

YOUR REP *handbook*

A GUIDE TO BUILDING A SUCCESSFUL BUSINESS

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Where to begin?

The nature of this business is to help people, so why not begin with helping those you already know?

You can help your existing network supplement their income and lifestyle by offering them this incredible opportunity.

Your warm network are people who you already know and have connections with so you already have that element of trust, plus you'll also know specific reasons why getting started will benefit them.

1

STEP ONE

Use the Memory Jogger provided to create a list of 50 people in your warm network.

2

STEP TWO

Use the templates to start sending out messages to the people on your list.

3

STEP THREE

Follow up and ask for referrals from everyone on your list using the process given. Keep on going until you've exhausted your warm network.

Step 1: Warm List Memory Jogger

This easy memory Jogger will help you create your initial list of key friends, business contacts and others to share your product or opportunity with, so you can kick-start your NM business.

The members of your own family:

- Father and Mother
- Father-In-Law/Mother-In-Law
- Grandparents
- Children
- Brothers & Sisters
- Aunts & Uncles
- Nieces & Nephews
- Cousins

List you already have:

- Current address book / online contact manager
- Email addresses list
- Cell phone contacts
- Holidays cards list
- Wedding invite list
- Child's birthday invitee list
- Business cards list

Social media:

- Facebook
- LinkedIn
- Plaxo
- Twitter
- Skype
- Other

Your closest friends and those whom you associate regularly:

- Friends & Neighbors
- People you work with
- Church members
- Hobby buddies:
- Camping friends
- Dancing class associates
- Drawing class
- Fantasy Football league friends
- Fishing buddies
- Hunting friends
- Karate class buddies
- Singing class
- Sculpting
- Woodworking friends
- Workout friends

People with whom you play:

- Bowling
- Football
- Golf
- Racquetball
- Tennis
- Volleyball
- Any other game

Those with whom you do business:

- Auto mechanic
- Accountant
- Banker
- Babysitter/Child care provider

- Car dealer
- Dentist (your kids too)
- Doctor (your kids too)
- Dry cleaner
- Grocer/Gas station attendant
- Hair stylist/barber
- Housekeeper
- Insurance agent
- Lawyer
- Merchants
- Pharmacist
- Real Estate Agent
- Travel Agent

Who are my ...?

- Architect
- Associations members
- Bus driver
- Butcher/Baker
- Computer Tech
- Children's friends parents
- Chiropractor
- Club members
- Delivery person
- FedEx/UPS Driver
- Fireman
- Florist
- Jeweler
- Leasing Agent
- Mailman
- Minister/Pastor & their wife
- Pet Groomer
- Photographer

- Police
- Property Manager
- Sports Team members (your kids too & their parents)
- Tailor
- Veterinarian
- Waitresses / Waiter (my favorite)
- Water Supplier

Those with whom you have been associated in the past:

- Former Coach
- Former Co-workers
- Former Roommates
- Former Teacher
- People in your Home Town
- Previous Neighbors
- Military Cohorts
- Retired Co-workers
- Schoolmates
- Was Your Boss

Who Sold me my ...

- Air conditioner
- Boat
- Business cards
- Camper
- Car/Truck
- Computer
- Cell phone
- Dishwasher/Laundry machine
- Equipment/Supplies
- Fishing license
- Furniture
- Glasses/Contacts
- House
- Hunting license
- Refrigerator

- Tires and Auto parts
- TV/Stereo
- Vacuum cleaner
- Wedding items

I know individuals who:

- Are Actively looking for a part-time job
- Are Ambitious
- Are Enthusiastic
- Are Entrepreneurial
- Are Caring People
- Are Champions
- Are Fun & Friendly
- Are Fund -Raisers
- Are Goal Oriented
- Are Natural Leaders
- Are Organized
- Are Positive Thinking
- Are Self-Motivated
- Are Single Mom/Dad
- Are Team Players
- Are Your Children's Friends Parents
- May be interested in your product or service?
- Don't like their Job
- Has Been in Network Marketing
- Has Character & Integrity
- Has Children in College
- Has Computer & Internet skills
- Has Dangerous Job
- Has Desire & Drive
- Has a Great Smile
- Has to Pay down their Credit Card Debt
- Has Public Speaking skills
- Just Got Married

- Just Graduated
- Just Had a Baby
- Just Quit their Job or is Out of Work
- Love a Challenge
- Love to Learn New Things
- Want to Help their Spouse Retire Early
- Want to Make More Money
- Want More Time with their Families
- Want to Work for Themselves
- Who Attends Self-Improvement Seminars
- Who Bought New Home/Car
- Who Enjoys being around High Energy people
- Who Needs a New Car/Home
- Who Reads Self-Development Books / Books on Success
- Who You Like the Most
- Who You've met while on Vacation
- Who You've met on the Plane
- Who Your Friends Know
- Who Wants Freedom
- Who Wants to Go on Vacation
- Who Works Too Hard
- Who Works at Night/Weekends

I know Someone Who Is ...

- Accountant
- Actor
- Advertiser
- Architect
- Airline Attendant
- Alarm Systems Agent
- Army Officer
- Acupuncturist

Step 2: Sending your first messages

Make sure you REWORD and EDIT these so they are personal and relate to who you are speaking to... and talk how you would naturally speak to them in person, put your own spin on the messages below.

MESSAGE TO PROSPECTS WHO YOU THINK WOULD LIKE TO SAVE ON THEIR TRAVEL:

"Hey XXX, how are you? Hope all is well. I just thought of you because I have recently joined a travel business that I'm using for my own travel. I know how much you love to travel so thought I'd pop you a message and see if you would like a bit more information on how it works? Definitely don't book anything without having a look at it as it will change the way you travel!! You can use it in the UK and abroad. Xx"

MESSAGE TO THOSE WHO YOU THINK MAY WANT TO MAKE AN EXTRA INCOME.

"Hey XXX, how are you? Hope all is good.

I just thought of you as I have come across the most incredible business opportunity where I have become an independent travel agent and I book travel for all my friends and family and earn commission on everything I book. It's a great little side earner to do around your...(job/ kids etc)

I couldn't help but think you would be amazing at it! Can I pop you over some info to have a look at and then we could have a chat when you have 5 mins?"

MESSAGE TO THOSE YOU THINK WANT TIME AND
FINANCIAL FREEDOM

Hey lovely, I hope all is well with you 😊

I just thought of you as I've started a new online travel business which I'm so excited about. I am working it around my already demanding job and busy life but I know it's something that will give me time and financial freedom in the long run. I know how much you try and juggle work and the kids, this would be an amazing opportunity for you to cut back your hours and be able to spend more time at home. Would you like to have a chat about how it all works?

MESSAGE TO THOSE WHO YOU THINK MAY WANT
TO EARN COMMISSION OR TRAVEL SMARTER

“Hey XXX, I was just sat here and it dawned on me that I hadn't shared with you my new travel business. I now earn on all travel, I can book both in the U.K. and abroad!

I know you love to travel/go out with the family/go on staycations/do spa breaks... and I'd love to show you how you can travel smarter too.

I would love to share some information in more detail just let me know if it's of interest? I'd be more than happy to send the information over.

SOMEONE WHO WATCHES YOUR IG/FB STORY

“Hey XXX, I hope you're ok?? I noticed you watched my story about me launching my own travel business/our travel event a few weeks ago - I'm so excited by it all!

I wondered if you would be interested in hearing more about the opportunity we are all part of? Since getting started, my business has been booming!! Would love to share some information with you x

HAVE YOU POSTED AN ANNOUNCEMENT POST ABOUT YOUR NEW BUSINESS?

It is time to go and reach out to everyone who liked/commented or shared!

Hey XXX! Hope you're well babe, thanks for the love on my latest post! Im so excited about this opportunity because of XYZ! I wondered if you were interested in hearing a little more about the travel business I'm part of and how I'm going to be travelling smarter and topping up my income! I'd never heard about it before, have you?

