

3-way Calls with *Builder Prospects*

1. Let your builder edify you. Before your 3-way call (or at the beginning), your builder needs to properly edify you in order to build trust between you and their prospect. Once they have done this, **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 do you see the next 5 years looking like? (You're looking for what needs to change)
- b. What is the most frustrating thing about (job, financial situation, home life, etc.)
- c. What would you like to change about (job, financial situation, home life, etc.)
- d. 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 dōTERRA's Opportunity, this is where you would share a few essential things.

We do only 3 things in dōTERRA:

- 1. Share dōTERRA (with people who are looking for health/opportunity)
- 2. Enroll customers & builders (connect them to solutions to their needs)
- 3. Launch builders to do the same

*Our goal is to match dōTERRA to what you're already good at, your natural talents, and what your passions are. When dōTERRA is done right, it feels like a catalyst to who you are and what you already love.

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 dōTERRA was exactly what you wanted it to be in your life, what would that look like?

6. Find how to best support them in their dōTERRA business

- a. Would you like to supplement or replace your income?
- b. What does it mean to you to supplement your income? (\$500, \$1,000, \$2,000/mo.)
- c. What does it mean to replace your income? (\$2,000, \$5,000, \$7,000, \$10,000/mo.)
- d. By when would you like to reach this income goal? (3, 6, 12, 24 months)
- e. How many hours per week would you be able to commit to your dōTERRA business in order to reach your goal?

7. Answer questions.

“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 rescue income with dōTERRA?” (If they have more questions, answer them.)

8. End with a Call to Action

“Let’s schedule another time when we can go over a specific business plan. We will outline together a strategy for the next 30, 60, and 90 days to help you maximize your natural talents, gifts, and who you already are. I can talk next (Tuesday). What time is good for you?”

9. Jump off the call

Tell them you have really enjoyed talking with 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 you look forward to putting a business plan together.

Tell them you have to jump off the call. Make sure you edify your builder and let your builder continue talking with them.