

3-WAY CALLS WITH YOUR MENTOR FOR PRESENTING

Although most of our presentations today are done using materials such as videos, as those are so very effective and duplicable, one of your best presenters is most likely your mentor or the person who mentored them. So, let's say one of your prospects shows some interest in improving their health. You may have shared some materials on the products, but now they are asking more specific questions. You may not quite know how to respond...perhaps it is something requiring a more enhanced understanding of Mannatech's products or business opportunity. The worst mistake you make is telling them things you do not know because you feel like you should know, or because you want to sound very professional. Fight that urge. This is a perfect time to involve your upline. Another possible inquiry might be your prospect's desire to talk to someone who has had success in the business. With you being relatively new, this presents another terrific opportunity to involve your mentor (or even their mentor, all of whom are in your success line).

You should always be open to getting others involved as it also validates for the prospect that when they join you, they too will have terrific support. This business is one where you are in business for yourself but never by yourself. Show up as a team and it will be very impactful to others.

HOW-TO'S: Tell the prospect that you are really excited to get them the information they are pursuing, and then ask when would be a good time to talk with your Team member who is much more experienced so can get hear more. Take down a range of times (say 2-4 on Thursday or after 7), so you can make sure your mentor will be available for at least one of the time slots. Once you book with your team member, verify the time of the 3-way call with all the parties.

Share the information about your prospect with your mentor in advance of the call so they can be prepared.

HOW TO DO A 3-WAY ON AN IPHONE?

If this is not within your skill set, make sure to practice dialing in with 2 others in advance of the call so you are not fumbling around with the prospect. Some people may judge you as having no technology sense; that alone can at times persuade others not to want you as a business partner. By the way, you are the one who invited them on a 3-way...so you ought to know how to do one.

Structure of the 3-way:

1. Introduce your prospect to your mentor. In that introduction, you will edify your mentor (knowing this will also be a mentor to this new person who is about to start) by making a few brief statements about them and their prowess as to the business/products.
2. Your mentor will edify you in response, saying such things as, "Thanks so much, John. I totally respect your commitment and desire to help everyone you know so they too can experience these incredible products."
3. Then, the mentor takes full control. You just sit back and listen. If you interfere you will take your mentor off their game and it is disrespectful. He/she may ask you to enter into the conversation with some questions, but only if you are invited to interject should you talk.
4. Your mentor will do their best to close the prospect. You are in training so listen and take notes. Write down any questions you may have so you can get them answered. These are critical times for you to truly develop the skill set to do 3-way calls with your own people, as that will happen soon enough.

So, let's summarize many of the REASONS to do 3-way calls:

1. Gives you credibility...there is someone else who is totally behind this company and these products.
2. Provides a great training ground for you as you will learn better ways to say things, as well as how to become a better listener, which is one of the most important traits of a successful networker. People don't care how much you know until they know how much you care.
3. Success in closing people is always greater when you have your experienced mentor involved. This process also gives everyone involved an experience in the power of duplication.
4. Provides the new person the sense of "Hey, I can do this because I too will have an experienced team around me to help with closing my contacts!" Belief in their ability to do the business is a huge part of the process of closing someone.