

# New Rep: Your Starter Steps

DO YOU WANT TO START MAKING PASSIVE INCOME? **START HERE!**

## STEP 1: 121 SUCCESS STRATEGY CALL

After you've completed the regulatory Inteletravel training, ask your director for your 121 SUCCESS STRATEGY CALL. This call is to find out what YOU want and how we can help you get it! Set YOUR goals. What do YOU want and what does your life look like in 3-5 years time? You *must* complete **THIS FORM** before your call.

## STEP 2: YOUR MILLIONAIRE SPOTS

Get to understand the POWER of the compensation plan and the importance of positioning within the company 'matrix' - watch the 1 hour matrix and millionaire spots video **HERE**.

Once you understand the importance of the 3 millionaire spots - think of people you care about who will benefit longer term from being in your first 3 spots (family/friends) or people who are business minded and understand company timing & positioning (i.e.: business momentum phase - opportunity to earn is the greatest).

## STEP 3: YOUR OFFICIAL LAUNCH

If you haven't already - tell your Director you are READY TO BE LAUNCHED and they will post a 'Welcome to the Team' story. Also use our tips on how you can launch your business **HERE**.

## STEP 4: 40 SECOND SELL

Know the 40 SECOND SELL which explains the full opportunity in the simplest terms and get comfortable voice noting it - (this is key to gaining trust, a text message doesn't have the same impact). Practice recording it - send to your director if you aren't confident or want feedback. Find the loose script **HERE** and also listen to it **HERE**.

## STEP 5: MAKE YOUR PRE-LAUNCH LIST & START INTRODUCING!

Make a list of people in your network...

5 people who love to travel

5 people who are entrepreneurial/driven

5 people who need an extra income/side hustle

*Keep it simple: friends, family, colleagues, people you already know in your network.*

Send a message - use the one below and send to at least 15 existing contacts in your network - or as many as you can (adapt to your style of voice!)

***Hi (use their name!) Hope you are good?!***

*(If you know or can see they have recently been on holiday - ask how their trip was/ask them a specific question about it).*

*I've actually just started with a new travel opportunity and I'm so excited about it! I'm still in the early days but for my pre launch I'm contacting a few people who love travel/who are entrepreneurial or might want a side hustle! I can either help people benefit through travel they're already booking or I can book travel for people as I'm officially in the travel industry :)*

If they reply wanting to know about the opportunity, send them your 40 second voice note (see step 4).

Anyone who shows any level of interest after hearing your 40 second voice note - send them the **5 MINUTE OPPORTUNITY VIDEO (HERE)**.

*24 hours later follow up by asking 'have you had a chance to watch the quick vid - if so would you like to know more about the opportunity?'*

Unless its a direct no - for example if they like the idea but have doubts/objection/questions - introduce them to your **director** in a 3 way group chat (no need to ask permission from either party) and your director will share the rest of the info & answer any questions asked - so you quickly learn how its done! (The 3 way group chats which you create are basically your fast track training on how to clearly and confidently talk to people about this!). Your director can also confidently close without being pushy.

Aim to introduce at least 10 people who show some interest in the opportunity as quickly as possible to your director. See an example of a 3 way chat initial intro message **HERE**.