MESSAGE TO SOMEONE AFTER YOU HAVE SAVED/EARN SOME TRAVEL COMMISSION

“Hey XXX how are you?? I've just thought of you because I've booked XXX and I know you love it there! I've earned the commission for myself because of the travel business I'm part of! I think you would benefit from it just as much as me. Would love to share some info with you?

Warm List Replies

SCENARIO 1: IGNORED 48 HOURS LATER

Hey XXX, I just wanted to check you didn't miss my message as I know how much you love a holiday?! Everyone is booking holidays for 2023/2024 right now so it's the perfect time to start travelling smarter.

SCENARIO 2: YES PLEASE

Oooh fabulous, I know you could benefit hugely from this!! Have a little look at this webpage - It includes all the info you need to see exactly how it works, and how beneficial it could be to you. There is so much good stuff on there to see and help you understand about the business.

Here is the link (enter opportunity website link) I'll pop you a message tomorrow to see what you think xx

SCENARIO 3: NO THANKS

Absolutely no problem. I just wanted to show you how you could use the business for your own travel as we are friends, but completely understand some people love the service a travel agent offers rather than booking for themselves. On that note - I am a qualified travel agent with all the credentials and my host agency is recognised under IATA as well as being members of ABTA and ATOL so please do ask me to quote your next holiday in the UK or abroad. I would love to help find you the perfect holiday. If you have anyone who you think would love to earn an income in travel or make the most of the industry benefits for themselves please do pass on my details. xx

OR...

Ahh no worries! If it's not for you, do keep my business in mind for any holiday quotes though, I know you love to travel and I'd love to be able to offer my travel agency services, if you don't choose to travel smarter yourself.

INCOME PRODUCING ACTIVITES

You will hear the phrase "IPAs". These are your INCOME PRODUCING ACTIVITIES. These activities WILL bring you money if you follow our success formula consistently!

Your goal and how much time you want to commit to your business will determine how much time you will need to spend on the income producing activities below.

Each activity below needs to be done every day if you want to build a stable, growing and consistent marketing business.

The more you do of these IPAs, the faster your business will grow!

1

EXPANDING YOUR NETWORK

Without getting regular fresh eyes on your content and social media, your business cannot grow.

2

NEW CONVERSATIONS

This is where you will start NEW conversations with your network and start building a relationship.

3

ASKING THE QUESTION (ATQ)

You need to ask everyone you start a conversation with if they are interested in learning about the business.

4

EXPOSING AND SHARING BUSINESS INFORMATION

Sharing information and exposing a prospect to information about the business - there are many different types of exposure and ways to educate your prospect.

5

USING THREE WAY CALLS AND CHATS TO CLOSE

These provide edification, they show the support available and improve retention in your business. They also help you learn how to overcome objections - 2 heads are better than 1!

6

FOLLOWING UP & CLOSING

We need to continuously follow up with prospects as it is very rare to find someone who will want to sign up after the first meeting or first conversation you have with them.

EXPANDING YOUR NETWORK

EXPANDING YOUR NETWORK

It's important we continuously connect with new people so we always have new eyes on us and our business, you can do this in many different ways but the goal is to find people to connect with who are like you.

Some must dos:

- Make sure you've worked through all of your current followers and all the people you currently follow – don't assume they will message you, because they probably won't.
- Make sure they are from an area that we operate in (U.K, USA, Ireland and other countries in Caribbean, Mexico).
- Find your target market, find your niche, find your tribe, find people you want to work with.

TIPS ON HOW TO EXPAND YOUR NETWORK

FIRSTLY make sure you have worked through the network you currently have. Then YOU MUST PICK YOUR PLATFORM (eg Instagram/ Facebook/ LinkedIn) - be amazing at one rather than average at several.

You don't have to just expand your network online - remember to also lead generate in real life too. When you go on holiday speak to people around you, going to a new nail bar or hairdresser what will you be speaking about for the next few hours? Going to the gym and are walking next to someone on the treadmill - you never know who you will come into contact with in your day to day life so just talk to people - ANYONE AND EVERYONE!

EXPANDING ON FACEBOOK

Follow this process...

1. Find them
2. Add them
3. Wait for the friendship request accept
4. Message and engage with them

ADDING FRIENDS

- Use a network of someone who has said no to you or someone who isn't in the business. Go through their friends list, then comments on pictures or the likes and see if there is anyone who suits your target market.
- Don't go for your suggested friends – look elsewhere and widen your search.
- Make sure they have minimal mutual friends so you have fresh people and people who haven't heard about the opportunity.

PEOPLE WHO SAY NO

- When people say no to you go through who they follow, who follows them – you've spent time finding them in the hope that they are your ideal business partner, so they will have friends or followers who are similar to them.

USING FB GROUPS

- Have a think about what your hobbies are and what you are interested in, in an area near you. Think about what your niche is, then find a few groups that are fitting.
- Try to avoid large and unspecific group e.g. "I love travel" groups. Think outside the box.
- You don't want to go into an inactive group – so make sure that people are posting in there daily.
- YOU need to post and build connections within the group so when you add someone as a friend, it increases the chance of them accepting you.
- Remember these groups are community based, so become a part of the community.
- Look who is proactive in there and speak to them as they tend to be the more confident/leader types of people.

EXPANDING ON INSTAGRAM

Follow this process...

1. Find them
2. Interact (like and comment)
3. Follow them
4. Send them a message

LOCATION GEO TAGS

- Use locations near you, places you want to visit, places you go to – you will be able to find people who go there.
- You will also only find people who don't have a private account, meaning you can see their profile and get an idea of who they are and if they are your target market before you follow, engage and message.

BUSINESS/BRAND INSTAGRAM PAGES

- Find accounts you like - whether it's fashion, homeware or a restaurant – whatever you are interested in or where your local area is.
- You can go through who follows them, who likes them and who comments on their pictures.

LARGE ACCOUNTS/ INFLUENCERS

- You don't need to message the influencer themselves but look at who interacts with them, likes their pictures and comments. That way you will know they are active on social media.
- Leave meaningful comments on large influencer accounts, other people read these and it draws attention to your page!

PEOPLE WHO SAY NO

- When people say no to you go through who they follow, who follows them – you've spent time finding them in the hope that they are your ideal business partner so they will have friends or followers who are similar to them.
- Often when people say no they will continue to watch your stories and posts and may possibly change their mind at a later date, continue to engage but not about the business!



**NEW
CONVERSATIONS**

STARTING NEW CONVERSATIONS

Starting conversations cannot be taught, as it needs to be natural and to come from you.

This is a people to people business so get ready to engage in conversations and talk to people.

You need to start conversations with people so you can begin to build trust and likeability with that person. This is the best way to showcase our opportunity as you won't necessarily get people asking you all day every day.

HOW YOU CAN START NEW CONVERSATIONS...

- Contact your warm network: these are people you already know.
- Comment and like on Instagram posts and then start conversations in Direct Messages on the back of that.
- Reply to Instagram stories or Instagram highlights.
- Comment on and like Facebook posts and then message in messenger about the same subject.
- Use Facebook groups/pages to find new leads.
- Use Instagram Locations/Hashtags.
- People who watch your IG/FB story
- Those who follow or are friends with you on social media
- People around you in real life (work, social, school pick up etc)

BUILDING RELATIONSHIPS

Network Marketing is all about building connections, building relationships, and educating individuals on the service that we provide as a business.

It's key when talking to prospects that you don't go straight in with this business. It's important to relationship build and see whether they can benefit from this business, as an Independent Travel Agent (ITA) or as a Business Builder alongside being an ITA.

HOW TO BUILD RELATIONSHIPS...

