

(To set up for a great 3-way call with your sponsor) Use this script with someone that you are very close to. **Build trust, respect, and credibility toward your sponsor!**

(The day before) Mom, you know that we have been looking for a way to get out of debt and I found a way, I have a part time little career that I'm working on, and before we begin our national advertising campaign I need to practice on some people, and I know that you'll be nice to me and let me practice on you. You won't be mean to me like a stranger would. **Sure, no problem.**

Ok, are you doing anything tomorrow at about seven? Mom, I want to introduce you tomorrow to my training manager. Her name is <Trainer's name>, and she's doing an incredible job with the company. She has worked her way up pretty far inside of the corporation, and I'm so blessed that I have someone who is really willing to help me out and to take me step by step through the process of understanding... what the company does and how they do it.

"Mom, I'm going to introduce you to her... and make sure you pay really close attention because she's done a really phenomenal job, she even does nationwide training calls for the company. And so, I'll introduce you to her on the phone tomorrow. Ok, she's out there in <State>.

(The day of the call)

Mom, I want to introduce you to <Trainer's name>. She's our training manager. He/she's done a really phenomenal job. Mom, this is <Trainer's name>

<Trainer's name>this is <Firstname>, my Mom.

What's really important at this point is for you not to say anything. Let your upline expert take the call from here. Your upline will build trust respect and credibility toward you and build on the foundation you established.

Simple Approach Script #2 (Make sure you know the expert first.)

During a conversation:

You know what, I really don't have the answer to that. Can you hold on a minute? *(Hit the flash button on your phone and bring your expert on the line, and then bring back Mom)*

Hi <expert>, I've got my Mom on the line and she was asking me about _____. Would you mind explaining it to her?