

Dear Partners in Travel,

If you did not earn the income you wanted last month, you need to print this, read it and take action !

Thanks to Teamates **Ryan Ovitt** and **Mike Accurso ("Mr Passion")** for sharing this GREAT Quickstart info.

Your First 24 Hours as a Rep. How to Capitalize on the Marketing Plan.

The biggest reason people fail at any thing is that they never start taking action. The first 90 days in a new business is critical and will usually set the tone for the success most people will have. If they get off to a good start, they increase their chance of success.

Plug into the training provided here, by your sponsor and by your upline team. Continually striving to be the best, is how you become the best. Go for it!

Making a Commitment

Most people that have really made it **BIG** in this industry will tell you that for them it came down to one thing that made the difference between success and failure... This one thing is: **They made a decision and commitment to get it done.**

All it takes for you is one decision. The decision that enough is enough and things are going to start changing for you **TODAY**. You have taken a great step by joining us but there is still more to do. Right now go to your calendar and write on today's date: "Today is the day that I committed to my business and decided no more excuses."

By doing this you are deciding that:

- failure or quitting are not options
- success is the only acceptable result
- the naysayers and dream stealers will not stand in your way
- you and your family deserve success

DECIDE TO CHANGE YOUR FUTURE AND COMMIT TO BEING THE BEST AT WHAT YOU DO!

Viral Marketing or Referral Marketing

Viral Marketing is a marketing technique in which you tell a few people, they get excited about the information and they tell a few, they get excited and tell more and so on and so on. Here is what can happen with Viral Marketing:

Step 1: Make a list of 20 people you know and plug into the system to sign up 3 direct to you.

- Out of those 20 we should be able to recruit at least 3 using the tools. You earn \$150.00
- Those 3 each make a list of 20 (we help them each get 3, All we need is a total of 6 to move into the Power Team)

Step 2: After you reached your first team of 6, then Sign up 1 more direct to you to start your Power Team. *All of the calculations below are based on the Power team bonus of \$1000.00 for every 6 reps and the \$50.00 per each rep when they sign up. These figures do not include the \$10,000 bonus for every 100 reps, the 50% match from your personal enrolled reps and other overrides and residual commissions you will receive.*

- That 1 rep needs to make a list of 20 and we help them get their 3 reps. You earn \$100.00 for that 1 rep.
- Those 3 each make a list of 20 (we help the 3 each get 3, that is a total of 9) **You earn \$1450.00**
- Those 9 each make a list of 20 (we help the 9 each get 3, that is a total of 27) You earn **\$6350.00**
- Those 27 each make a list of 20 (we help the 27 each get 3, that is a total of 81) You earn **\$17,050.00**
- Those 81 each make a list of 20 (we help the 81 each get 3, that is a total of 243) You earn **\$53,150.00**
- Those 243 each make a list of 20 (we help the 243 each get 3, that is a total of 729) You earn **\$157,450.00**
- Those 729 each make a list of 20 (we help the 729 each get 3, that is a total of 2187) You earn **\$474,350.00**

We do not guarantee results, this is just an illustration of the power of using the warm market and focusing on getting your 3 and then helping those people get their 3. It is a procedure of Learning, Doing and Teaching. **To Succeed you MUST Make the list of 20 people and plug into the system.** Anyone with a strong desire can do this it is not that difficult to find a total of 4 people and teach them how to tap into the 7 TRILLION Dollar a year Travel industry.

Setting Aside Time

If you have ever had a job, you understand that when your boss wants you at work, you need to be there.

Your business with us is no different, except that you are YOUR OWN boss. Now with this title comes many benefits but also comes a great deal of responsibility. As your own boss it is very important to set aside specific time each week to work your business. Think of it as making your own work schedule. But remember, as an employee it is too easy to say you'll do it tomorrow and that must change. This is YOUR company and you need it done today!

If you set aside 2 hours on Tuesday, 2 hours on Thursday and 3 hours on Saturday, as your time to work your business, then you have to be a strong enough boss to make your employee do what they are supposed to. This time should be spent talking with prospects and other activities that produce results, NOT cleaning your desk off, shuffling papers or other non-productive activities.

