**3-Way Calls That Produce Results**

**The 3 Key Elements for Authentic Meaningful Conversations Apply to Almost Every Conversation We Have in our Work .. Including Setting Up 3-Way Calls**

1. Using the phrase … Tell me about … to open conversations and learn what is important to the person you are speaking with. .. This is how we learn their needs, interests, concerns, etc and then we can look for possible solutions through Shaklee.

2. Acknowledge people --- look for sincere honest ways to appreciate people .. acknowledge them for what they value, for the work they do, for their kindness, for their families, for their abilities,…for their cats .. Their dogs …

3. Always include your reason for the contact … why you thought to invite them to a conference call , or to view a video ink, why the information was important to you, why developing a Shaklee business is meaningful for you and might be for them , why they may want to meet your upline or other selected leader, etc

**3-Way Calls To Develop Customers & Members**

We ask questions to teach and guide the thinking of the prospective member.

* “Tell me about your health and I’ll take some notes and let’s see if we can come up with something that may be helpful.”… ..
* List symptoms … medications generally ( what they are for)
* One scale of 1 to 10 .. Energy level? Stress level?
* Walk me through your diet .. What do you typically eat for breakfast?
* Is there a time of day when you might have cravings for sweets or carbs or salty snacks? And if so when .. Because that tells us when your blood sugar is dropping. ( Protein and fiber stabilize blood sugar )
* How many vegetables in a day? ( explain ideal diet for human body is what Nature gives us that grows out of the earth .. Goal is 6 or more )
* Then lay out some options and suggestions usually starting with Vitalizer .. So they can get a free membership and save 15% or more and usually they feel a significant difference quickly

**Coaching 3-Way Questions: Get Clear-No Guessing**

* Tell me where you are in your life . And what your thinking is regarding Shaklee.
* What level of income are you looking to earn?
* Tell me about your time .. How much time would you be able to devote to your business?
* Tell me about your background … what you did before kids …
* Tell me about the people you know .. What areas of Shaklee do you think they will have an interest in?

Action steps – next resources to review … or events to attend … when to set up their getting started Planning Session and review of their list of names, etc