

3-Way calling (also known as group calling) is a fast and simple way to RAPIDLY expand your business. Some examples of why & how to use 3-Way calls:

It is the primary tool in ALL OF NETWORK MARKETING! Why? A great way to train your IBOs on how to become independent quickly.

- a) Anyone and EVERYONE can do 3-Way calls – you don't need any special skills, talent or experience, other than the ability to follow a script.
- b) This is an activity that should be done no less than 5 times a day with your upline. Strive for 10+ 3-Way calls a day. The more calls you do, the more success you'll have.
- c) Should be done with upline expert who has a financially vested interest in your success and development. Your upline can be local or international.
- d) Excellent for launching new IBOs. If the prospect joins, introduce them to your upline to welcome them to the team. If they can be launched at the same time, then proceed, but if you don't know how, do a welcome call and then schedule launch with your upline.
- e) Excellent for doing 'follow up' calls to close your prospects after they have seen a Presentation and are still undecided whether to join ACN as an IBO or Customer.
- f) Learn from your upline: posture, language, voice of authority and experience – the skills you need to be successful.
- g) In summary, 3-Way calls are great for:
 - Helping to close new IBOs
 - Follow up calls to further the decision making process
 - Launch date for new IBOs
 - Celebrating new promotions
 - Promoting events - Saturday Training / International Events

Five Simple Steps...

Most people are able to host a 3-Way call with a fixed line and/or mobile phone.

You will need to call ACN to activate this feature on your Mobile Phone Service.

ACN fixed lines are set up to host 3-Way calls as a regular feature.*

1. Arrange a suitable time with your upline leader and your prospect.
2. Call your upline first to make sure they're available, then the prospect.
3. When all parties are connected edify your prospect FIRST to your upline. This is important as it makes the prospect feel valued.
4. Then use the appropriate edification script for your upline. This is important as it helps the prospect to respect the upline leader and listen more intently.
5. The upline presenter then cross-edifies the IBO. This is important as it helps the prospect have confidence in their sponsor.

Advanced Tips

You can generally make up to 10 connections on one call. When using a 3-Way call to connect someone into a conference call always connect them BEFORE you ring into the conference call.

3-Way calls are more intimate. They are also more effective. An effective 3-Way call should consist of the prospect, the IBO and upline. Remember, it is a great way to train your IBO on how to become independent quickly.

*Refer to your plan's relevant Critical Information Summary, found on acnpacific.com.au for call connection charges.

Edifying the Position (examples)

ETT: The person I am about to introduce has already earned their 1st promotion within ACN. We are so fortunate to have them here to teach us how we can do the same thing. Let me introduce Executive Team Trainer...

ETL: The person I am about to introduce has demonstrated their ability to help others find success by achieving their 2nd promotion within ACN. They have built a growing team that is allowing them the opportunity to earn substantial income. Let me introduce Executive Team Leader...

TC: The person I am about to introduce is rising through the ranks of ACN at an amazing pace. This person has demonstrated their ability to help others find success as well. We are fortunate to have this person here to teach us how to have time and money freedom, because they are living examples of how ACN works. Let me introduce Team Coordinator...

RD: The person I am about to introduce has distinguished themselves within the ACN system. This person knows the ACN information inside and out. They have helped countless people find success within the ACN system and have had a ton of fun doing it. To have a person of this calibre on the call today is really amazing as their time is sought after by many people. Let me introduce Regional Director...

RVP: The person I am about to introduce has distinguished themselves within the ACN system becoming among the top 1% of producers within ACN. This person has presented to experienced IBOs and they know the ACN information inside and out. They have helped countless people find success within the ACN system and have had a ton of fun doing it. To have a person of this calibre on the call today is really amazing as their time is sought after by people all around the world. Let me introduce Regional Vice-President...

SVP: The person I am about to introduce has achieved the pinnacle of success within ACN having achieved the top income position. This person has spoken in front of crowds of thousands of people at a single time and they know the ACN information inside and out.

They have helped countless people find success within the ACN system and have had a ton of fun doing it. To have a person of this calibre on the call today is really amazing as their team spans the globe and their time is sought after by people all around the world. Let me introduce Senior Vice-President...