You see, your business isn't going to build itself. You need a purposeful effort, the discipline, and the determination to make it happen. Not many people create wealth without making a sacrifice or two and sticking to a game plan.

Set your hours each week around other activities you have for the week. That is certainly an advantage and benefit to being your own boss, you can work the hours you want but remember that you still have to work.

The more you work, the faster your business will grow. The less you work the slower your business will grow.

Getting Help

If you need help, all you have to do is ask:

Your first line of help is your SPONSOR. This is the person that directly brought you into the business. They should be ready, willing and able to help you. After all, it is mutually beneficial for them to help you. It helps you grow into a leader and this will help grow both of your businesses. Your next line of help is your UPLINE. This is your sponsor's sponsor, sponsor's sponsor's sponsor, etc. Your sponsor should get this information to you as soon as possible after you have joined. You really need this information especially if you need to do a 3 way call or have a question and cannot reach your sponsor. You should have at least 2 other people you can call for help. Make sure your sponsor gets you that information right away.

Another line of help is the COMPANY. This is usually only necessary if you have to call in an order or enrollment, need to approve ad content, or other question that directly relates to the company. Most questions can be answered by the two methods listed above.

Basic Fundamentals

You must have a solid foundation on which to build your business.

Understanding why you are doing something, where you see it going and establishing daily habits that lead you toward your end objective is the only way to achieve what you want in life. **"WHY"** you build your business will be much more important than "HOW" you build your business. If your **"WHY"** is big enough, we will show you the "HOW" to do it.

Write down and review your "WHY" everyday in order to maintain and grow the passion you brought to your business the moment you decided to become a Distributor. Others will try to steal your dreams or discourage you, the only thing that will save you will be your "WHY." It will keep you focused on moving forward each day to help you move closer to achieving your personal goals and dreams.

"WHY" you are in this business can and should change as you grow. The bigger your "WHY" the bigger your business will become.

Here are a few examples: "I need to build a college education fund for my kids" or "I want to build a new wing on the children's hospital" or "I need to pay off my car". **"I will be debt FREE"** and I want the freedom to do what I want, when I want, how I want. I am done with having limitations on when I can take a vacation and will no longer except living pay check to pay check. You can see the difference in the magnitude of each "WHY." However, there is not one "WHY" that is more important than the other. That is because each "WHY", each goal, each dream is yours, it's personal. Identify "WHY" you are doing the business and make sure it is real to you. Don't create your "WHY" based on someone else's expectations, it is yours.

Take some time to clarify your "Why" and write it down. Do it now, it really is that important. Then, immediately put it where you can see it everyday.

Establishing Daily Routines

Establishing Daily Routines is simply making a plan for what you do each day in building your business. Without stability, there can be no growth. Your daily routines are your stability. Make them fun and stick to them!

- First and foremost, you need to expose your business to new people EVERY DAY! Consistent and persistent action will help you realize your dreams. Make this your first priority. Set up specific time each day to work your business. Set up an hour or two a day or 5 to 10 hours per week. For example, work Tuesday and Thursday for 2 hours and on Saturday for 1 hour. The most important activity is exposure. EXPOSURE IS EVERYTHING!

Expose - This is the step that you use to tell others that you are in business. You want to get their attention so they will take a closer look at your opportunity or booking engine. It might be an online ad, offline ad, flyer, magnetic sign, conference call, **Travel Party** etc., that directs them to this system.

Action Plan

We have been able to help others, just like you, to achieve their goals. And now it is your turn.

We have laid out an initial action plan to help you get your business started. This is a GUIDE to help you map a strategy for your success in your business. While this Action Plan is by no means mandatory, it is a valuable resource to help you in building your business and in gathering momentum. You will soon be on your way to fulfilling your dreams.

Your first 90 days are critical and usually set the standard for your business success. This is why it is so critical to start taking action IMMEDIATELY.

Step 1 - Make sure you understand the previous information. Make a list of 20 people, give a copy to your sponsor!

Step 2 - Write down your WHY (the reason you want to make money with your own business) and put it where you can see it EVERYDAY.

Step 3 - Establish communications with your sponsor and upline. Call your sponsor to discuss and set forth a plan for building your business, discuss your goals, etc. If your sponsor is new, this may require calling their sponsor (your upline). Work with your sponsor to start contacting people. You need to get your prospecting pipeline full of leads and keep it full. Numbers are the key.

