

Three Meeting Plan Success System and Script

Dani Johnson Three Meeting Plan

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(Trainee name) “The reason for the 3-meeting plan is to get you trained and get some feedback from people you know. We need people to practice on...we are not necessarily interested in them becoming a business partner or in them having the services. We want to see if this is a service that they would refer other people to. When I got started I did something similar and even though some were not interested, they referred some people to me. You also need to understand that you are planting some seeds and it is a process of time. Some will see it now and some will need it later. So the harvest will come later.

One of my business partners did her training and 2 weeks – even a month later, some of the people on the call got the membership and some became associates. They may not see it right away and that is OK. Another business partner had her brother totally put down the concept and yet today he has the membership. You see you just never know when someone is going to need the service and once they use it they will see the in value of the membership and keep it. This is a relationship business and we want to let as many people know about what your new career entails. Let’s schedule your training call for tomorrow night.”

“I will do the first training for you while you listen and learn...so take notes. When you recruit a new business partner you will do the front half for them and I will do the back half for them. The third training you will do the whole thing and I will be there to clean up any loose ends. Then you are trained and can train others.” If you do feel that that is moving to fast I will continue to work and support you.

There is a part in the training where I am telling people why you have started with the company. What would you like me to say... you know, things like get out of debt, put money away money for retirement, supplement families income, etc. What should I say?”

“Ok the next step is to make a **list of resources**. It's a list of people you have known in your lifetime. It might be people you knew in college, people from when you lived in another state. Think of occupations, think of hobbies, think of people you know in your area and outside of your area- who do you know that is looking for a career change. Who do you know who is looking for a way to get out of debt? Who do you know who is looking for a way to build an extra income source? Who would NOT be interested in something like this but would let you practice on them as you are learning your script that know and love you.

“I want you to **invite 1 to 6 people from your list of resources** who you know, using the script below: DO NOT CHANGE THE SCRIPT! Additionally, do not say “new business,” “pre-paid legal” “legal protection,” etc. If you do, they will think that you are wanting them on the call to “sell” them something. Call and remind them 15 minutes before the call. Keep call short – otherwise they’ll try and ask you a ton of questions you won’t know how to answer and it’ll come across like you are trying to sell them something instead of just asking for their help! If they ask questions, tell them they will help by asking them on the training call.

Script to Invite (www.freeconferencecall.com for conference number)

Hey, (friend/family member/etc.), how's it going? Can I get your help with something? I just got the opportunity to work part-time with this company that helps protect people from identity theft. I am in a training program and as part of my training I need people to practice on so I can learn how to do a presentation. It will take about 40 minutes and I know that you would be willing to help me out. You will learn a lot about Identity Theft. I'd really like to get your feedback to see if this is something you'd let other people know about for me. If not, that's fine and I understand. I would just appreciate your help. So, would you be willing to do that for me? **They say YES.**

Great, thanks! Here's what I need you to do – do you have a pen and paper handy? On (date/time) I need you to call xxx-xxx-xxxx and the access code is xxxxxx#. OK read that number back to me as well as the date and time. Great, so that is at (time) PM on (date) I'll be on this call, as well, training and taking notes. I'll also call you about 15 min. before to remind you- I know you're busy and like me I sometimes forget. Thanks, I really appreciate your doing this for me. I've gotta run, but thanks again and I'll call you on (date of the call.) **OR YOU CAN DO 2 ON ONES AND 3-WAY THEM IN**

SCRIPT FOR TRAINING CALL

As people enter the call: (bing) Hello and welcome to the call, please announce yourself. **As people are announcing themselves, write down their names.**

“ I want to welcome everyone to this training call. My name is _____ and the purpose of this call is to train (trainee name) as she launches her new career. So, would everyone go ahead and tell a little about yourself, what you do for living and how you know (trainee name). **(If no one answers, call on someone. Write down their answers)**

I really appreciate all of you taking the time to participate in this training call to support her in her brand new career that she has chosen so that she can **(repeat back a few of the person's WHY's ex. Get out of debt, etc.)** and being able to do that working part-time from home.

(GIVE YOUR TESTIMONY – Your (story) is important. The majority in the room needs to identify with your story. This builds a bridge with people. If there's any part of your story where someone would say “so what” to, take it out.)

