



Onboarding New Agents

WELCOME MESSAGE

Send the following message to new agents joining Insider Travel Group:

Congratulations and welcome to Insider Travel Group and the travel industry!

To help you get started in the best possible way, when you are ready to start, go to:

www.insider-travel-group.com

→ click 'Access Your Insider Hub' (bottom right of website)

→ then 'sign up' and enter your details (use the name you registered to Inteletravel with).

→ you will receive access to your Insider Hub account within 24 hours.

→ login to the Insider Hub via the link in the email or the Insider Travel Group website.

→ open 'start with your onboarding'.

Pop me a message and join our travel support chat once you've completed the regulatory training - and then please let me know when you would like to arrange your check in call! There is no rush and I'm here for any questions along the way!

CRITICAL CONVERSATION

Once your new agent has completed the getting started steps it's important to get them onto a 121 call AS SOON AS POSSIBLE. If you are new yourself and not confident enough to do this, then you can ask to do this call with your upline or DIT/director upline until you are comfortable. On the critical call you want to find out:

- what they want from the business (ie are they looking to just book their own travel or are they not satisfied with their current situation and want to change that).
- If they want to earn - how much they would like to earn per month.
- If they want to earn - how much time they can give the business (or how much time they need to make).
- what would they like to look at/book first (do they have any travel plans they want to make for themselves is a good way to start).

From this you can start to suggest a bit of a strategy and signpost/help them to make their first travel booking (the majority of people are still unsure and not completely sold on the business until they make a booking).

ASK THEM TO INTRODUCE 3 PEOPLE TO YOU

Either immediately if they're keen to start making money or once they've made a travel booking. Emphasise the importance of the 3 millionaire spots (see video in the marketing business section). These 3 people could be people they care about who will benefit longer term from being in their first 3 spots, or people who are business minded and understand our company positioning. Work with you new agent to fill their first 3 spots quickly - before someone else does!