Step 4 - Set some goals. Review this "Setting Goals" section for specific ideas and guidance.

Setting Goals

The First Goal is MAKE a LIST OF 20 People and create a Burning Desire to succeed.

This list should be the first 20 that come to mind, do not prejudge or think they will never want to do anything like this, you never know until they see for themselves. Just remember everyone loves to travel and you are doing them a great service by informing them about this great opportunity.

The Second Goal is to get to your Power Team. To accomplish this you must personally sign up a minimum of 3 reps directly to you. After that you just need 3 more to form a team of 6. You can personally sign up all 6 or you can help your 3 each get one, it doesn't matter how you get the 6 just do it as quick as possible. Once you get your first team of 6 you only need to personally sign up 1 more person to move into your POWER TEAM. Now your business will get EXCITING!

You want to really focus on building your power team, this is where the money illustrated on the first page comes into play. You must help everyone in your power team GET THREE and teach them how to help their people. It will still benefit you to help the people in your first team because you make a 50% match on their earnings. It is important to find out who your upline is because your first team is one of your uplines power team. Make contact with that person and make sure they are working with your first team so you can focus on your Power Team.

One Challenge you face with certain goals is you can not control whether someone signs up as a rep or books travel thru your site. It is always a good idea to set different types of goals. I prefer to set great big goals that are very exciting and then break it down into reasonable, measured goals that are achievable. It is great to have a goal "in 6 months I will have 100 people in my power team and receive the \$10,000.00 bonus plus all the other bonuses that equate to \$31,000.00!" However, you must break it down to focus on finding 3 people then a team of 6, then 1 more. Keep it Simple and teach others so you can duplicate your efforts and you will eventually reach your long term goals.

Get Crystal clear on what you want to accomplish, you must have a definiteness of purpose. Set goals like:

I will make my list of 20 people and give a copy of to my sponsor within 24 hrs.

I will load 100 people into my ATM(make sure you know what the ATM is, ask your sponsor if you don't)

I will spend an hour going through my back office to become familiar with all the info available

I will expose my opportunity to 5 people per day or 20 people this week

I will invite 10 people to the weekly meeting.

Set a date when you will have a travel party and how many people you will invite.

These goals are specific, something you can control, something you can measure with a time frame in which to complete them and do not rely on someone else's effort, just yours. Your goals should be a stretch but also attainable. If you don't ever hit your goal, you will quit trying. If it is too easy, you will get bored and your business certainly won't grow as fast as it could. Think of where you want to be, who you want to become, how you want to live a year from now. To get there you must act now and focus on your goals. If you persevere and keep on keeping on, you will eventually accomplish what it is you want.

You should start out with a lower number and work your way up. Make sure you **reward yourself** for every goal accomplished no matter how small or big! Try to continually raise this number until you reach your optimum level. This will drive your business. You will eventually equate a ratio to how many people sign up or order versus how many people you exposed this to. This in turn will tell you how many people you need to expose in order to get the number of people enrolling or booking Travel where you want it.

Just like your WHY, **write your goals out on paper & review them daily**, wherever your focus is, that is the direction you are headed. Setting Goals is very important. Here's why: **If you aim at nothing, guess what you will hit?**

Step 6 - During your first week or two in the business, listen to all the conference calls. This way you know what is available and where to plug your prospect in based on their needs and wants.

Step 7 – Get very familiar with your ytb back office. To access your back office you must go to

www.ytbnet.com and sign in where it says Member Login:

Make

sure you know how to use the ATM, simply add names and emails of people you know who would like to learn about your great Travel deals. The ATM system will automatically send out a Newsletter full of great deals and steals. You have just started a new business so spend some time learning how to get it up and running properly. It will not happen without effort on your part!

Above all else: If you need help, ASK FOR IT.

