

### 3rd Party Calls

#### Validating Excitement & Commitment

Note: As mentioned in Gano Excel's **4 Simple Steps to Success: From Prospect to Partner**, it is crucial to Validate with Leadership. One of the ways of doing this is by holding a 3rd Party Phone Call. Arrange and plan the call with your Upline and/or Sponsor. Below is a sample script:

#### *You say...*

"Hi (Prospect's Name), thank you for taking the time to talk a little bit more about this great Opportunity. You know I'm really excited about working together with you on this, and wanted to introduce you to someone that has been an inspiration to me -- who is really helping me to reach my goals. Let me introduce you to (Sponsor's Name):"

#### *Upline says...*

"Hi (Prospect's Name), it's great to finally meet you. (Your Name) is so excited about what you can bring to Gano Excel team."

\*Option: Sponsor can add short success story here\*

"Let me ask you, what part did you like best in the video you saw? That's funny that's one of the main reasons I joined this company. So what do you need to know so you and (Your Name) can start making money together?"

\*Answer Questions and Enroll\*

NOTE: You can adjust this script to the way your personality. What's most important is that you work with your Upline and Sponsor. Learn from their experience and use that to help you grow your team.

