

FITTEAM

HOW TO SCHEDULE 3-WAY CALLS

Example 1 (via text message):

Hi (prospect's first name)! Are you available to talk at (insert date and time) for about 15 minutes?

Example 2 (via phone call):

Hi (prospect's first name)! I only have a minute but I found something that I'm really excited about and I'd like to share it with you. Again, I don't have time to talk right now but are you available at (insert date and time) for about 15 minutes?

Example 3 (via phone call):

Hi (prospect's first name)! I only have a minute but I found something that I'm really excited about that I'd like to get your feedback on. Again, I don't have time to talk right now but are you available at (insert date and time) for about 15 minutes?

Summary

Following these simple examples on how to schedule 3-way calls will allow you to connect your prospects with one of your FITTEAM leaders at a time that works well for all. Remember, the key is to not share all of the information with your prospect until you connect them with a FITTEAM leader.