5 Keys To Success

- **Value Others** - focus on your prospect / customer and what is right for them, not what is right for you.
- **Invest in Yourself** - make a commitment to grow and learn, get better daily. If you have not read the classic book "Think and Grow Rich" by Napoleon Hill, pick it up and read it ASAP!
- **Take Responsibility** - stop blaming others for where you are in life, take the bull by the horns and guide your life in the direction you want to go.
- **Sacrifice** - nothing in life is free, understand you will need to give, to get.
- **Dream BIG and Stay Positive!** Don't let anyone steal your dreams. The only limits we have are the ones we make for ourselves.

5 Ways to Plug In

Your Sponsor - Your sponsor gets paid on your efforts and part of their role is to train and support. You should be in contact with your sponsor regularly. This should be almost daily when you are getting started. They are there to learn from and they gain by helping you. If you need help, ask for it. The Upline Team plays a very important role in the training and support especially if your sponsor is relatively new. Ask them how they grew their business. If you want to make BIG money, sometimes you have to find someone making it and copy what they did.

Travel Party – This is one of the best ways to get a group of people together have fun and blow up your business.

Training/Conference Calls - If you are going to be successful, you need to be constantly learning. These calls are great tools to learn from the company or other leaders in the company. Find out when the next **CRTA event** is and attend it. This event will Certify you and is very important. Ask your Sponsor about it!

Local Events - This is another way to connect and learn from others. If you can get involved with a local group, you can feed off their excitement and work together to build an area, even share costs for renting space for meetings, etc.

Company RED CARPET TOUR and Conferences - Get to see first hand what the Company is all about and how solid the leadership and foundation really is. Nothing can replace a good annual conference. New ideas, techniques, training and tools to help you grow your business to new heights. It also gives you a great opportunity to get around the corporate people, other leaders and other distributors.

5 Beliefs to Make You Unstoppable

These fundamental beliefs are absolutely critical to your success.

1. **Develop a belief in the PRODUCT.**

We are offering people a GREAT PRODUCT! We have our own Online Travel Agency, Priceline is our partner, We offer the same Cruise Booking Deals as American Express. People are paying close to \$10,000.00 to have their own Franchise and \$700.00 a month **for just Cruises alone** and they are getting the same technology and deals we have. If you were to go out on your own and try to develop everything YTB gives you, you would have to invest MILLIONS! We are among the top three agencies that book Carnival Cruises and will be NUMBER ONE soon! Use the product and "become a product of the product" This allows you to promote from your heart, NOT your head. If you promote from your head, you're a sales person.

2. **Develop a belief in the COMPANY.**

Get around the people who are the company (i.e. top distributors, management team, etc.). Go to corporate functions, listen to conference calls and check out the leaders.

3. **Develop a belief in the INDUSTRY.** (Network marketing) Learn about the industry and why more and more big name companies are using Network Marketing. Discover the amazing advantages of Network Marketing and read about the success of many others who have made this their career.

4. **Develop a belief in OTHERS.**

Believe they can do it and instill it in them. Understand that most people want what you want, a better quality of life than they are currently living. But always remember to value people, NOT money. You can always make more money but relationship are easy to loose and hard to make.

5. **Develop a belief in YOURSELF.**

As a child, didn't we believe we could do anything. Well, guess what, you can. Believe you deserve it and that you're worthy of it and let's go get it done.

Once you have these 5 beliefs, you are unstoppable! Your confidence will show as you approach others about the product and/or the opportunity.

5 Things a New Person Must Do

- **Get Mad / Get Excited** – If you are unsatisfied with life, get mad about where you are and get excited about where you are going. People are more likely to listen because of your enthusiasm than your knowledge.

- **Invest in Your Education / Training** - it is the only investment that pays you FOREVER! The marketplace pays for value. How do you increase your value? By improving your skills. Also, don't be afraid to ask for help. You should always work harder on yourself than anything else, including your career!
- **Need To Go To Work** - fill your pipeline with prospects. Expose at least 5 people per day on average. People will not know you are in business unless you tell them.
- **Never Give Up, Never Give In, Never Ever Quit** - this cannot be an option. You must be 100% committed because this changes your posture. Only if you stick it out and don't quit, can you succeed. You can only grow through trials and tribulations.
- **Tell Your Story** - why you got involved, what really drew your interest, where you see things going, etc. Facts Tell, Stories Sell.

“If you help enough people get what they want, you can have everything you want.” - Jim Rohn and I know Zig Ziglar says the same thing and these guys know what they are talking about!

