

WORLDVENTURES



PASSPORT TO SUCCESS ver 2.0

Fast Start Training Manual
(To be completed with your Sponsor and/or Upline!)

Welcome

Congratulations on taking the first step on an amazing journey of financial and personal growth. In making the optimal use of this workbook, please keep one important expression in mind: “The only way to eat an elephant is one bite at a time.” In other words, simply take each instruction, phase and stage as they come and don’t feel overwhelmed. Rest assured that you can absolutely master all of the material presented and that your sponsor and support team is always there to fill in blanks and soften sharp edges.

To ensure success:

- Work closely with your sponsor and/or your closest well-informed leader via the telephone and email throughout this process.
- Complete one task before moving on to the next whenever possible.
- Use the checklists to track your progress and keep you on course.
- Move at a pace that best suits your needs and goals.
- Absorb all of the information you can, keeping in mind that soon you will be mentoring others.
- Take notes whenever possible to put things into your own words...this will help greatly when you are sharing concepts with your teammates.
- Make a firm commitment to finishing this start-up phase of your business as efficiently and effectively as possible. This is the perfect opportunity to set the stage for how your business will operate and grow.

Below are inspirational words world-famous author and educator Robert Kiyosaki (*Rich Dad, Poor Dad*) had to say about network marketing:

“The system is open to anyone who has drive, determination and perseverance. The system does not really care what college you went to, if you went to one, how much money you make today, what race or sex you are, how good-looking you are, who your parents are, or how popular you are. Most network marketing companies care primarily about how much you are willing to learn, to change and grow, and whether you have the guts to stick it out through thick and thin while you learn to be a business owner.”

With that in mind, have fun building your organization and becoming your best in the most financially and personally rewarding business anywhere! It’s time to “Make a living...*Living!*”



Property of: _____ Username: _____

Password hint: _____

My Sponsor: _____ Phone: _____

Take time to find out who sponsored your sponsor and who sponsored them. The more leaders you know in your upline, the greater your support system as you build your new business.

Upline Leader: _____ Phone: _____

Upline Leader: _____ Phone: _____

Upline Leader: _____ Phone: _____

Upline Leader: _____ Phone: _____

Upline Leader: _____ Phone: _____

Upline Leader: _____ Phone: _____

Fast Start Checklist

(To be completed before Action Planning Session)

With each and every move you make forward, be sure to phone or email your sponsor/mentor to establish accountability for your progress and help smooth out any rough spots you may encounter. Remember, we were all beginners at some point.

1. Schedule Action Planning Session

No more than 48 hours after starting your business, set a time to conduct an Action Planning Session

Date/Time _____

2. Develop your prospect list

This is an often overlooked, yet critical step for your success, especially early on. If you were paid \$100 for every name you could think of, how many could you come up with? If you know their first name, or can picture their face, write down their name or whatever reminds you of them. DO NOT prejudge anyone. EVERYBODY can come up with at least 100 people, with some effort, 200, 300, or more. Use the memory jogger and included record sheets.

3. Prioritize list using the E.R.I.C system

Refer to page 7.

4. 3-Way Calling

Call your phone company, have 3-Way calling activated, and learn how to use it. Most cell phones already have this built in. This will be a crucial tool to effectively build a network marketing business.

5. Don't talk to anybody yet!

Complete Steps 1-5 within your first 48 hours.

Continue with Step 6 at your Action Planning Session on page 9.