YOU MUST FACT FIND

- What do they do?
- Do they have children?
- Where did they last go on holiday?
- Who do they normally travel with?
- What are their holiday plans?
- What interests do they have?
- What commitments do they have?
- What do they want more of?

TOP TIP: Write the name down of every person that replies to you, as you will ASK THE QUESTIONS to all of them

Get to know who you are speaking to. Ask questions, ask what they do. Really appreciate who you are speaking to and take time to get to know them on a personal level.

BECAUSE GUESS WHAT? It is then easier to fit the business to them and for them!

ASKING THE QUESTION

ASKING THE QUESTION (ATQ)

You need to "ask the question" to everyone you are speaking to, but each time will be different depending on the conversation you are having.

In this section you will find different EXAMPLES but you need to **CREATE YOUR OWN PERSONALISED VERSIONS** so it sounds like you. You can save them in your notes for ease.

When you are fact finding you can steer the conversation and set it up so it is easier to ask the question. For example if you ask someone what they do for work, 9 times out of 10 they will ask you the same question back.

"WHAT DO YOU DO?"

EXAMPLE: I have a really boring 9-5 which I don't want to do forever but I also have my own online travel business! It is incredible and allows me to earn from any travel I book as well as earn an extra income, all from my phone. I can see from your Instagram you look like you love your travel too. Maybe you'd be open to seeing how you could earn from your holidays and make extra money too?

EXAMPLE: I'm a full time mummy, and work in Finance (which I don't want to do forever!) So I also joined an online travel business, which I adore as it fits perfectly around the kids. It means I can make extra money and we can access really competitive rates - even for our own travel. I think it's something you would benefit from too, if you're open to hearing a little info?

EXAMPLE: I work online mentoring people who want to work in travel and earn from any holiday or travel bookings they make. You'd find so much benefit from this yourself actually, I'd love to show you how it all works if you're open to it?

EXAMPLE: I have just recently started an online travel business, I am absolutely loving it so far, we have been able to travel so much more as a family and I'm now building my business up so that I can drop my part time office job and do this full time, I can't wait to not have to race into the office everyday. Have you ever heard of the business before?

IF YOU TALK ABOUT HOLIDAYS AND TRAVEL...

EXAMPLE: With your holidays you should totally do what I do! I have my own online travel business so I have my own personal booking system and earn from any travel I book for myself or my family/friends, I can show you how it works if you like?

EXAMPLE: Hey lovely, I adore your page and great to see you love to travel too! Do you have an online travel business too?

EXAMPLE: I really love to get a holiday in, whether that be a holiday with the kids, or a weekend with the girls. I found a way that I can earn commissions on every single thing that I do! From hotels, flight and villas to theatre tickets to airport lounges! Would you be open to taking a look at how this could work for you?

EXAMPLE: It seems you love to travel (like me), and I thought it would be silly of me not to mention what I do. Would you like to know how you can earn an extra income from the travel you are already doing?

EXAMPLE: You sound just like me haha, I'm always away too! I actually earn money on all my holidays with what I do for a living. I think you'd love it yourself actually with all the holidays you have planned. I'd love to show you how it works if it's something you might want to look into?

EXAMPLE: Sounds like you love to travel as much as me! Has anyone spoken to you about the travel business before?

EXAMPLE: Oh, I love Ibiza too! Been once before but would love to go back. You go on so many holidays every year, I'd love to show you how you can earn commissions on all those holidays you go on. Would you be open to some info?

EXAMPLE: You sound like you love to travel just as much as me, I've actually just started an online travel business where I get access to the most incredible booking systems and I'm able to earn an extra income from it, around what I already do. Has anyone ever mentioned it to you before?

EXAMPLE: XYZ is on my bucket list as well, looks incredible! I've actually just recently started an online travel business and now my bucket list is never ending, luckily I'm earning an extra income from it to fund all these amazing trips! You should take a look at the business, you guys would hugely benefit from it too! Shall I pop you some info over?

IF YOU'VE BEEN SPEAKING FOR A WHILE

EXAMPLE: I can't believe I didn't ask you this before, it's so clear you love a holiday! Would you be interested in learning about what I do and the travel business I'm a part of?

EXAMPLE: I can see you love to travel and adore your holidays just as much as me! Have you heard of the travel business before? I can pop you some info over if you'd like to take a look?

EXAMPLE: Hey, hope you're well! I just wanted to pop you a message as I know you love your holidays like us! I'm sorry I haven't mentioned to you about the travel business before - I hate to see people giving away the commission on all their trips! Would you like to hear a bit more about how it works?

EXAMPLE: Hi lovely, how are you? I know you've probably seen me chatting about travel and my travel business on here. I'm so sorry that I've not mentioned it specifically to you earlier. Would you like me to pop you over some info that explains how it works and why I love it?

IF YOU SEE THEM ON HOLIDAY...

EXAMPLE: Hey babe, looks like you're having an amazing holiday! How did you book it? I joined an online travel business which allows me to earn back money on every holiday I take! Have you ever thought about doing the same?

EXAMPLE: You clearly love to travel like I do! I have a travel business which allows me to travel so much more and to earn from travel too. Would you be interested to find out more info? Have a little look at my website in my bio as that explains it all and I'll contact you later to see if you have any questions

EXAMPLE: What booking engines do you use to book everything? I would love to show you my own booking system and how I book everything for myself and earn the commission. Would you like to take a look when you have some free time?

LEADING WITH A BUSINESS OPPORTUNITY AND MAKING EXTRA INCOME

EXAMPLE: I've got a great way for you to make some extra money. I started my own travel business so I could earn from travel, top up my income each month and help pay all our bills! Would you like some info on how it would allow you to earn money too?

EXAMPLE: I'm actually working on building an income around my full time job so I can reduce my hours down - creating time freedom in my life as I'm fed up working for someone else. Can you relate?

TURNING A TRAVEL QUOTE INTO A BUSINESS PARTNER

If someone doesn't have the budget for their holiday - speak to them about the benefits of the business.

EXAMPLE: You're already doing the work of a travel agent from that holiday quote you've sent me! Have you ever considered doing what I do? You're giving your commission away to all these big sites when you're doing all the work for them.

MAKE SURE YOU REMEMBER...

Once you HAVE ASKED THE QUESTION and got a YES back from your prospect you need to explain the business to them. Keep it short, sharp and to the point.

- Don't give away all the info at once.
- Ask a question at the end of each message to give them something to reply to.
- Voice notes are great to show excitement as you explain information.
- Use the different tools/exposures to back up what you are saying to your prospect.
- Don't just expect them to watch a video without first explaining. It's important to show them you understand the business.
- Keep in mind to not overwhelm them with lots of new information, take your time when explaining the business. Don't vomit the information - drip feed it.

PROSPECTING OTHER NWMS

Below is an example of speaking directly to another person in NWM. You can chose to do it this way or you can build a relationship with them prior.

EXAMPLE: “Hey lovely, it’s so nice to connect with other people in the industry. How long have you been in NWM, how’s it going? What company are you with?”

When they say they’re product based you can respond with -

EXAMPLE: “This is the first company I'm with, but loving it because I can literally be anywhere. I don't have to post and pack products to send to customers. I just need my laptop to book holidays and travel for other people, do you get to do the same?”

EXAMPLE: “I love that for you! Isn't it great being able to earn more money around everything we do! I booked a holiday for my friends (only took me a couple of hours) but I'm actually going to be earning just over £300 from that one booking. How does your commission work?”

EXAMPLE: “I did look into other product based opportunities before but I found people would get stuck having to constantly find new people to sell products to and the commissions weren’t that high, plus the end of the month point systems are really stressful to maintain aren’t they?”

After they respond, relate to them, have a conversation. Speak of our commissions, our community, the director pledge, we have the best compensation plan out there!

