



Onboarding Your 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 'Members Portal' (top right) or 'Member Access' (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' and work through the Getting Started Checklist.

There is no rush but please pop me a quick message once you've completed the regulatory training - and at the same time as that - your availability so we can arrange your success strategy call as soon as possible! I'm here for any questions along the way!

121 SUCCESS STRATEGY CALL

Once your new agent has completed their regulatory Inteletravel training it's important to get them onto a 121 SUCCESS STRATEGY call with you AS SOON AS POSSIBLE. If you are new to onboarding agents and are not confident enough to do this, then ask your upline or DIT/director upline to join you for the first few. **This call is where you will ask your new agent:**

- **what they want from the business** - what is their reason for joining? Try to dig below the surface (i.e.: are they unhappy in their current situation - and why).
- **what would they like to focus on** -
 - a) **making travel bookings** (static pay)
 - b) **referring people to the biz** (residual pay)
 - c) **or both**
(explain the income difference)
- **If they want to earn** - how much do they need or 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, sacrifice in areas).
- **Support with their first personal win** - do they have any bookings to make for themselves (often the best 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).

If residual (passive) income is of interest, refer them to the NEW REP: YOUR STARTER STEPS and ask them to start make introductions to you.