



## THREE-WAY CALLS MAKE MONEY!

By RVP Byron Nelson

The one who does the most three way calls is going to make the most money. So if you aren't going to do at least 5 a day, only put high powered players on the phone with a leader. Now why would I say that? Because there are so many other mediums to utilize than to nickel and dime a leaders time with 3-way calls that you aren't prepared to learn how to do yourself. You cannot learn how to do three way calls doing two or three a week!



You have the pre-recorded call, DVD's, the website and so many other ways to share the opportunity and still get yourself out of the way without wasting a leader's time.

But if you are dead serious, we loving teaching an up and coming leader that is going to put people on the phone with us every day, the language and the process to building a huge organization.

The only difference in a 3-way call and a blast call is it is more personalized. Sometime it is not convenient to get everyone on a call at the same time. Therefore we must improvise for the hard-to-reach based on crazy schedules or individuals that you believe need a little more massaging and personal attention. My belief is that the person that does the most 3-way calls over a 30 day period of time is the one that will go Team Coordinator the fastest.

A couple of things to know before three-ways take place. Don't take up a leader's time doing three-ways AND YOU ARE NOT QUALIFIED.

If you're brand new, you should have implemented a blast call within 48 hours of the time you started to launch your business.

Make sure you call the expert or text him/her first make sure they are available. Then give the expert information on the prospect before you put the prospect on the phone with the expert.

Never edify the prospect, ALWAYS THE EXPERT!

WE kill the prospect thinking the prospect is soooo great and let me tell you (the expert) who this person is. WE DON'T CARE. The prospect should FEEL LUCKY WE'RE TAKING THE TIME TO TALK TO THEM. We have the most amazing opportunity on the planet and we kill the process by making the prospect bigger than the expert. The expert is the opportunity. We don't need your prospect, the prospect needs our opportunity.

I can tell when I have been edified correctly because the prospect can't wait to hear what is coming out of my mouth. It's like a person with baited breath. This is not about me or any other expert you put on the phone. It is about a system and creating value for us to share the information to an ear that is looking for an opportunity. Not someone we have to sell or convince!

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