

THE CORRECT WAY TO SET UP A 3 WAY CALL OR ZOOM

Info taken from the Brent Gove Day 2 Tahoe Event presented by Casey & Rick Geha. This is a MUST WATCH if you are doing **Agent Attraction**.

See the Youtube Link at <https://www.youtube.com/watch?v=2KcnRyrLYYM&t=193s>

(All of this below MUST be done with Enthusiasm & Skills. Not Enthusiasm and Vomit. LOL)

I wrote out the scripts for all of us to use but you just watch the video if you are serious about Agent Attraction.

1. CLEAR THE TIME

Hey, ___ thanks for taking a few minutes out of your day today. I know it's ___ o'clock now and we are scheduled today until ___ o'clock. So before we jump into this conversation I just wanted to make sure now is still a good time for you?

2. SET THE CONTENT

I am super grateful for this (30 minutes) or (1 hour) today and the reason for us to come together today was for you to meet someone that I really respect and admire to hear his perspective and be able to ask questions and bounce ideas off him during this time together and also so you could have an experience of our team & organization and how we work together and at the same time to help satisfy this next layer of due diligence to help make sure you get what you want and need and for you to learn about anything else that is important to you.

3. EDIFY THE PROSPECT

Al or Jay, (Your Sr. Biz partner) What I want you to know about ____ (The prospect) is that he/she is someone that I highly respect because they have But what I really admire about _____ most is his/her willingness to (Share 2 things about the prospect with your Sr. Biz partner)

4. EDIFY YOUR SR. BIZ PARTNER

What I really respect about you (Al Stasek) is that you were an owner/broker of your own Independent company selling about 400 homes per year with your team but you were humble enough to take a look at eXp and now you have built an organization with over 4,000 agents earning over \$200k per year in passive monthly income but what I most love about Al is that he has a huge heart to just help people. From helping supply the CLE food bank to helping the battered women and children escape the sex trafficking scene In the US and other countries, Al is super committed to really just make a difference in people's lives. He has a heart of serving other people including real estate agents to help them be the best they can be. He is super humble about his success and has been one of the best business partners that I have ever had. With that being said, I will pass it over to you Al.

5. PASS TO SR. BIZ PARTNER

(Then zip your lips) If agents start talking to the Sr. Biz Partner should say " Excuse me___Can you hit mute for a second? I super love the value that you bring to this conversation but if it's okay, I would like to have you save it to the end okay? Awesome."

6. BUILD RAPPORT & GATHER THE AGENDA

(The Sr. Biz partner says...)

Thank you so much for taking the time today. Since we are meeting for the first time, I would love to learn a little more about you and to find out what is most important for you today to get out of this conversation. I want to know what would be most valuable for you to learn today? (Listen closely to find out what their pain points are and then jab your finger in it. Lol) Then ask, What would be most important for me to share with you today? What questions can I answer? Then say Okay great, what else would you like to know? Okay what else? Super, okay, anything else? If there was one more thing what would that be? (Then answer all of their questions)

Then say, what you said you wanted to discuss today was.... 1.....2.....3....., Did we cover everything to your satisfaction or was there anything that came up as we were talking that would be important to you or would like to know more about?

Then ask,

____, Based on our conversation today and in the contents of next steps, what makes the most sense for you? There are usually 3 different ways you may want to go.

(Give 3 Options)

1. You may want to talk to another person to get another perspective. If that's the case. I would recommend (Ex.) Jay Kinder who has created an amazing organization and has over 5,000 people in his biz locally & globally and is earning over \$275,000 per month in passive Income. He was # 2 in Coldwell Banker and has sold over 530 homes per year and is the owner and CEO of the National Association of Expert Advisors (NAEA) Real Estate Coaching Company. I know I could get 15 or 20 minutes with him that I know would be valuable to you.
2. You may want to have an experience in the eXp World to get an idea of what that feels like and in that case we can schedule a date and time that we could do that together.
3. You may want something specific that you can research and you can take a look at that gives you more information on a topic that may have come up from our conversation today. Or Maybe you were ready to lock arms with us and partner up with us 10 minutes ago? What do you feel your next step is?

If they say they want to do one of the 3, or they are ready to go then say;

Okay great, would later today or tomorrow be better for us to get back together to do that? OR schedule the next time to get back together ASAP.

The Sr. Biz Partner can also say,

Hey..... What I want you to know regardless of what you decide moving forward about eXp is if this is a good fit for you, you couldn't be in better hands than ____, they are the best of the best.