



WE FINISH WHAT WE START !

3Way Calls: The Lifeline of your Business

The Psychology

The 3Way Call is designed to get the pressure off of the Distributor who is making contact with a prospect and put that pressure on a 3rd Party Expert who would normally be a Pearl Director or higher.

3Way Calls are best used when distributors are prospecting REDS (People they look up to) and GREENS (People with Questions). In these two instances, a 3rd Party Expert (Pearl or Higher) should be contacted and use the script below to get the prospect to a Presentation.

When doing a 3WAY Call, have the date, time, and location already set to invite the prospect to. Always invite in 24-48hr timeframes. If the prospect is not available for the set date, suggest a conference call the same day or something within 24hrs.

3Way Calls will greatly increase the number of guests who show up at a Presentation!

Exception: Active and trained Jades are qualified to do 3Way Calls

The 3Way Call Script

Hello _____. My partner speaks highly of you and I understand you want to know more about what we're doing. I know we're both busy so I'll get right to the point.

I'm expanding an International Wellness Company called Kyani. It's a Ground Floor Opportunity and we have 3 All Natural Products which address health concerns.

Already, millions of dollars are being spent on these products and that number will continue to grow just by the demand in the market.

The reason I'm speaking with you is because I'm looking for people who want more. Our goal is to create a large distribution system in the local area, and expand across several different World Markets, where we override and control all of the Profits. Imagine what that could do for your family, community, and lifestyle.

But rather than confuse you with a lot of details now, I'm willing to meet with you and show you:

- Exactly what this is
- What type of Profit and Cash Flow are on the table
- and most importantly, exactly what it takes to make it happen, and how we can both benefit.

Can you meet me on (Day, Time, Place) for a 30 minute overview? ([wait for response](#))