

Before the call/presentation, Consultant provides Leader with:

- ☐ Prospect's name and phone number.
- ☐ Why the Consultant thinks the opportunity lead would be a great L'BRI Consultant.
- ☐ What information did they give their prospect?



3-Way Opportunity Call:

1. Introduce yourself and compliment the Consultant who recommended them. Ask the Consultant to share why they think their prospect would benefit by becoming a Consultant and why they will do well.
2. Ask the prospect, "Did you get a chance to look at the information (*Consultant*) gave to you?" (*Refer to the information that was given.*)
 - If they say yes, ask "What points seem to interest you most? Why are they the most important?"
 - If they have not looked at any information ask, "What was it that sparked your interest in L'BRI?"
3. Review some of the key highlights of the L'BRI business opportunity. Keep it brief and simple.
4. You can then ask, "Based on what you know about L'BRI so far, what benefits do you think you'd enjoy if you were to choose to start with us?"
5. Ask, "What concerns, if any, do you have or what would stop you from giving this a try?"
6. If they have no concerns, "Great, let's get your Starter Kit ordered and set some dates for your Debuts and training."
7. If they have a concern, ask, "If we could help you work through that, would you like to start enjoying the benefits of being a L'BRI Consultant?"
8. Help them through their concern and then reassure them that you and (*Consultant*) will be helping with the simple steps to get started. You can say, "You have so much to gain by starting right now; and we will love having you on our team! Shall we look at your Starter Kit choices?"
9. If yes, "Great, let's order your Starter Kit." Discuss which Starter Kit they want to order.
10. Have the new Consultant set dates for Debuts and training. Have the sponsoring Consultant do some host coaching with the new Consultant to help begin planning the Debuts.
11. If the prospect says no they are not ready to get started, you could ask, "Do you mean no not now or no never?" If they say no not now, you can say, "No problem, but we are a little disappointed because we sure believe you would enjoy this! When do you think would be a better time for you?" Based on the reply you can say, "We can touch base then. Would you mind if we stay in touch?" (*This gives you and the Consultant the opportunity to continue building the relationship and communicate some of the excitement of being a Consultant. Perhaps text a photo from Convention, a L'BRI trip, car celebration or invite them to a team meeting.*)
12. If they say no never, let them know that if their interests or circumstances change, you'd always love to help them start with L'BRI."

Offering to have 3-way opportunity calls/presentations with team members not only results in sponsoring prospects, but it also teaches Consultants how to effectively present the income opportunity.