You can ask the question from one of the examples previously stated in this document OR

EXAMPLE: “What I love with my Travel Business is that everyone loves their holidays so it’s easy to talk about! 🙌 I actually have lots of people who do what I do alongside doing (Insert their current NWM company name) as they love getting their travel commissions from their own holidays plus earning a referral fee so effortlessly just from helping others get set up! Would you like to see how you could massively benefit too?”

MODULE

EXPOSURES AND EDUCATION

EXPOSING AND SHARING BUSINESS INFORMATION

Exposure is one of the most important words in the Network Marketing industry. The Business Builder who exposes the service and business opportunity we have to the most amount of people will always win.

People generally need 5-10 exposures to the business before committing to it.

This is why it's so important to TRACK your prospects, and the 'stage' they're at - i.e. in the opportunity group, in a 3 way call and so on, with the dates. You need to be organised to be successful in anything!

If you don't track prospects, you don't know who to follow up with. It's hard to remember the names from memory and therefore you lose prospects that could have been business partners.

The only reason to be creating exposures is to educate people and to set up the next exposure. If you finish each exposure by setting up the next one, your prospect will eventually become educated on the opportunity we have and make an informed decision whether to join or not - you want to **make sure this person knows what they can get from the business.**

WE HAVE MANY DIFFERENT PROSPECTING TOOLS FOR YOU TO TAKE ADVANTAGE OF AND TO HELP EXPLAIN THE BUSINESS:

- Three way chats
- Team websites
- Flashcards
- Weekly live opportunity calls
- Links to professional videos (vimeos)
- The phone - pick it up and speak to them 1-1
- Private team instagram opportunity groups
- In their DMs and privately

Keep your urgency when exposing, but always have **PATIENCE**.

People are busy. They are constantly distracted by life. When you are approaching them to take a look at something new, it's important to maintain their interest. The best way to do this is by setting up exposures close together where possible.

As an example - invite them to view your team opportunity website to have a good look, then get them on the opportunity call that same week or the following week, then try and close the prospect with a 3 way chat or call.

You'll find more help with 3 ways chats in this document but use your DIT or director upline for these.

HOW TO OFFER AN OPPORTUNITY CALL

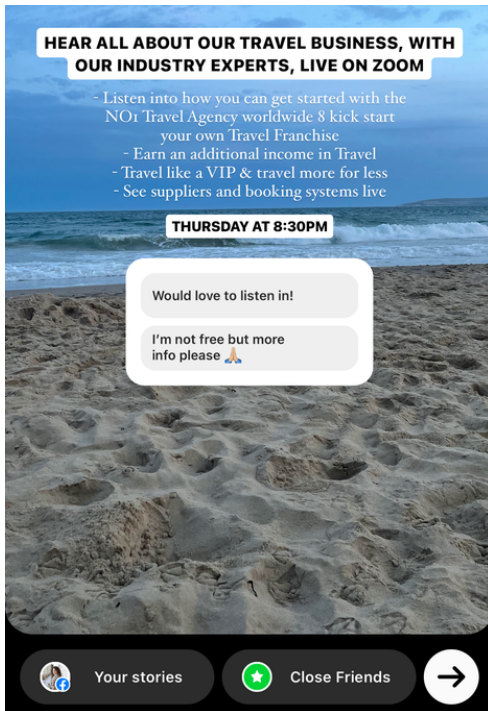
Below you will find some examples of how you can offer the opportunity to people you have spoken to, whether you have asked them the question or not. You will need to edit these to make them sound like you and to fit into the conversation you are having or have had before.

EXAMPLE: Hey XXX, I just had to get in touch as we have an information call on Thurs at 9pm. We'll explain exactly what you can earn, access and how it works and you'll hear amazing testimonials too from people already making a success of this business, I'd love to invite you to it as you'd benefit SO MUCH from doing this. Would you like the link?

EXAMPLE: Hey XXX! We have a travel business opportunity call tomorrow evening, I know you mentioned the timing wasn't quite right for you previously so this will be the perfect opportunity for you to listen in to other incredibly successful travel agents sharing how this business will benefit you and your family - with the timing being so perfect right now I don't want you missing out on this. Let me know if you can make it?

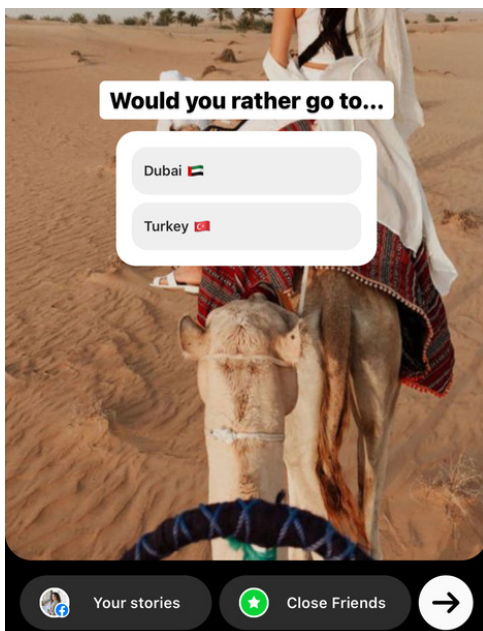
EXAMPLE: Hey XXX, I know you loved the idea of earning extra money from travel!! Tonight you can actually listen in to our free call to see how you can become a part of the Travel Industry, earn an extra income flexibly and travel smarter yourself! 🙌 I can't wait to hear what you love, I think it will be right up your street! Do you fancy jumping on?

EXAMPLE: Hey XXX, hope you're well! I know we've spoken about the travel business and the opportunity it provides to make an income from travel. We actually have an information call this week on XYZ and I wondered if you'd like to listen in? We will be explaining everything and answering any questions. Would you like me to reserve you a place on the call? Xx



If you've advertised your opportunity call via your social media story with a poll...

EXAMPLE: Hey XXX, I hope you had the best weekend! I had to get in touch again as I saw you voted on my poll to listen in to our business call on how to earn from travel. Are you free at 8:30pm to grab a cuppa and listen in?



If you've put a poll on between 2 locations...

EXAMPLE: Hey XXX, just seen you've clicked my poll, have you ever been to Dubai? I've never been x

After they reply... EXAMPLE: "We have a call tomorrow night at 9pm showing you how you can earn from all your travels! We're showing Dubai so I thought you might be interested, are you free to listen in?x

Your Directors may also suggest and give you different posters for your team opportunity calls so keep an eye out in chats etc.



3 WAY CHATS

HOW TO USE AND HOW TO SET UP 3 WAY CHATS

3 way chats not only help build your business but help you learn how to overcome objections and explain different parts of the business from someone who has had success.

Do these with your DIT or DIRECTOR UPLINE

Once you have completed this check list, introduce a 3 way chat to your prospect...

- 1.They have seen a website/flash cards/opportunity call
- 2.They are aware of the costs to start
- 3.They show an interest/have asked you questions

FIRST... Don't ask if they want to join a chat, just create it and then send a message to your prospect telling them you've created a 3 way chat such as:

Option 1: "I'm going to introduce you to my friend and mentor (Insert Director's name) because she's a (insert info about them briefly) and I know you'll really get along. I've created the chat on insta/Facebook/WhatsApp)"

Option 2: "The reason I love this business is because I've always felt so supported and had someone successful to learn from and go to so I'm going to connect you to my friend and mentor (Insert Director's name) who can share their story too. I know you'll really get on! Look out for the chat on insta/Facebook/WhatsApp!"

SECOND... Create the chat on whichever platform you're talking to the prospect on (Insta, Facebook or WhatsApp) and call the chat "Director's name meet prospect's name" (e.g. Molly meet Fiona)

THEN... Send intro message in the chat edifying your Director upline (Message your Director or DIT upline and they will send you their personal edification message specific to their experience)

"Hey (prospect name), this is (mentor name) my business partner and friend. He started this business 18 months ago alongside his full-time job. He built this travel business up in his spare time to the point that this is now his full-time income and he supports me in the business."

