

## 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**

- a. What is the most frustrating thing about (job, financial situation, home life, etc.)...
- b. What would you like to change about (job, financial situation, home life, etc.) ...
- c. What financial goals are you wanting to accomplish?

4. **Ask Pain Questions**

- a. What impact does this have on your family?
- b. What impact does this have on your job?
- c. 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.**

- a. How valuable would it be to you...?
- b. What benefits do you see from...?
- c. 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.

- a. Would you like to supplement or replace your income?
- b. What does it mean to you to supplement your income, is it \$500/mo, \$1,000/mo, or \$2,000/mo?
- c. 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?
- d. By when would you like to reach this income goal, in 3 months, 6 months, 12 months or 24 months?
- e. 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:

- a. I think I understand more clearly what your goals 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.

- a. 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.