referrals

Be especially careful to use your listening skills when you are doing a 3 way call. Listening to learn from a seasoned Partner will only take your recruiting skills to the next level!

### 1. Real - Evaluate whether they are worth the time and energy.

- Is this person just stringing you along or are they a real prospect
- They will tell you their barriers
- Won't comit to time or date
- Won't respond to your calls
- They will be hard to coach

### 2. Rebuttals - [counterargument](#), [counterevidence](#)

- Starting with an attitude of respect for the person's viewpoint!
- Learn to handle rejection and learn from it
- You are already doing alot and they are not paying you
- We have alot of busy people in this business
  1. Pastors
  2. Doctors
  3. School teachers
  4. Nurses
  5. Authors
  6. Multiple business owners
  7. Recording Artist

**\*\*\*They make time because this makes money!\*\*\***

**\*\*\* If it makes money it makes Sense!\*\*\*\***

### 3. Ready - Listen to Learn

Let the call leader invite out the prospect to look at the opportunity.

Let the call leader determine what kind of look would be best.

It may take two looks for the person to join.

Let the call leader commit them to a calendar date to see the opportunity and / or join.

The call leader will not only commit them to selling jewelry but also building a team.

### 4. Reproduce:

1. Systematic
2. Duplicatible
3. Remove excuses
4. Promotes Partnership - Between you and your upline

### 5. Referrals

- who are the 5 people you think could benefit from this right away?
- I just started a new business and I immediately thought about you!
- My company just rolled out a new promotion and I immediately thought about you!