Hey (mentor name), this is (prospect name) who currently works as a X, and was drawn to the opportunity because of Y. Like most people, (prospect name) has a couple of questions, and I know you're the perfect person to answer them."

FINALLY... Remain ACTIVE in the chat, reiterate what your Director is saying and keep building a relationship with the prospect together until they say no or yes.

You may even arrange a 3 way call from this chat.

<  Rosie Meet Geor...   

Hey Rosie this is Georgia, she is super excited about this opportunity and cannot wait to get started. She is just waiting for Christmas to get out the way, and to sort out some finances and then she's going to jump in! Georgia won't mind me saying, but she's fed up of living paycheque to paycheque and is excited to make more money! She is a little worried about not knowing enough people that travel and also the work load this business may require. I thought you'd be the best person to chat to!! 🎁👉💕



Overcoming Objections

HANDLING OBJECTIONS

REMEMBER... objections are things that are FELT AND FOUND and the best thing you can do is relate to them.

"I felt the same..."

"I was in the same position however..."

It's really important to understand that when people are giving us objections, they're really just raising questions, so you need to be prepared and know how to respond back professionally - this is a skill that needs to be learned.

And another thing to remember - **every NO is a step closer to a YES.**

Read the conversation - you don't need to try and fight an objection constantly. If someone is continuously saying the same thing or is clearly uninterested, leave it - don't get defensive - and move on. **This business is for anyone but not for everyone.**

FACTS TELL, STORIES SELL - ALWAYS BE RELATABLE.

People buy into people and authenticity.

BECOME A STORYTELLER - people will want to hear about others who are like them, who are already in the business and who are doing well!

As you speak and share information about the business, remember you are educating them about what this business can provide and how they will personally benefit.

REMEMBER THESE 4 STEPS...

Step #1 - LISTEN

But do more than just listen. Listen with the intention of trying to understand the person's true situation. Ask questions to fully understand why they say, for example, that they don't have the time, or whatever their objection is.

STEP #2 - RELATE

In other words show them that you are the same. Explain to them that you too had the same thoughts, reservations, fears and questions before you joined the business (or you know someone else who did).

STEP #3 - STORY

After you have really listened to the person and truly understand what they are saying, you need to relate to them, explain that you went through the same process. Then you tell your story and your experience of joining and working in the Network Marketing Profession.

STEP #4 - IF I..., WOULD YOU...?

Last but not least, you're going to ask your "If I, Would You" question. For instance...

If they say, "I don't have the money" - you can ask, "If I could show you that money really wasn't an issue, would you be willing to take the next step?"

Your question will change depending on the objection. For all four steps, practice makes perfect. Once you start practicing, you will begin to better understand each step, then you will start to build confidence.

Below are some of the most common objections we get and some generic answers that you can use to help you combat the objection. You can of course create your own!

I DON'T TRAVEL/GO ON HOLIDAY MYSELF

- You do not have to actively travel.
- This business is for ANYONE who wants to make more money.
- A lot of people use this as a platform for their own personal travel, in order to travel more, but many understand this business is LEVERAGING off what people are already doing, all around them, even if they personally aren't travelling much - others are!
- Everyone knows someone who travels throughout the year at different times.
- This is about earning from what those people are ALREADY doing.
- Many do this business whilst working full time, or are parents with small children, or are on maternity leave. They know that although they may not be able to holiday all the time, this is a UNIVERSAL PRODUCT.
- Travel doesn't just mean holidays abroad - you can benefit by booking days out, spa days, activities, theatre trips, car hire, UK breaks, hot tub lodges, villas - every element of travel!
- It is an opportunity to earn an extra income, with everything else it provides, it just happens to be in the most attractive industry in the world.

WHY IS THERE A MONTHLY FEE?

- This is your only business overhead and keeps your business running smoothly.
- Every business has an overhead.
- Allows you constant access to suppliers, specialist courses and training, opportunity to go on FAM trips etc
- Provides you with agent support from Inteletravel and the suppliers.
- Customer service: if an issue arises with a holiday, there's a team in place to support you and find resolution.
- Commissions team in place who process commissions so you don't have to.
- Live chat support.
- Fully functioning back office portal.
- Use of agent credentials - IATA, CLIA, ABTA etc that are worth thousands.

REPLY EXAMPLE IDEA:

"Oh I'm so sorry to hear this, but I do understand. Can you see the potential you have here through this opportunity to start making an income so you can start to support your family?"

I would love to break the costs down to you so you can see the true benefits. After the one off set up fee it costs £384 for 12 months. It's not unusual for agents to make that same amount back either in their first booking for themselves or a booking for a client. What's more our host agency has a guarantee in place that if you don't save or make more in your first year than it costs you in fees they will refund you the difference!

This business can work alongside anything else - be it studies, a full time job, being a mum etc - we provide you with everything you need to turn the small yearly investment into a massive money making opportunity.

I'm here to answer any other questions and help you see the full potential, as I'd hate for you to never find out how truly incredible this would be for you."

I DON'T HAVE THE INVESTMENT / IT'S TOO EXPENSIVE

- This is a business, every business comes with an investment. Business models are always the same - you need to make an investment to get a return. But ours is tiny compared to traditional businesses
- BE RELATABLE TO THE PROSPECT: "I was exactly the same but.." OR "I wondered that too but.."
- Maybe you didn't have the fee yourself, if so relate, why did you get the money together? "I didn't have it myself, but I knew what return I could get, so I worked on leveraging the business, and getting back my investment, rather than missing out on the business".
- Turning it on its head, if prospect thinks that the initial and monthly fee is a lot of money then they NEED this business . Of course saying this in the correct way so that the prospect isn't offended. For example, RELATE : "I was the same and the fact I didn't have this income to put forward, made me realise how much I needed an additional income"
- People spend that much on a night out, clothes for work etc. Random coffee spends, snacks, thoughtless items all add up without us realising. RELATE : "I cut back on a few things just for a few weeks"

And EDUCATE them on what the initial and monthly payment are for, so they know the value of what they are getting at such a low investment.

- It is an investment - not just a payment, you get your own back office system, training to be qualified, specialist courses options, an opportunity to be a business owner, partnered with an agency with over 30 years' experience, customer service support.
- CREDENTIALS needed so you can legally book travel.
- Starting your own travel company would cost thousands to access the credentials needed on your own.
- Explain to prospect that we have the relevant training and support in place to help earn the investment and monthly fee back each month. Give examples of how they could make this back - introduce 3-4 people that you know could benefit from this business, think of the commission you could make from holidays etc - give examples as that's what people relate to! E.g. Book three UK weekends away, you have made it back in commission. An all inclusive week's holiday etc.
- Ask prospect if they are happy with their financial situation and if no, explain how this business can help with that.

"I WON'T BE ABLE TO DO THIS WITH CHILDREN"

USE CHILDREN AS A **WHY**, NOT A 'WHY NOT'

RELATE: are you a mum too? "I totally get that having a child can be like having a full time job in itself as they are very time consuming, especially when you both get no sleep, but finding just one hour a day to build this business will provide a much better future for you and your family and that's what I do flexibly when I can."

- You can build this business in pockets of time, find 15 minute windows throughout the day and then some pockets of time in the evening. Its not about finding the time, it's about making the time.
- Even if not a parent, relate to how they're feeling.
- Allows you to spend more time with children. Not miss moments etc.
- RELATE: Rather work at home, work around sleep, or go to work for 9 hours on 2 hours sleep.
- Business is flexible, not answering to someone, so you work when you want to - as much or as little as you want.
- Small term sacrifices now, for long term gain, freedom to spend time with children etc.
- Fewer/no child care costs.
- RELATE: Didn't want to spend 90% of wage on someone else watching my child grow up. Was happy to even reduce hours to part time.
- PLANNET MARKETING PLEDGE (willable income when you hit Directorship) - THIS IS ONLY RELEVANT FOR REPS.
 "When you reach Directorship in our rep business you received a 'plannet marketing pledge" this means that your business is willable to your child/children when you are no longer here. You'll be able to secure their financial future as they will continue to receive your monthly income that you have worked so hard to create - its life changing!"