I'm going have you to listen to a recorded message where you will find out how people are able to protect themselves and their family from identity theft as well as learning more about protecting themselves from any legal issues that effect all of us. The call will also allow you to hear how people are able to on a very part-time basis supplement their current income to get out of debt, spend more time with their family, save for their kids college education, beef up their retirement, gain financial stability and give more back to their community. This call will take about 20 minutes.

Now here is what I want from all of you, should you know of anyone who could benefit from the membership or anyone who could use some additional income on a very part-time basis jot their name down as you listen to this call. I also want you to write down ways you think your family could use this membership

On the call you are going to hear from Larry Smith and Brian Carruthers, two very successful individuals with our company who have helped so many individuals change their lives and their families lives by simply introducing them to this part-time concept. Hold on one sec and I'll bring everyone into that call....

(3-way them in to the recorded message – 1-800-394-6919)

As you heard identity theft is a huge problem and our company is growing incredibly fast and we need your help in referring people to (trainee) who could use the service or are in need of some additional income. People who want to get out of debt, spend more time with their children, work for themselves, make more money or just want something different out of life.

See when people join us as business partners, they're not just joining a great company with Pre-Paid Legal, they are joining a very simple training system and a support team of people who truly care about showing them exactly what to do to succeed. We work with the top industry trainer on a weekly basis with our team. We also offer daily support training calls to give people all the help that they need to be successful. And it's very simple to get started.

Now (**names of guests**) I really appreciate your patience and you all being here. We're getting (trainee name) trained and I want to make sure she understands what typically happens after directing people to the information. So let me coach her for just a moment.

(Trainee) At this point, there are usually 3 types of people....

The first type of person is the one who says "thanks but no thanks". We know the business is not for everyone, but we know that the services are probably something that they will want to take advantage of and surely they will know someone who needs the service.

The second type of person is the one who is interested in learning more about becoming a business partner. We will get their questions answered and get them set up with all of the services they just heard about on the call so that they can see how beneficial they are to their family/themselves.

The third type of person is the person who says yes, I see this opportunity, it makes sense and I'm really wanting to get going and get my training underway. I need to make some extra income working just a few extra hours a week- you know, some extra spending money would be helpful – even to get the credit cards paid off. We will help them get plugged into our simple training systems and get them a paycheck in their pocket.

So after that part, they'd tell you whether they are a 1,2, or 3 and you'll set them up with the appropriate information at that time. OK?

So at this point in the training call is where we hear beneficial feedback from your guests. You asked them to be on this call to help you out as you begin your training by letting you know what they liked about the information they just heard and who they know that might need the services or additional income.

(Start your questioning with the person from the meeting that was MOST EXCITED AND GAVE MOST INTERESTED RESPONSES)

And so **(1st guest)**, what did you like about the information you just heard on the call?

(2nd guest) – And _____, how 'bout you? What did you like about what the info you just heard on the call?

(3rd guest) - _____, thanks for your patience.....and what did you like about what you just heard on the call?

*****(Write each person's response down – DON'T COMMENT ON THEIR ANSWERS)**

If someone is negative, say:

"You know, I totally understand what you are saying. Thank you so much for coming on the training call tonight/today and being enough of a friend to help (trainee) out. That is so appreciated'. **(Move on to the next person- Don't address their issue and don't ask them any more questions.)**

After you have gone through and gotten feedback from everyone on the call... "Great, thank you for that feedback! That's very helpful as a part of this training call for (trainee).

One of the main focuses of this call is to see if this is something you'd help (trainee) build up her referral base by referring people you know. For example, if you know someone who needs to get their will done, someone with teenage drivers, someone who is getting divorced, someone who was treated unfairly. (Trainee) would be able to help them get the assistance they need. You may also know people who could use some extra income working on a very part-time basis from home and we would appreciate those referrals as well.

As well as that, based on some of the feedback some of you gave, we would like to get back with you to see if this is a service that you could use yourself and who you might refer to (trainee name). **(Set appointments for both of you to call back.)**

With that, I'd like to respect your time and thank you all again for being here on this call to help train (trainee). It was a pleasure to get to know you all! At this time, that's all we have. I hope you have a great rest of your night and thanks again!