Exposure

This is how you are going to interest others in finding out about your product and/or opportunity. Key Point: The more people you expose your business to the quicker it will build and the quicker you will find leaders that want to do the same. Exposure really is EVERYTHING! It is really important for you to understand that people are not going to just walk up to you and ask if you are in business.

It is also important for you to understand that there are many ways to exposure your business and you can surely find a way or ways that work for you.

I look at it this way, if you were to open a traditional Travel Agency you would have agents working for you right? Well this is no different except your agents have more invested and you capitalize on a true win, win relationship. The great thing is we have no walls on our Travel Agency, since everything is online there are no limits to what we can accomplish. If we had a traditional business we would have major constrictions on how many people we could hire and would have to invest much more money to keep things running.

You want as many reps as possible to work with and for you. Since you never know who will or won't do this it is very important to talk to as many people as possible. Take Massive Action to get Massive Results. Anyone with a strong desire can do this. Find out what is working for your upline, work on your 30 second presentation where you let people know briefly what is going on to catch their attention and then let the tools like the sizzle call 512-505-6870 or conference calls or travel parties or meetings do the work for you. Be EXCITED have fun and just plug people in to the system!

Included are examples of letters or emails you can send out.

Travel Enthusiast Sample Letter

Dear _____:

I know that your traveling in style is a top priority to you. Thus, the reason for sending you this critically important message and encouraging you to visit my web site at [www.travelwithjuliet.com/\(your extension\)](http://www.travelwithjuliet.com/(your extension)).

It is extremely important that you at least know about the latest way to travel in style at wholesale prices. I am so glad I found out about this and am now able to take 3 or 4 vacations a year for the price of one.

If you find the information as compelling as I did, please call me at (your number). I look forward to providing you with additional information.

Sincerely,

Entrepreneurs Sample Letter

Dear _____,

If you truly have a desire to take control of your future, to create financial freedom and live a fuller life, take a simple step and visit my [www.ytbnet.com/\(your extension\)](http://www.ytbnet.com/(your extension)) site NOW!

If you find the information as compelling as I did, call me and I'll help you start creating true financial independence. I will outline, step-by-step, what you need to do in order to succeed. Think of it this way: Worst-case scenario, you take ten minutes of your time and decide it's not for you. On the other hand, you may see what a lot of other very successful business people have seen - an opportunity to be in on the ground floor of something huge. You be the judge. I'll be contacting you within the next couple of days.

Future Partner Sample Letter

Dear _____,

I've screened my closest friends and colleagues for those ten I most respect as entrepreneurs and selected you. Because I don't wish to create any bias or sense of obligation, I'm withholding my identity from you for the next few days so that you can review [www.travelwithjuliet.com/\(your extension\)](http://www.travelwithjuliet.com/(your extension)) without preconceived notions.

When I first looked at this information I was naturally curious, but guardedly skeptical. However, I have now committed the next several years of my life to this project. When you visit [\(your extension\)](http://www.travelwithjuliet.com/(your extension)), I believe you'll understand my reasons.

Above all else, I'm maintaining anonymity for a few days so that you can reject or accept this information on its own merit, rather than on our relationship.

Enjoy.

Warm Market Emails

Subject heading: "Look what I found!"

Hello (their name), I only have a minute but I wanted to send you a quick email. I'm extremely excited about something and I wanted to share it with you. I've just become aware of an incredible business opportunity. The information is available for a quick overview at my web site listed below. I've looked for the downside but I don't see it. I don't want to bias your opinion by telling you too much about it. Will you checkout my web site and then immediately let me know what you think?

The web site is:

Subject Heading: FROM A FRIEND...

Hello (their name),

As a friend, I could not keep this from you any longer. I'm extremely excited about it! When you check the web site below, you'll know why...

www.travelwithjuliet.com /(your extension)

Thanks,

(your name and phone number)

Warm Market Calling

Hello (their name),

I am extremely excited about something and I wanted to share it with you. I've just become aware of an incredible business opportunity. I've looked for the downside but I don't see it. I don't want to bias your opinion by telling you anything more about it so will you check out a web site:

www.travelwithjuliet.com /(your extension)

Now, (their name), it is alright if you decide you are not interested. I wanted to share this with you so, in a couple of years, when you find out that I am doing well, you cannot blame me for NOT sharing it with you.