2) Develop Your Prospect List

This is an often overlooked, yet critical step for your success, especially early on. It's a scientific fact that you know roughly 1000 people on a first name basis, but let's just start with a list of at least 100. Resist the temptation to prejudge them as "right for this" or not; almost everyone would like to save money on travel, make money, or both! If you were paid \$100 for every name you could think of, how many could you come up with? EVERYBODY can come up with at least 100 people, often 200, 300, or more. Use the memory jogger, specialized sorting system and record sheets that follow to create your master prospect list:

Memory Joggers

Parents	Model	Car	Equipment Rentals	Garden Center
Grandparents	Mover	Car Wash	Roofing	Golf Course
Brothers	Notary Public	Carpeting	Salt & Sand	Hardware Store
Sisters	Nurse	Carpet Cleaning	Sewing Machine	Health Club
Aunts	Nutritionist	Pets	Secretarial Services	Hospital
Uncles	Office Cleaner	Chimney Cleaning	Septic Tank Servicing	Hotel
Cousins	Ophthalmologist	Christmas Tree	Stereo System	Library
Brother-in-Laws	Optometrist	Clothing	Vacation Home	Museum
Sister-in-Laws	Orthodontist	Computer	Shoes	Night Club
	Painter	Condominium	Shoe Repair	Pharmacy
Who do you know	Pharmacist	Contact Lenses	Siding	Post Office
that is a(n)...	Photographer	Construction	Skis	Recycling Center
Accountant	Physical Therapist	Copier	Skin Care	Resort
Aerobics Instructor	Physician	Cosmetics	Snow Removal	Restaurant
Alterations – Clothing	Family	Dry Cleaning	Sporting Goods	School
Ambulance Driver	Dermatology	Exercise Equipment	Spring Water	High School
Answering Service	OB-GYN	Eye Glasses	Sprinkler System	College
Antique Dealer	Etc.	Fence	Storage	Continuing Ed.
Appraiser	Piano Instructor	Firewood	Storm Windows	Sightseeing Tours
Architect	Plumber	Flowers	Tailoring	State Government
Attorney	Police Officer	Formal Wear	Television	Super Market
Auctioneer	Psychologist	Fruit	Tires	Tanning Salon
Auditor	Psychotherapist	Furniture	Title	Tennis Court
Baby Sitter	Publisher	Gas	Tools	Theatre
Baker	Real Estate Agent	Horse	Towing	Thrift Shop
Banker	Recruiter	Hot Tub	Trailer	Volunteer Group
Bank Teller	Reporter	House	Travel	Warehouse
Barber	Retired Executive	Insurance	Tupperware	Work
Bartender	Sales Rep	Investments	Uniforms	Yacht Club
Beautician	Security Guard	Jewelry	Uniforms	
Bookkeeper	Taxi Driver	Lawn	Vacuum	Other people...
Bus Driver	Telemarketer	Limousine	Videos (VCR)	Bridge players
Business Owner	UPS Driver	Manicure	Vitamins	People from work
Butcher	Veterinarian	Medicine	Wallpaper	Past jobs
Carpenter		Mobile Phone	Waste Removal	People grew up with
Carpet Cleaner	Who sold you or	Mortgage	Water Filter	High School Friends
Caterer	services your...	Motorcycle	Wedding rings	College Friends
Chiropractor	Bicycle	Music	Weed Control	Play sports with
Consultant	Bed	Mutual Fund	Weight Control	Next-door neighbors
Dentist	Blinds	Newspaper	Windows	Health Club contacts
Dietician	Boat	Office Furniture		Elected office
Electrician	Boat Supplies	Office Supplies	Who do you know at or	Children's teachers
Engineer	Boat Repairs	Paper	from...	Bridesmaids
Engraver	Boat Storage	Payroll	Bingo	Military Friends
Exterminator	Boiler	Pet Supplies	Bed & Breakfast	Fraternity Friends
FedEx Driver	Books	Photography	Bowling	Sorority Friends
Financial Planner	Boots	Piano	Camp	Other networkers
Fire Chief	Bricks	Picture Framing	Child Care	Parents of kid's friends
Flight Attendant	Bridal Gown	Pizza	Church	Vacation friends
Funeral Director	Burglar Alarm	Pool	Chamber-of-Commerce	
Interior Decorator	Cabinets	Printing	Clinic	
Limo Driver	Cable TV	Quilting Materials	Clubs	
Lawyer	Camera	Records	Construction Site	
Mailman	Camper	Refrigerators	Federal Government	



