

Closing Questions

NEVER SAY:
What do you Think!

SAY:

That was great wasn't it, are you ready to get started!

Did you like the Travel, the Business, or both?

MAINTAIN EYE CONTACT

SMILE

BE SILENT

Welcome Aboard!

Overcoming Objections

FEEL/FELT/FOUND

“I know exactly how you feel, I felt that same way, what I found was...”

No Time

Find people that have a little more time than you and put a few left, a few right and leverage their efforts and time to create an extra income stream.

No Money

If someone doesn't have the money but they are serious, have them start with the \$99 dollar Rep option and then show their top 5 to 10 people and get their 6 personal sales and then take that money they make and upgrade to the products.

Pyramid (BBB, www.thetruthaboutworldventures.com)

Most people don't know what a pyramid is. I share with them that is when there is no product or service being sold and money is being exchanged. Our product is the DreamTrips and LTC package and we get paid when someone purchases one or both of those products.

Need to discuss this with my spouse/partner

They may miss out on placement within the team if they wait and talk with their partner. So bottom line is if they get started and then show their partner if they decide not to do it they have a 72-hour refund policy.