I will call you later to see if this is something you want more information on. O.K?

I think I've blundered into something that could pay us a residual income for the rest of our life, but I want your opinion. I've looked for the downside, but I don't see it. I don't want to bias your opinion by telling you anything more about it so will you just check out one website and then let me know if it is something you want to know more about? The website is /(your extension).

I've discovered something I'm really excited about and wanted to see if you would investigate it as a business opportunity. I've found a way to make several thousand dollars a month from home. Please check out my website at /(your extension) and if it sounds interesting, call me back.

Any of the above the scripts can be modified for you to meet your prospect and do a presentation in their home, at lunch or over the internet from your personal web-site or the corporate site. Practice with someone at first until you get comfortable. Record yourself and play it back and keep working on it.

Sending Tapes, Videos, CDs etc.

You can send tapes, CD's, videos, post cards, etc., to your warm market but we recommend using this as a last resort. If they have internet access, the internet should be the primary means to get them information because it is the least expensive and fastest way to get it to them. It is expensive sending these items through the mail so I would make sure the person was interested and made a commitment to go through it as soon as they receive it. This would be a good method for those people that you don't really know personally but you have contact information for -OR- for people that are local (across the street or around the corner).

Here is an example for local warm market:

"Could you use more money?" -or- "Have you ever thought of owning your own business?" *What is it?*

I have (an audio tape, CD or video tape) for you to hear (see). I don't even know if you qualify but I'd like to get the information in your hands as soon as possible!

Say, "I need this (tape, CD or video) back as soon as possible because this thing is really moving!"

Set up a time to pick up the (tape, CD or video) and write it in your day planner. Do it right in front of them so they know you are serious.

On the scheduled day, go back to pick up the (tape, CD or video). If they have not listened to it say, "I can let you keep it for one more day if you will listen to it but I have to get it back tomorrow because I need to get it out to someone else."

If you go back to get it and they have not listened to it, take the (tape, CD or video). The only way I would let them listen to it is if they listened to it right then with me.

If they listened to it, ask, "What did you like most? Did it make you curious? Would you like more information?"

If they are interested in the business, set an appointment to get them to a presentation.

If they are not interested in the business, ask them, "Do you know any one who might be interested in this incredible opportunity?"

If they are interested in travel, ask them, "Would you be interested in giving me a chance to earn your business?" If they say yes, ask them, "Would you at least compare prices on my site versus others the next time you travel?"

When to Do a 3-way call:

When you are new to the business, three-way calling can help teach you how to invite your prospect to listen to or watch information regarding your business. They are also useful in teaching new people how to follow up properly and very effective in helping answer your prospect's questions AFTER they have seen information about your business and are interested. It can also be used to introduce a new distributor to their upline and show the support that is available to them.

Here is an example to transition someone into a three-way call:

"I am new at this so I'm going to get someone on the line that can answer your questions. Hold on for a second."

"That is a great question, I'm not sure but let me get someone to answer that for you while we are on the phone. Hold on for a second"

If they are already part of your team, "Hold on, I would like to introduce you to someone that can help you if you can't get in touch with me..."

- To earn more, you must learn more. Listening to audios in the car while commuting is one of the best training tools. Talk to your sponsor about what they recommend. Make a commitment to learning to get better as you build your business. This will have a great deal of influence on how fast your business will grow.
- Talk to your sponsor as necessary. This should be daily when you are starting out.
- If you want to pick up a few extra hours a week, turn off the TV. This may not be a problem for you, but the average person, some of the same ones that will tell you they don't have time to build a business, spend a couple of hours a day watching TV.
- Plan the next days schedule so you always have a game plan for the coming day.
- Take a moment every day and be grateful for what you have.