Name/Number	E	R	I	C	Total
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2					
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3) Prioritize Your List Using The E.R.I.C. System

Name/Number	E	R	I	C	Total	
Joe (highest priority type)	3	2	3	1	9	Entrepreneurial (Drive, Spirit, Attitude)
Bob (average priority type)	2	2	2	1	7	Resources (Time & Money)
Sally (lower priority type)	1	1	2	0	4	Influence (Circle of Influence)
						City (Within 60 miles? 1 if yes, 0 if no)

Rate your contacts against yourself in the following manner: (1 = less than you, 2 = same as you, 3 = more than you). The higher the total, the better the prospect!

4) Get 3-Way Calling

Call your phone company, have 3-Way calling activated, and learn how to use it. Most cell phones already have this built in. This will be a crucial tool to effectively build a network marketing business.



Action Planning Session

(Continued from Step 5, Page 3)

- 6. Identify Support Team & Important Numbers**
If you have not already done so, fill in the top part of page 3 so you have access to the full support line available to help build your business
- 7. Review the Compensation Plan & Placement Strategy**
Gain a working knowledge of how we are paid and how to maximize the return on your efforts with proper placement strategy. The compensation plan is available online in your back office. Please review the placement strategy on Page 9.
- 8. Establish Goals & Core Commitments**
Refer to page 10. DON'T take this lightly.
- 9. Familiarize Yourself with the Events Calendar and Business Presentations**
This is a team sport, get plugged into events ASAP. Refer to page 12
- 10. Order Necessary Tools & Support Materials**
 - Order business cards – form available in WorldVentures back office
 - Get your *Paradise & Prosperity* copies, they're the perfect tool.
 - If you don't have a passport, it's time to get one! (<http://travel.state.gov>)
- 11. Identify Your Top 10 Prospects**
Place your Top 10 prospects below, make or fax a copy to your sponsor so he/she can help you work with them.

Top 10 List – Name/Number	Invited	Exposed	Follow Up	Enroll
1.				
2.				
3.				
4.				
5.				
6.				
7.				
8.				
9.				
10.				

- 12. Review the Duplication Cycle**
This is the system. It works. USE IT!
- 13. Action Time**
Ignorance on fire beats knowledge on ice. Take action! Start contacting your Top 10 with your sponsor.
- 14. Required Reading & Additional Information**
Your education continues on page 19. Get a list of suggested reading, learn more about our products, the levels of Travel education, some winning strategies, how to answer any objection, how to host a successful travel party, and more!



Strategic Placement Strategy



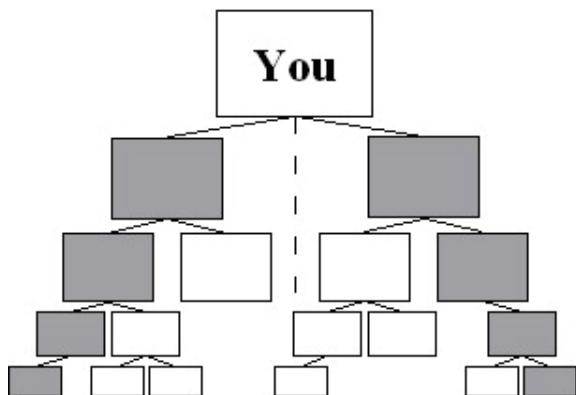
Proper placement strategy in this business is absolutely critical! By utilizing a universal placement strategy within your team, you will motivate the most people by maximizing spillover, which will multiply your ROE (Return On Efforts). Fortunately, it is quite simple to maximize placement strategy.

When placing someone new into your business, **always place them on the outside left or the outside right**. Next, you determine which side – the outside left or outside right. Typically you place them wherever they are needed for you to STAY BALANCED and get closer to your next cycle, but there are situations where this does not apply.

