

How To Use 3-Way Calls With Your Network Marketing Training

If you want to have success with your downline, network marketing training is an essential part of your program. You will not benefit at all by signing people up and having them quit after the first few weeks. It is up to you to supply the proper training to lead your prospects to success. One training method that can be extremely effective is 3-way calls.

You can use 3-way calls in a few different ways as a training method. The first method is to have a 3-way call between you, your prospect, and someone toward the top of the ladder in the program. This will not only allow the prospect to pick up tips from the best, but it will also show them that everyone in the program matters no matter what level they are at.

The other way you can use 3-way calls as a network marketing training technique is to have them see how you make a presentation. Get on the phone with your prospect and call a few recruits. After you have given a few presentations and your prospect has seen how you do it, let them take over for a few phone calls. They will make some mistakes, but that is why it is called training.

The key to having success with this training method is having it planned out. You never want to send your prospect out into the wild blind. Give them tips and pointers as for what to say and what points to hit on. There will be denials so give the prospect some counter points to make to entice the recruit.

It can be intimidating for a prospect to get on the phone and perform under your pressure, which is why it is up to you to make the environment as friendly and laid back as possible. Ensure the prospect that this situation is to help them become accustomed to talking on the phone. There is no pressure whatsoever to worry about. Let them know that mistakes are part of the learning process.

Even when you have been doing it for quite some time, talking on the phone can still be one of the most intimidating parts to network marketing. But a successful network marketer goes beyond just the internet. You have to put aside your fear and dive right in to have success with network marketing.

3-way calls are great network marketing training for your prospects. It allows them to become accustomed to talking on the phone and thinking quick on their feet. After handling 20-30 phone calls with you, they will be ready to be released on their own.

About the Author

Would you like to have a real web site business? Bob Floyd invites you to visit his [profitable online business](#) website for everything you need to start and run your own online business. His services include advertising, mentoring, and a full service training and support package to help guarantee your success. Learn more here: <http://tinyurl.com/2wnmy3>

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