**The 10 Steps of an Effective 3-way Call with Potential Business Builders**

1. Before your 3-call, **your leader needs to properly edify you** and once they are on the call with you and introduce you to their prospects, **they MUST be quiet and let you control the conversation.**

2. Take time to **ask Discovery Questions.**

a. Tell me about…

b. How long have you…

3. **Ask Need/Problem Questions**

* 1. What is the most frustrating thing about (job, financial situation, home life, etc.)…
  2. What would you like to change about (job, financial situation, home life, etc.) …
  3. What financial goals are you wanting to accomplish?

4**. Ask Pain Questions**

* 1. What impact does this have on your family?
  2. What impact does this have on your job?
  3. What are the consequences of not solving this issue?

5. If the prospect isn’t very familiar with doTERRA’s business opportunity; or you want to give them some more information about it, this is where you would do that. **Then ask Solution/Benefit Questions.**

* 1. How valuable would it be to you…?
  2. What benefits do you see from…?
  3. If you could wave your magic wand and doTERRA was exactly what you wanted it to be in your life, what would that look like?

6. Ask Specific questions to **find out how to best support them** in their doTERRA business.

* 1. Would you like to supplement or replace your income?
  2. What does it mean to you to supplement your income, is it $500/mo, $1,000/mo, or $2,000/mo?
  3. What does it mean to you to replace your income, is it $2,000/mo, $5,000/mo, $7,000/mo or $10,000+/mo?
  4. By when would you like to reach this income goal, in 3 months, 6 months, 12 months or 24 months?
  5. How many hours per week would you be able to commit to you doTERRA business in order to reach your goal?

7. Ask them the following question:

* 1. I think I understand more clearly what your goas are and how I can support you in those goals. Is there anything else that you need to know in order for you to feel comfortable building a residual income with doTERRA? (If they have more questions, answer them.)

8**. End with a call to action.**

* 1. Let’s schedule another time when we can go over a specific business plan. We will outline together a 30-day, 60-day and 90-day action plan. I can talk next (Tuesday), what time is good for you, (morning or afternoon)?

9. Tell them you have really enjoyed talking to them. **Make sure you use Dynamic Listening skills.** (Remember a detail about the conversation from what they told you earlier in the conversation and refer to it!). Tell them that you **look forward to putting a business plan together with you**.

10. Tell them you have to jump off the call, **make sure you edify your leader** and let your leader continue talking with them.