"I DON'T HAVE A BIG SOCIAL MEDIA FOLLOWING"

- Not all about social media. Social media supports your business but it is not everything. HOWEVER, we have amazing training on how to best use social media and tips and tricks!
- Word of mouth is more powerful than people understand. When friends/family book with you, ask them to share your name and email address/ business cards with people who they may have a conversation with.
- Can easily connect with NEW people, your current social media following/friends is not what you're limited to, we have training on expanding your network.
- Bring up what you do if you're getting your hair done, nails done, waiting for an MOT etc. For example, your hairdresser - they're going on their own holiday usually at least once a year, that hairdresser has a new network of their friends, family etc., that can also become your customers.
- RELATE: Not many people have a big social media following, yet still having success.
- TELL the people you already speak to. If you're a parent, talk to the parents waiting at the school gate, share it with your work colleagues, bring it up in social situations and share your number and email address with people.
- If wanting to be a REP: "It all comes from the work and effort you choose to put into it. If you have 100k followers but don't utilise your platform, then it's pointless having all of those people and it doesn't make it any easier either. It's all in the skills you have and how you grow on your journey."

"I DON'T THINK IT'S FOR ME"

Always start with asking them why they think this as it may just link to another objection. Don't be afraid to ask questions.

- Generally this leads to the objection: Lack of time/not many followers/don't travel much. IF SO, HANDLE OBJECTION USING POINTS IN THIS DOCUMENT.
- There is something in this opportunity for everyone.
- You can work it around your current commitments on your terms.
- It can allow you to travel more and earn another source of income.
- "I wouldn't want you miss out on an opportunity because you feel it's not for you, let me show you some of our agents stories so you can hear from them and see what this business is doing for them. They all have different backgrounds and reasons for joining" - NEXT STEP - PUT IN OPPORTUNITY GROUP(tag in testimonials)/OR SHARE STORIES OF OTHERS IN TEAM
- Because you should have built rapport during conversations, you have likely found out things about them. For example, you connected over the fact they have so many holiday pics, you could go back and say, "I can already see you go on holidays yourself anyway, so you could benefit from something that you're already doing."

"I DON'T HAVE THE TIME"

- No sales targets or monthly quotas to meet (unlike a lot of other online businesses). Means no stress to work a set period of time.
- Your business = your schedule! You can choose how long you want to spend each day on this business.
- Share your experience: FACTS TELL, STORIES SELL. THE MORE RELATABLE THE BETTER
- We have people from all backgrounds, people who have multiple jobs, busy lifestyles, parents etc and they make it work in pockets of time - morning, day and night - whatever works.
- ALREADY DOING IT: "The time you spend booking a holiday would be exactly the same when you have your own portal! There's literally no difference at all so might as well earn an income from it!"
- What do they already spend time on? CUT TV TO WORK ON FUTURE. How much time spent on social media, scrolling etc? Compound effect: small actions compounded over time = big results.

I HAVE DONE NETWORK MARKETING BEFORE & DIDN'T HAVE MUCH SUCCESS AND/OR SUPPORT

- RELATE - Did you do NWM before? Share your story and why this business is different and why you love it.
- Again, RELATE... "This is the first time I've done it and I'm so glad it's with this company but most importantly this team, the community is everything along with the support and training. I've already had some success XYZ so I know you will too!"
- It's not compulsory! You can just be a travel agent if you want - 2 separate businesses. Sell the travel and tap into all the support and guidance we have.

"IT SOUNDS TOO GOOD TO BE TRUE"

- RELATE: I thought the EXACT SAME THING.
- This objection ISN'T REJECTION. It's just being sceptical, which everyone can be at the start.
- Find common ground with prospect (relate) so they don't feel you're just 'selling a dream' but are being authentic.
- Remember, most people are used to a conventional way of working and earning money, so this opportunity, whilst we know it's a no brainer, would come across as 'too good to be true'. Make them aware it's just because it's a new concept.
- "I thought the same, but when I realised I was actually already doing it, just not being paid, it made sense. I was already booking holidays as were my friends and family, but just not earning the commissions that was already built in."
- Prospect may have told you something such as - already going away 5 x a year/ always been looking for an online business... use this info TO CLOSE: "You told me you went on X amount of holidays, just think of money you could have made just on your own travel alone."
- Makes the prospect RE THINK, when you relate to how it could BENEFIT THEM e.g. more money, working to become your own boss, more pay days, working toward more freedoms, both time and financial.
- Despite your own similar thoughts, you didn't want to miss out, so wanted to see for yourself. Didn't want to look back and think "what if"/"whats the worse that could happen. So glad I did. No regrets.

"I AM NOT GOOD AT SALES, I DON'T WANT TO BE PUSHY"

- Firstly, RELATE: when we relate to people's objections we break down the barrier that the objection has placed between you getting this person started. "I didn't want to be a sales person either."
- The way this business works is completely different. NO SELLING INVOLVED. NO SALES TARGETS.
- Do not have to convince someone to go on holiday, they're already doing it or want to do it.
- Sharing an opportunity and educating people on how to earn on something they and/or people around them are already doing.
- TRAVEL DOESN'T NEED PUSHING. Not trying to sell one skincare brand that has hundreds of high street competitors. Providing a SERVICE for what someone is already doing. But not everyone currently making an income from.
- Personal booking service/experience. We work with big brands people already booking with.
- It forms part of a natural conversation that most of us have - most people moan about the weather, crave sunshine, have multiple school holidays.

"IT SOUNDS LIKE A PYRAMID SCHEME"

- Ask them what their definition of a pyramid scheme is - most people don't know!
- A pyramid scheme is where you exchange money for no product. We have a product backed by ABTA, ATOL. DISNEY etc, would never partner with something not genuine, or a "pyramid scheme".
- No one can say this if you lead with product - no one is going to say 'I won't buy that product because it is a pyramid scheme'. The end user is always going to get a benefit i.e. a customer has a holiday. Therefore, not a pyramid scheme.
- Use FEEL, FELT, FOUND: I know how you feel, I felt the same when I saw this, however I found it was a reputable company that has been around for years, etc. Would you be open to continuing this conversation and seeing how it could be a fit for you?
- Important with any objection you have, find out if their objection is just an excuse in disguise. Separate curious and serious people.
- Jobs are PYRAMID STRUCTURE. Boss is making more money than you etc. CEO at the top down to the workers at bottom.
- The 3 fundamentals to succeed in NWM: 1 - Be humble 2 - Be committed 3 - Be consistent

Following Up

FOLLOW UPS

Your follow ups should not always be about business, especially if you have already told them information. Here are some ways to follow up, but they are not the only ones!

- Interaction with their stories and posts on social media
- Invite them to an opportunity call
- Create a new conversation with them
- Sharing new info e.g. about a new supplier you know they'll like
- Seeing if they have more time now or have changed their mind about the business months later if it wasn't right for them before

Exposures are so key, but you can only set up exposures by messaging and following up with prospects.

Like all examples in this handbook you need to make sure you personalise them to you and the conversation you are having.

AFTER WATCHING A VIDEO/FIRST LOOK AT AN INFORMATION PAGE...

EXAMPLE: After watching the first video, what questions do you have? I was so excited when I came across this, but I had a couple of questions I wanted to ask so please feel free to ask away.

EXAMPLE: Did you manage to have a look at what I sent you last night? I can't wait to hear your thoughts. I loved the fact I could earn on my own travel!

