

3-way Script!

- Hey _____ it is nice to meet you over the phone. _____, speaks very highly of you and says you're interested in learning more about our company.
- I'm sure you are extremely busy right now and so am I. So, what I am going to do is give you a brief overview of our company.
- The name of our company is ACN and we are a 14 year old telecommunications company expanding in the area. In the last 5 years we have grown 400% and are close to doing 1 billion dollars a year.
- We are offering a new technology that is revolutionizing our industry. It's called digital phone service or VOIP. Have you heard of it? It will someday replace land lines & right now we can call unlimited in North America for \$23.99 a month with virtually no taxes and every calling feature included.
- We also have partnered with nine major cell phones companies including Verizon, Sprint, T-Mobile and Cingular.
- Timing is everything. Imagine being involved in the beginning of companies like Microsoft, Google, and Sprint. That's what we have here with our company.
- And as an ACN representative every time you acquire a customer you receive a residual commission month after month year after year for making a 1 time referral on a bill your customers are paying anyway.
- Now _____, for assisting us in the international expansion of our company on a part time basis you should expect to earn a few thousand dollars a month.
- The full time executives of ACN earn over six figures a year with no limit to their income. How does that sound? Great! Now explaining this over the phone would be impossible so here is what we need to do.
- We need to set up an appointment where you and I can take twenty to thirty minutes and go over the company and industry and exactly what you need to do to get paid so you can make a decision and see if this is something you would like to incorporate into your life.
- Now I have tomorrow at _____ or the following day at _____. What works better for you? Great!
- Let me ask you one favor though. What ever you do don't cancel, because if you do I won't be able to reschedule that time slot with any one else.

I'll see you tomorrow at _____ and I'm looking forward to meeting you in person.