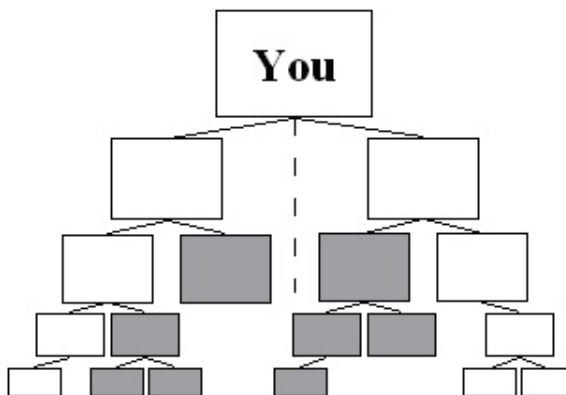
EXAMPLE: If you have 1 person on your left and 2 on your right, typically you would place your next new sale on the outside left, but what if you knew that your 1 person on the left was about to put 2 or more sales in? In that case you may want to place your 1 person on the outside right so that once the sales go in from your person on the left you would have at least 3 on each side for your next cycle.

There are two ways for someone to sign up – they can do it by themselves on your website, or you can take their information and sign them up in your back office. We strongly recommend having your prospects fill out a paper application and enter it into the system **yourself**. This controls variables, ensures your prospects get placed in the right spot, and eliminates the possibility of them signing up on the wrong website. When somebody does sign up themselves, they will get placed according to the rules you have set in your back office under “My Personal Info” – here you can set your “Placement Preference” to Left (outside left), Right (outside right), or Weak (outside of the weaker side).

Correct Placement of Personal Sales



Incorrect Placement of Personal Sales



8) Goals

It is important that you are crystal clear on why you are doing this business and the plans you have for your future. Some people will be against your involvement (we call them dream stealers) and there may be times when you are frustrated and feel like quitting. Now is the time to establish your “why” to help carry you through these challenging times. Consider all the reasons why you became a part of WorldVentures. Close your eyes and visualize your future. Do your plans include spending more time with your family? Do you dream of more free time? What would you do with that time? Are you looking for supplemental income—money to do extra things, help pay bills, put money aside for vacations, education, retirement, etc.? Or, will you eventually replace your current income with this new business? Your “why” is the motive you have for building your business. Setting goals based on your why will help you stay focused and committed. Statistics show that representatives approach an average of ten people for every one new agent they enroll. Successful agents have one thing in common—they have one “why” that is bigger than nine “no’s.”

COMPLETE THIS QUESTIONNAIRE AND SEND A COPY TO YOUR UPLINE

How do you define success, both personally and financially? (*Think about what is most important for you to achieve or have. What would you spend weeks, months, and years working to attain?*)

How would you like your life to change as a result of your new business?

In order to achieve your goals, it is critical that you take the time to clearly define them. The clearer your goals, the more they take hold in your subconscious, and the sooner your actions will follow suit. Most people drift through life on automatic pilot without any idea of what they truly want. If you don’t know where you are going, how are you ever going to get there?

THE S.M.A.R.T. GOAL SYSTEM

- “S” stands for Specific. For example – I will expose 2 people/day.
- “M” stands for Measurable. My goal should be measurable so that I will know if I reached it or not.
- “A” stands for Agreed upon. Share your goals with your sponsor or leader for ongoing support.
- “R” stands for Realistic. Make sure your goals are within your reach, but meaningful enough to stretch you.
- “T” stands for Timetable. Make sure your goal has a date by when it should be accomplished.

LEARN THE SMART GOAL SYSTEM

Think about what you want to achieve from your new business. Remember that an unwritten goal is only a wish. (*Describe your goals in clear, specific, vivid language*)



SET LONG-TERM GOALS

Having big goals in life is important, but you must fully commitment to the necessary activity to achieve these goals. You can build a successful business based on part-time effort, but you can't do it in your SPARE time. The difference between part-time and spare time is in planning and managing the time you devote. Decide how much time you will focus on your business, and make a **COMMITMENT** to take specific action every day.