EXAMPLE: Hey XXX, I said I'd pop you a message to see how you got on with what I shared with you. What were your thoughts? I'd love to go into further detail on everything with you!

And if they haven't...

EXAMPLE: No worries, the video is only 5 minutes long so I'll check in again with you in a few days to see if you've had time and then I can answer any questions you may have. In the meantime, reach out to me if you want to discuss it further!

WHEN YOU HAVEN'T HEARD BACK FROM THEM AFTER SHARING SOME INFORMATION (SEND WITHIN A WEEK)...

EXAMPLE: Hi XXX, I hope you're well. Just wanted to pop you a message as I know you were super keen on learning more about the travel business. I'm guessing you've had a busy week as I didn't hear back from you. I'm just wondering if you are still interested?

EXAMPLE: Hi XXX! I haven't heard from you regarding the travel business, and I don't want you to miss out on the info. Is there a better time for you for us to catch up if now isn't the best time?

EXAMPLE: Hi XXX, I'm so sorry that I haven't been back in touch sooner. Just checking in to see what your thoughts were on the info/website and wondered if you had any questions for me? I'm really happy to hop on the phone or on zoom if that's helpful to you.

EXAMPLE: Hey XXX, hopefully you've had a chance to take a look at all the info - I'm doing a call this Wednesday to explain it a bit further and show the systems as well as answer any other questions you might have. Would you like the link to the call?

EXAMPLE: Hi XXX, just checking in to see if you have any questions? I'm more than happy to have a quick call if you wanted to go over anything?

EXAMPLE: Hey XXX, I'm just wondering if you've had the chance to look over the info I sent you. We actually have a zoom call tonight to explain how it all works, are you free to listen in?

AFTER AN OPPORTUNITY CALL...

EXAMPLE: How fab was that?! I love what this business can give and do for us. What did you love most about it?

EXAMPLE: Hey XXX! Thank you for coming on the call, lovely to meet you virtually, what are your thoughts now you have all the information let me know if you think it's for you and I'll send you over the next steps! X

EXAMPLE: Hey lovely, saw you hopped on, now do you see why I love it so much?! So what did you love about it? X

EXAMPLE: Hey XXX, thank you for coming on the call last night - lovely to meet you virtually. I know I had some questions after jumping on an information call when I joined so I'm going to add you to a chat with the person who introduced me to the business and helped to answer all my questions. Then you can ask away to us both X

A MONTH LATER

EXAMPLE: Hey XXX, how are you? I just wanted to pop you another message. I know last time we spoke wasn't the right time for you, now everyone is looking at holidays, I just thought I would circle back and check in with you, I wouldn't want you to miss out on the ability to make some extra money!

EXAMPLE: Hi XXX, I'm so sorry that I haven't been back in touch sooner. Just checking in to see what your thoughts were on the info/website and wondered if you had any questions for me? I'm really happy to hop on the phone or on zoom if that's helpful to you?

EXAMPLE: Hey XXX! I know we spoke about joining the business a little while ago and I helped answer some questions for you. Did you ever think any more about it? Maybe you need some more information?

A NEW BUSINESS TOOL

EXAMPLE: Hey XXX! Super exciting news!! I now have a free info pack explaining how the business works so you can have a read about how we earn from travel! Would you like to take a peek?

EXAMPLE: Hey XXX! Just wanted to drop you a message as I know I sent you our website about the business but we've just updated XYZ. Do you want to have a look? You'd love ABC! Let me know babe x

AFTER THIS, STILL CONTINUE TO FOLLOW UP, JUST HAVE LONGER DURATIONS BETWEEN SENDING THE MESSAGES. HERE ARE SOME EXAMPLES OF MESSAGES TO SEND AFTER IT'S BEEN A FEW WEEKS/MONTHS ETC.

EXAMPLE: Hey X! How are you? Apologies, it's been so long since I last got in touch - It's been a crazy few months/weeks!! I just wanted to catch up to see if you were still interested in finding out more about the travel business? It may not have been the right time for you before so let me know and I can show you more!

EXAMPLE: Hey x! I know we spoke before but I can't help but think this opportunity would be right up your street? Why don't I share with you videos on how it works so you can make a decision for yourself whether or not it's something you can see yourself getting involved with? (Good even if not in the opportunity group yet, but just someone you had general chat with and maybe didn't yet get to that stage!)

EXAMPLE: Good morning lovely, how are you? Super exciting news - I now have a free info pack explaining how the business works so you can have a read about how we earn from travel! Would you like to take a peek?

EXAMPLE: Hi XXX! Hope you're doing well? I have loved seeing all your recent content - I just wanted to catch up with you and see if you have had any more thoughts on the business opportunity? I know life can get super busy, but I had to check as I think it would be perfect for you! No worries if not.

EXAMPLE: "XXX, I noticed that you didn't get back to me in January about me helping your family to travel smarter through the business, is that and making an extra income still something you'd love to do? Xx"

Create your own follow up messages from these examples, save them in your notes to copy and paste when you need them

Remember to **BE HUMAN**, every follow up SHOULD NOT be business focus. Continue to build your relationship with them and fact find

The Close

HOW TO CLOSE AND GET YOUR NEW BUSINESS PARTNER SIGNED UP

Once you have had a good level of conversation about the business, they've been on a opportunity call, they understand the cost and what's expected, they've been exposed as much as possible and they love what they see, it's time to pop the question to get them ready and signed up.

Below are examples of what you could say to help them get started and get them over that line and to join the business...

EXAMPLE: After having a good look through all the information and now that you've had all of your questions answered, maybe you'd like to hear how to get started?

EXAMPLE: Did you love that opportunity call? I'm obsessed with what we get access to and everything it can give us! Did you have any questions or are you ready to get started now?

EXAMPLE: I hope you've had a chance to look through all of the information and you're feeling excited about becoming an agent! Did you have any more questions or shall we go ahead and get you set up?

It is advisable never to just send the link out to someone. You run the risk of people sitting on the link and never going through with it, getting distracted and also they may get it wrong which can be frustrating.

So once your prospect has decided that they are ready to get started, arrange a time with them (ideally within the next 48 hours so not to lose excitement and momentum) and ask them if they'd prefer to complete their registration either on a zoom or over a quick phone call. Or if they are local and you have chance, even a coffee!

Make sure you speak to your upline/director and they will help you with your first few.

By giving them the option it also allows them to feel in control. It also prevents you stressing out and wondering when (or even if) they'll sign up. There's no worse feeling than waiting all day for that notification and then having to do a follow up...awkward!

Once you have arranged a specific time, let them know it won't take long and they'll be able to get going straight away or when suits them. Advise that they'll need their National Insurance and bank card to hand. Share your link a few minutes before the call or on the zoom call itself - and talk them through the registration process step by step. Starting off this way may seem long winded but it also reassures new agents that they will be fully supported - It also helps build rapport with your new business partner.

WHEN THEY HAVE SAID YES SCHEDULE THEM IN TO GET SET UP...

EXAMPLE: Hi lovely now we've boxed off all your questions, let's get you up and running. Have you got 5 mins to do that now?

EXAMPLE: It's really simple and quick to get started - it just takes 5 minutes. I send you a link to complete your sign up, then I'm on hand to support you every step of the way! I'm available now for 5 minutes if you are? If you don't have 5 minutes, when would be a better time for you and I will block that time out in my diary to support you in getting started properly?

EXAMPLE: "Hey XXXX I know you were keen on getting set up. I'm going through my admin today in time for tonight's new starter call. I have 4 slots left and thought I'd keep one for you since we'd went through all your questions (today/yesterday/on Tuesday whatever). Could you pop me over which time suits you best for a slot please?"

ACT WITH URGENCY...

ONCE THEY REPLY WITH A YES EXAMPLE: "That's perfect! Our sign up links are only live for 15mins so I'll give you a shout 5 minutes before so we're ready to go and get you all sorted for tonight's new starter. So so excited for you, you're just going to love it!!"

