

How to Use 3-Way Phone Calling to Sell Final Expense Remotely

3-Way Calling lets you talk with 2 people at the same time using your mobile phone. Certain Final Expense carriers accept **voice signature** and at the end of the 3-way call, a decision and policy number are issued – it's that easy!

"How do I use my phone's 3-way call feature to sell FE over the phone?"

For Android:

- Start by calling your prospect; once they answer, go through your sales process and if they agree to speak with a carrier's underwriter, then...
- Tap the **MENU** icon
- Tap **ADD CALL**
- Enter the phone number or find the contact (**tip: save carriers as contacts in your phone ahead of time**), call carrier – when they answer, the original call will be put on a temporary hold (**let your prospect know this will happen**), then...
- Tap the **MENU** icon again
- Tap **MERGE** to begin your 3-way phone call (**your screen will show 2 blue heads together on 1 screen**)
- To toggle between two calls, you can tap **MENU** then **SWAP**
- **TO END THE CALL:** simply hang up or open the **MENU** and tap **END CALL**

For iPhone:

- Start by calling your prospect; once they answer, go through your sales process and if they agree to speak with a carrier's underwriter, then...

- Tap **ADD CALL** and call the second person (**tip: save carrier's number in your contact list ahead of time**); let your prospect know they will be put on a brief hold while you call carrier
- Once carrier answers, tap **MERGE CALLS** to start the 3-way call
- To **SPEAK PRIVATELY** with one caller, tap the **CONFERENCE ICON** then select the **RED PHONE ICON** next to the call you want to drop
- To **END CALL** simply tap **END CALL**