In 6 months, I WILL be making \$_____ /mo. This affords me the ability to:

In 1 year, I WILL be making \$_____ /mo. This affords me the ability to:

In 5 years, I WILL be making \$_____ /mo. This affords me the ability to:

In order to achieve my goals I will commit to these Core Commitments

I will be here a year from now.
I will attend my local city-wide meetings.
I will edify my support team and the system.
I will be coachable.
I will expose 2 new people each DAY.

I will host or attend a weekly home meeting every week.
I will spend 30 minutes a day on personal development.
I will find an accountability partner to commit my goals to.
I will share my goals to my sponsor/mentor.
I will have fun, have fun and have fun!!!

Signature: _____ **Date:** _____



9) Events Calendar & Business Overview Presentations

The beauty of WorldVentures' program, is that we provide the systems and tools for you to plug into, so that you don't have to reinvent the wheel. It starts with this Passport to Success, but your next order of business is to register for the very next **Leadership Acceleration Workshop**. It's the backbone of our training. They're taking place twice a month, and they feature WorldVentures finest representatives as trainers. Shorten your learning curve, avoid common pitfalls, and Accelerate the growth of your business with these incredible weekend events. Check out the Events page in your back office to learn when the next one is. Ask any of the top performers in the company and they'll tell you, you've GOT to Accelerate.

In addition, there are public presentations taking place across the country. Click on Meeting Calendar, under the Events tab in your back office to see what's available. These events are submitted by the local leaders hosting/presenting them and are constantly being updated.

If there is not an event in your local area, start one. Home travel parties are the best to start and can be even more effective than hotel presentations. Inviting friends and neighbors over to your home and serving snacks, refreshments, and putting in a DVD or pointing a laptop to your WorldVentures.biz website is all you need. (See "How to have a successful home travel party" p. 30.)

On your .biz website, there's a simple tour that presents all the information to your prospects. It's as easy as clicking 1, 2, 3! This comprehensive overview of our business is expertly narrated to introduce and educate newcomers to the exceptional opportunities waiting for them at WorldVentures. If you wish to explain the presentation yourself, one frame at a time, simply go into your back office and under Marketing you will find the Business Presentation button. You can download this tool to your computer and it will provide the same information without any narration, at a controlled pace.

10) Order Necessary Tools & Support Materials

Order business cards, copies of the *Paradise & Prosperity* journal, the WorldVentures 14 minute movie, *The Answer* DVD, apparel, and more, right from your back office! In the top menu, click on Marketing, then choose Support Tools and select **Marketing Materials**.

And of course, if you haven't already, you need to get your copy of *DriveTime University*. This eight-CD set, along with two bonus discs, is a treasure trove of information and will make sure you get started on the path to success with WorldVentures. It's no substitute for the live experience at a Leadership Acceleration Workshop, but by keeping this series in your CD player, you'll be on the road to a better life. It's packed with some of the very best training our WorldVentures Trainers have to offer and our top income earners will tell you, it's a must-have.

Have an updated valid passport ready and waiting...we're happy to say you're going to need it!
(<http://travel.state.gov>)



12.) The Duplication Cycle



Financial Independence = Your ability to get a large number of people to repeat a few simple actions over a consistent period of time. Learn the disciplines and follow this proven 6-Step Cycle! Perfect it! It has worked for top earners, and it will work for you!

Invite

Who to Invite?

Warm Market: Identify your warm market by completing your list of prospects. They are individuals you have built a relationship with on one level or another.

Common Market: These are individuals from networking groups, alumni, church groups, business organizations, community groups, professional organizations, etc. These are individuals you may not know directly, but you have something in common with them. Use this commonality to build a relationship from which to grow.