Daily Method of Operation (DMO)

WHAT AND HOW TO COMPLETE A DMO

A DMO is what you need to do each day. This can vary each day depending on how you like to work your IPA's. The more you do of the above, the faster your business grow! Simple maths.

“You will never change your life until you change something you do daily. The secret of your success is found in your daily routine.”

— Darren Hardy, The Compound Effect

The amount you choose to do per day is completely up to you, so be honest with yourself about the minimum amount of time you will commit to each day. Please reach out to your upline if you are unsure of the volume of work or time commitment you will need each day to achieve your goals.

There are 2 main ways that we teach as to how you can complete a DMO - one is **DAILY** and one is **WEEKLY**. Try both and see which works best for you and your life when growing your business.

Within both you will set target numbers for your IPAs and then break them up over the day/week.

HOW TO STRUCTURE A DAILY DMO

1. Expand your network of new people
2. Send new conversations
3. ATQ to people you are in conversation with
4. Expose/share business info with prospects
5. Set up 3 way chats with your DIT/Directors
6. Follow up with previous conversations

HOW TO STRUCTURE A WEEKLY DMO

MONDAY: New conversations

TUESDAY: ATQ (in preparation for your team opportunity call)

WEDNESDAY: ATQ and Expose

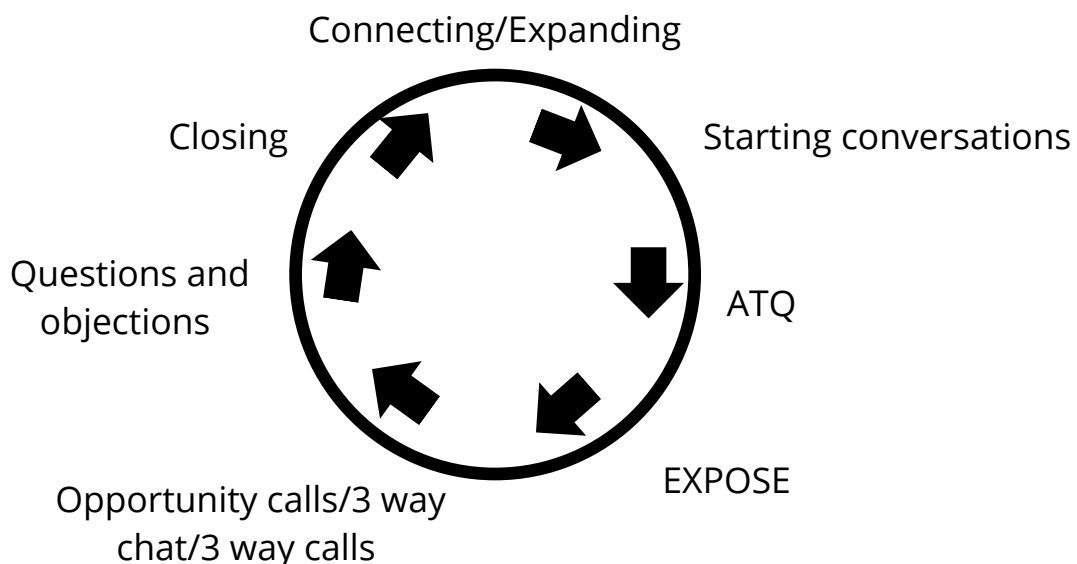
THURSDAY: Follow ups (from opportunity call)

FRIDAY: New conversations and big follow ups

SATURDAY: ATQ and set up 3 way chats

SUNDAY: Expand network

KEEP THE CYCLE GOING...

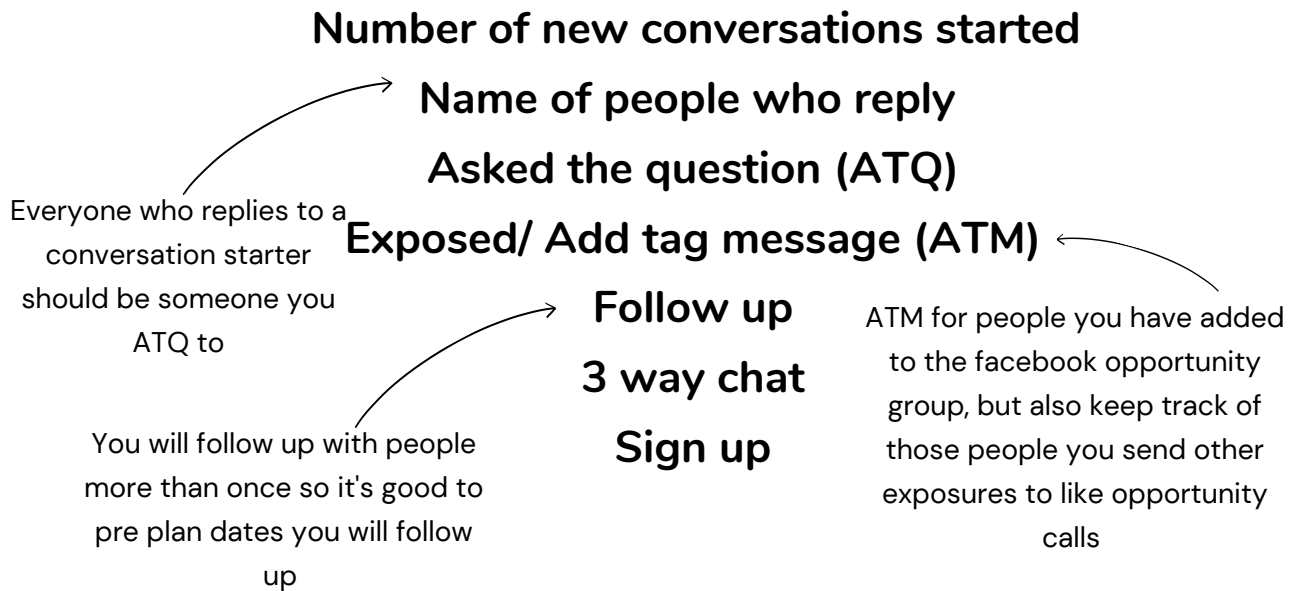


Track Like A Pro

TRACKING YOUR BUSINESS

It is VITAL to keep a record of who you are speaking to and what stage you are at in the prospecting process, so you can stay organised and keep on top of conversations. It's good to keep organised for fast, professional results.

USING A SPREADSHEET



You can set up a table like this in a book, excel sheet, Airtable, your notes in your phone to allow you to track.

| NAME | PLATFORM | ATQ | EXPOSE | 3 WAY CHAT/CALL | OPP CALL | FOLLOW UP | DATE TO SIGN |
|------|----------|-----|--------|-----------------|----------|-----------|--------------|
| | | | | | | | |

USING INSTAGRAM

Once you have “Asked the question” you can also try moving the prospect over from the PRIMARY inbox to the GENERAL inbox in Instagram (make sure you have a creator or business account).

This will allow you to keep track of those active conversations and who you’ve started exposing the business to.

Primary •

General •

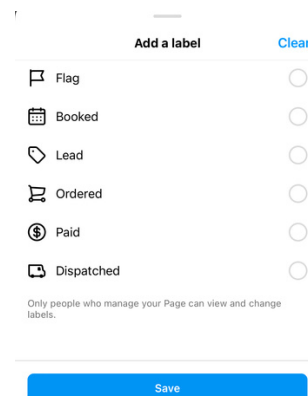
Try to avoid being friend zoned and building rapport for too long, you need to find out if they’re open to opportunity.

You can also use these new tools for entrepreneur accounts in the DMs as well. You can mark those hot prospects, those who are interested/been on calls etc



1. CLICK HERE

2. SELECT ONE OF THESE AND PRESS SAVE



3. HOW IT WILL SHOW

