

# 7-Step Plan to move your new prospects through the process while keeping you on purpose

(Partner with a leader or 3 that will help you with these steps)  
Learn more at [LearnThisTraining.com](http://LearnThisTraining.com)

## **Step 1:**

### **Choose an Opportunity & Travel OR Travel Only Scripts:**

#### **Text or email**

Name, I have joined a travel club and I am able to stay at 4- and 5-star resorts for 70% to 85% off and earn an extra \$1,500 to \$5,000 extra per month part time. Are you open to making some extra money and having fun? If so, get back with me ASAP. Things are moving fast!

#### **OR Text or email**

Name, I just found a travel club where I will save thousands of dollars every year and earn an additional \$1,500 to \$5,000 a month part time. Are you open to making some extra money and having fun? If so, get back with me ASAP. Things are moving fast!

#### **OR Text or email**

Name, I have joined a travel club and I am able to stay at 4- and 5-star resorts for 70% to 85% off. No one has better deals! This membership is better than my AAA, Uber Eats, Costco, & Apple Music memberships combined. Get back with me ASAP. Things are moving fast!

#### **OR Text or email**

Name, I just found a travel club where I will save thousands of dollars every year. The deals are amazing! You won't find these deals anywhere! My travel membership is better than my AAA, Uber Eats, Costco, & Apple Music memberships combined. Get back with me ASAP. Things are moving fast.

## **Step 2:**

If they respond positively to the text or email you send them, get them on the phone with one of your leaders before you speak with them. Ask your prospect (via text or email) when they will have 5-minutes to get on a quick call to get the details. Once you know the time, you & your leader will call them together. The leader should ask them a couple of questions, Example: Question 1, if you could save 70% to 85% when you travel, where are 2 places you will go? Question 2, what would you do with an extra \$1,500 to \$5,000 per month? The leader you are working with will check their temperature and move them to the next step. Let the leader know which script you sent, so they will know to keep it on the travel question only or travel plus money question!

### **Step 3:**

If it's still positive after Step 2, The leader will give them the 6-minute video, LeaderInTravel.com (travel only script) and/or the 10-minute money video TravelForWealth.com (if the product and money script were sent), depending on the script you sent them. Find out when your prospects will commit to reviewing the video(s) (16 minutes for both, or 6 minutes for travel video only) and send the video(s) at that time, not sooner.

### **Step 4:**

You and the leader will follow up right after they review the videos. Example: if they say they will watch the videos tonight at 8 pm; you and the leader will call them at 8 pm and make sure they are ready to review it and then send the videos to them. If something has come up and they can't watch the videos right then, reschedule and go through the same process again. This will happen a few times and will be frustrating, however, don't get discouraged. It's normal and part of the process, you are the Boss, and they must follow your rules. You are looking for people that are looking for you. Don't beg or give in to them. It's important that you maintain control. We must create value in the process and the system. We are not sending the videos for them to watch when they can, it doesn't work well. You must create the tone and stick to it. If they can't understand that...NEXT! There are 7 billion people out there to choose from.

### **Step 5:**

We will let them know we will follow up in about 20 minutes of them reviewing the videos if they are watching both videos. (10 minutes if it's only the 6-minute video) So, if they start at 8:05 pm, we will let them know we will call them back between 8:25 and 8:30 pm if they are watching both videos. If they are watching the product video only, you and the leader will call them back at 8:15 pm. (10 minutes later)

Your job is to be excited throughout the entire process. Say things like, *"This is amazing....This is the game changer I've been looking for....I've been praying for a financial blessing like this... I have never seen travel deals like this anywhere....I didn't think I would be able to travel this well, this is crazy good....I can't wait for you to see this...I'm so excited."* Things like this. You must have energy and excitement in your attitude and voice. Have a big smile on your face and love in your heart.

### **Step 6:**

You will get a YES, NO or lots of questions. The leader's job is to answer any questions and move them towards a YES over time. Never give up on people, you never know what's going on in their life. Timing may be off now and that's ok, but 4 months from now it could be great, a year later might be perfect, or it can take longer. This process can take a few minutes, weeks, or months. If you commit long term to Travorium and more importantly, to yourself, you will succeed. Becoming an Ambassador and earning a 6-figure income is worth it. The worst thing that will happen to you is, you will take amazing vacations every year, go to places people only dream about for pennies on the dollar. Become comfortable being uncomfortable in the beginning!

## **Step 7:**

When they say, "enroll me" or "I want to sign up", enroll them immediately. Introduce them to 2 to 4 upline support people to welcome them to the team within the next 72 hours and repeat the 7 step process with them.

Call your leader and let them know you have reviewed this info; you understand it and you're ready to copy and paste one of the scripts above. It only takes 5 minutes to copy and paste one of the texts and send to 10 to 15 people. So, in the next 5 days, you can prospect 50 to 75 people and it will only take about 25 minutes. In a month, you can reach over 200 prospects. If you email and have a database, it will only take seconds to send to hundreds.

Get excited, plug in, never quit, and take massive action! Plug into the Saturday training at 9 am PT/12 noon ET. Zoom meeting ID is 841-677-481 Also join the corporate update call every Monday at 6 pm PT/ 9 pm ET at the same Zoom ID number.

Enjoy some incredible vacations and design the life you want and deserve!! Master the 7 steps above. Also, watch the other trainings on [LearnThisTraining.com](http://LearnThisTraining.com). We will continue to add more trainings, so bookmark [LearnThisTraining.com](http://LearnThisTraining.com) and come back often.

If Maria and I can help, please let us know. Get together with your leaders ASAP and let the process begin. We look forward to working with you and helping you reach your dreams.

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