

Welcoming 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 message once you've completed the training so we can diary a quick catch up call. I'm here for any questions along the way!

CATCH UP CALL

Once your new agent has completed the Getting Started Checklist in the Hub - it's important to get them onto a catch up call with you AS SOON AS POSSIBLE.

If you are new to introducing people to the business, ask your nearest Gold Builder, Director in Training (DIT) or Director to join you for the first few.

This call is where you will ask your new agent:

- **what do they want from the business?** - what is their WHY for joining? Try to dig below the surface (i.e.: are they unhappy in their current situation - and where they want to be).
- **which is their preferred way of earning first? Explain the difference between the two ways of earning:**

making travel bookings

(travel commissions - static, one off pays)

referring people to the travel platform

(passive pay, builds up over time, paid continuously)

IF IT IS TRAVEL BOOKINGS

(good way to build confidence in our product)

support them to find their first personal win - do they have any bookings to make for themselves? Signpost them where to look for what, plug them into Inteletravel & the travel group support.

IF IT IS REFERRALS

(best way to make investment back QUICKLY)

start earning passive income - ask them to introduce 5 people within their network to their nearest Gold Builder/DIT/Director within the next 2 weeks. \$50 per referral.

LAUNCH YOUR NEW AGENT ON SOCIAL MEDIA

Let your new agent know you will post a launch story on social media that they can repost which explains why they have joined the business - and they can repost it to their followers.