Live Conference Calls

The Live Conference Calls are a type of presentation conducted by the company and leaders in the company. The presentations are done over the phone for you, all you have to do is get your prospect the information about when the call is and the call in number (including the PIN). There is a complete schedule on the last page. A great Conference call to plug people into is **EVERY Sunday through Thursday Night at 9:30 pm EST call 212-461-5800 pin 0793#**

Make sure you schedule an appointment to follow up after the call. If you have the time and really feel your prospect is qualified, you could call them and 3 way them into the conference call. This ensures they remember and are present but it also allows you to remain on the phone with them after the call. During the time after the call you can answer your prospects questions, find out if they liked what they heard and possibly 3 way them to your sponsor or the company to enroll. If they cannot make it to the live conference calls due to conflicts in their schedule, you will need to use one of the other presentation techniques.

Online Presentation

The Online Presentation is available on your www.travelwithjuliet.com site and your YTBnet.com site. The presentation is available to all your prospects that have internet connections and is done for you, all you have to do is get your prospect the link information.

Make sure you schedule an appointment to follow up after they have viewed the presentation. Also, encourage your prospect to write down questions while they are viewing the presentation so when you do call them back, you can answer all their questions and help them get started. You may also need to 3 way them with your sponsor if they have questions you can't answer or to introduce them to your sponsor if they decide to get started.

Two-On-One Presentation

A two-on-one presentation is a presentation that is done with you, your sponsor (upline) and your prospect. This can be done over the phone or by meeting in person (if everyone is local).

To do a two-on-one presentation over the phone or in person, try to arrange a time that will work for everyone involved. At first, your sponsor (upline) will do most of the talking while you are learning. The more you do the more this should transition into you doing the presentation and your sponsor just answering your prospects questions. Eventually, you will become the sponsor (upline) and then be doing presentations with your new members.

The two-on-one presentations can be very powerful and accomplishes a few things. First, your prospect sees that there are other people involved and committed to helping them with their business. They get their questions answered by someone that has been around the business for a while. It might not be your testimonial that gets them, it might be your sponsor's or vice versa. The prospect sees you working together as a team. The two-on-one presentation also provides invaluable training for you as you learn how to conduct your own presentation and handle different questions (objections).

Home Meetings/ Travel Parties!

Plan a day each month to have a meeting and commit to them for at least 3 months. Invite everyone to the "Grand Opening" or "Launch" of your new business. You can even make up personal invitations. Make your prospect feel honored to attend. Tell them you are limiting it to (whatever number you choose) and you need them to RSVP to make sure you don't over-invite. You can also invite people by phone. Use the following guidelines when inviting:

Hello (their name), *this is* (your name) *and I'm calling to invite you* (and your wife/husband) *to my new business Grand Opening Reception this* (day) *evening at* (scheduled time) *at my home* -- (your address). *I am limiting this to* (number of people) *people and have arranged a special guest speaker -- so come a few minutes early so you won't miss anything. Do you think you'll be able to make it?* If they ask what it's about, say *It's a surprise and I don't want to ruin the surprise, that is why we are having the reception. If you can't come, I will call you afterwards and fill you in.* (DO NOT get into a discussion of what the business is all about that is the purpose of the Reception.) **If they can come, ask them to bring something** -- like a bag of ice, paper cups, or a bottle of Coke (something simple and inexpensive). This gives them even more of a reason to make sure they come.

If you get an answering machine, use the same message except end it with: *Call me at* (your number) *as soon as you get this message to let me know that you'll be there!*

If the person can not make the day and time, just say *"Darn, I really wanted you to be there. Look, I have quite a few people to get back to...let me call you after the Reception to schedule a time when I can fill you in"*

If you do not hear from some people within 3 days of the event, call them again *"I'm calling to get your RSVP to my Grand Opening Reception this* (day) *- I need a head count for planning purposes. Oh, and it would be helpful if you could pick up that bag of ice (or a bottle of coke...) on your way over."* If you get the machine again, leave your number for a call back.

Here is information from Juliet St.John. She started out with nothing and is now making more money in a month than most people make a year: **Have a Grand**

Opening Travel Party !

To expose your friends to the fact that you own a Travel Agency and can show them how to save money on their travel. If you just paid \$30,000.00 to buy a travel agency, how big would your Grand Opening be?

Just because your YTB agency cost a lot less doesn't mean you shouldn't treat it the same !

