

# Getting A Rep To Make 3-Way Calls

## STEP 1: Why is the audience here?

Let's exercise!! Application [3-way calls]

When it's over, what do you want the Rep to:

THINK?

FEEL?

SAY?

DO?

(each of these should one short, simple sentence)

## STEP 2: Create the Close

## STEP 3: Create the Opening

## STEP 4: Outline the Body

Main points:

1.

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2.

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3.

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