

FITTEAM 3-Way Call Script

INTRODUCTION

Hi (Prospect Name), this is (Brand Partner Name) with FITTEAM. Is now still a good time to talk?

👉 If yes, continue. If no, schedule another time.

Perfect! I've also got (Guest Brand Partner Name) on the line with us. (He/She) is a fellow FITTEAM Brand Partner who's had great success with this opportunity, and together we'd love to share some info and answer your questions.

Transition the call to the Guest Brand Partner

Mute your phone & do not unmute until ask to do so by Guest Brand Partner.

DISCOVERY (FORM – Family, Occupation, Recreation, Motivation)

Hi (Prospect Name), how are you today?

Family: Tell me a little about yourself/family. Do you have kids?

Occupation: What do you do for work? What do you like about it? Anything you'd change?

Recreation: What do you like to do for fun?

Motivation: What's most important to you in life? If money and time weren't an issue, what would you do?

👉 Transition: "Wow, sounds like you'd be a great fit for this opportunity."

SHARE THE OPPORTUNITY

Here's a quick overview of FITTEAM:

- Launched in 2015, headquartered in Palm Beach Gardens, FL.

- We started with our flagship product FITTEAM FIT – one of a kind USDA Organic premium energy + wellness drink that comes in stick packs. Just mix with water—simple and effective.

- Since then, we've added:

- FIT+ a more concentrated form of FIT in a capsule
- HYDRATE – Organic electrolyte & recovery drink. Light tropical taste. Great for adults & kids.
- GREENS – Organic nutrient dense alkalizing blend that offers detox & digestive support.
- IMMUNE – Blend of organic and natural ingredients intended to strengthen your body's immune response.
- • LEAN – Organic vanilla flavored plant-based protein. Great for snacks, smoothies, and post-workout.

We've helped thousands of people reach health goals, and many also earn income by sharing FITTEAM. Our compensation plan pays on product volume, so the more people you help, the more you earn. Makes sense, right?

The best part—you don't need experience. FITTEAM provides simple systems, daily motivation calls, training, and private support groups. You're never doing this alone.

EXPERIENCE & QUESTIONS

Before I share my story, just know FITTEAM doesn't guarantee income—your results depend on your own effort and consistency.

(Guest Brand Partner Share your short personal FITTEAM testimonial here.)

👉 Ask: "Do you have any questions?"

👉 Then: "Based on what you've heard, what excites you the most?"

FIND THEIR FIT (Recommended Enrollment Options)

We have three starter options (all include the \$34.99 annual membership):

1. ALL IN KIT – 4FIT 4FIT+ 2HYRDATE (best value, maximizes comp plan (\$449.98 + tax/shipping)).
2. TRANSFORMATION KIT – 2FIT 2FIT+ 1HYRDATE (\$239.98 + tax/shipping).
3. Dual Pack – 2 FIT (\$151.97 + tax/shipping).

👉 If they're already a Preferred Customer, they can upgrade for \$10.

👉 Ask: "Which option works best for you?"

PLACE ORDER

Shipping address, email, phone number.

Process payment (Visa/MC/Amex/Discover).

Confirm details.

👉 Upsell: Add HYRDATE (34.99) GREENS (64.99) IMMUNE (49.99) LEAN (\$33.50) at wholesale.

WRAP UP & EXPECTATIONS

Confirm order + welcome them to FITTEAM.

Explain Loyalty Program (automatic 30-day reorder, can change anytime).

Add them to support groups (#FITTEAM + FITTEAM Brand Partners).

Point them to www.fitteamtraining.com → Resource Library for Success Cycle.

Remind them: “You’re never doing this alone—I’m here to support you in any way and you’ve got others here to help.”

👉 Schedule their first training call within 48 hours.

CLOSING

End on a friendly note: “So, what’s the rest of your day look like?”

Spend a few minutes chatting about non-business topics to build the relationship.