1. **Set up** a time for your Sponsor or Power Team leader to come to your home to help you host your Grand Opening.
2. **You'll want** to have some vacation music playing & some nice pictures and Hawaiian lei's (you can get these at the Dollar Store - a dozen for \$1 at times) . Have fun and get creative on this part. Get people seeing the vision of what we do.
3. **You can** start calling all your friends, family, relatives, neighbors, co-workers & anyone you "do business with" (ie your mechanic, barber, manicurist, dentist, doctor, accountant, lawyer, etc) and inviting them out to your house on the predetermined date of your Grand Opening Party.

You should make a list of 100 people you are going to invite. After contacting all 100, about 30 will tell you they will be there....most of them will be lying ! Not on purpose, but because "life" will get in the way...their Aunt is in the hospital, their baby is sick, they had to work late, their car broke down, etc. You can count on about 10 of the 30 "confirmed" guests to show up, so if you want 20 guests, you will

need about 60 confirmed ! Make sure to call them all again the day BEFORE your Grand Opening to "reconfirm" (so they haven't forgotten about it)

4. **Make sure** you have a T.V. and DVD set up that can be seen by everyone so that the presentation will go well and everyone will get a chance to see the screen and hear the volume.
5. **Make sure** all animals, children & phones are put in their place to not distract from the presentation.
6. **Invite people** over 30 minutes before start time—as most people are usually late.
7. **Tell them** about the free-Mini Vacation that they will receive for just coming to view this.
8. **Tell them to ALWAYS** bring friends with them. This increases your chances of showing this to more people... Remember, that's all this is, just exposures. How many can you expose this week or month.
9. **Make sure** you have 2 or 3 different Travel Party dates set up. Not everyone can make one certain date. Before getting off the phone have them booked into one of the Parties.
10. **Hand out the Travel Survey** and have all your guests fill it out to get their Free Mini Vacation (do this before the DVD, so you can look through them and see their travel habits)
11. **Starting the Presentation**—Ask them, “If time and money were no object, where would you go on a dream vacation?” Share your dream vacation destinations as well, and get the video or presentation started. **I TURN OFF THE DVD RIGHT AFTER THE PRICE AND BEFORE THE COMPENSATION !!! Have Fun!!!**
12. Closing the Presentation-----**When you finish , call your PowerTeam leader or “expert” and they will tell your guests: "We find that people usually fit one of four categories when they watch the presentation:**
 - 1) **They love the vacation and travel perks**
 - 2) **They want to save money on their taxes**
 - 3) **They are interested in making some extra income**
 - 4) **Or, they want all three of these benefits!"**

Otherwise you ask them what they liked best about what they saw and heard. Your Sponsor or Upline will try to help you every step of the way. You may receive Flyers to promote the party and Travel Surveys the guests can fill out and receive their FREE getaway.

DVD / Video

The DVD provided with your distributor kit can be used when appropriate. It is not recommended that you send one to anyone and everyone because most people should be able to access information through the internet. But, you could hand it out to people you come across in your daily activities.

Give it to someone and give them a timeframe in which they need to get it back to you. Say, **I'd like to get that to someone else in a couple of days so could you watch it and get it back to me.**

Give them a call in a couple of days and ask them, **Have you had a chance to watch it?**

If they have watched it, ask them, **What did you like most about it?**

If not say, **I can let you keep it for another day if you will promise me you'll watch it.**

If they agree to watch it, let them keep it. If not, get it back and put it in someone else's hands.

CONFERENCE CALL SCHEDULE

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
<i>New Reps Getting Started 5:30 pm PST</i>	<i>Corporate Travel Training 6:00 pm PST</i>	<i>Ladies Only 9:00 am PST</i>	<i>Travel Training 5:30 PM PST</i>		<i>Leadership Call 9:00 PST</i>	
641-793-7505 pin 60134#	641-793-7505 pin 60134#	641-793-7505 pin 60134#	641-793-7505 pin 60134#		641-793-7505 pin 60134#	

Pre Recorded Message: Get as many people to listen as possible!

512-505-6870 option 1 company overview. Option 3 Travel Perks.

Please go over this information daily until it sinks in. You will also receive a Training "ToolBox" Manual from YTB full of great information. Please review that once you get it. We are excited to work with you and are committed to helping you succeed!