Cold Market: Individuals found through street contacts, classified ads, direct mail, your web site, etc.

Referrals: Be sure you ask everyone you talk to for referrals. Remember, almost everyone loves to travel! This is one of the most effective ways to meet new people and share your business with them. It's a must!

How to Invite?

Product Approach: "I just got started in a new business! Have you heard of WorldVentures?" *If yes ask what they like about it and work into the next question which is...* "Maybe you could help me out... do you know anyone who travels a lot or loves to vacation?" *If yes, then say* "I found a way that people can travel at wholesale as opposed to retail. How do I contact them? *Although this sounds like just a way to get referrals, because everybody loves to travel it is more a way to perk peoples' interest and, if they want to find out more, we would point them to a tool* (DVD, website, magazine, conference call, video email on PSP, etc.).

Business Approach: "Hey _____, I've got something I want to run across you, I'm working with a...(startup/ground floor travel company)...we have a **proprietary** search technology that's changing the travel industry..." Wrap up with... "I don't have time to cover it all with you right now but..." point to tool (DVD, website, conference call, video email, etc.).

Random Person Approach: If you are looking for ideas on how to spark up a conversation with any random Joe on the street, try saying hello and asking a couple people this question: "I'm curious, you wouldn't know anybody that just loves to take exotic vacations do you?" Or an alternate version: "I'm curious, you wouldn't know anybody that would love a below wholesale vacation to fill in an upcoming DreamTrip location here would you?" Ask either of those questions to two 2 people a day and your business will go bananas.



Contacting Referrals: *"Hey _____, I was just talking to _____ the other day and he/she said you were the most [use description of this person that you got from referring party] person they know, is that the case? What I was calling for was to find a time where it would be mutually convenient for the two of us to share a few minutes for a very high level overview about a company I'm working with called WorldVentures and the proprietary technology we're bringing to the marketplace. After that point you will know if it's something you want to get the details on. What's really best for you daytime or nighttime? Keep asking either/or questions until you get to a specific appointment. If they say how about right now, perfect! Three-way into the 5 minute sizzle call. Follow this call with the 15 minute call.*

Inviting to a Home Travel Party: Ideally, your call will be preceded by a formal invitation via postcard, email, or Evite (www.evite.com) invitation. This way when you call you can ask if they got the invitation and have a reference point to work from. The approach is not something you can really script out, if it were you would sound out of character to people you know. The key is to just know what you are on the phone to accomplish. Start off with what's happening/ how's it going/what have you been up to type of small talk – BUT BE BRIEF WITH IT! You should have a huge list of people to invite so you don't have time to spend 15 minutes or even 5 minutes catching up with each one – that is what the party is for! Say hello and then ask them if they got your invitation. Whether they say yes or they say no it really does not matter, with as much enthusiasm and excitement as you can muster you let them know you are having a travel party to kick off your new travel business. If the description were to be scripted something like the following would work... *"It's going to be fun - we're going to share vacation ideas and ways to take 5 star vacations at 2 star prices... the kind of prices you wouldn't think could be possible. Can I count on you to be there? Great hey it is going to be a party you wouldn't mind helping out a bit by bringing _____ (bag of ice, six pack of soda, chips, dip... whatever).*

Tips for Inviting

To be successful at inviting does not mean that you conduct a business presentation on the phone. Two important elements that should come across in your message are genuine enthusiasm and personal conviction. In the beginning, it's easy to feel like no one will want to hear what you have to say because you are not yet successful. **This is not the best approach!** You are not the message—you are the messenger of what has already been accomplished and where it is going in the future. When inviting, remember:

You are not the opportunity - Invite your prospect to view/hear one of the tools that present the opportunity. If you brow beat somebody into signing up they surely won't want to do the same in turn.

Inviting is a daily scheduled event - It is not done in your spare time or when you get around to it. Treat it like a business.

Your business is talking to people - Every time you think, "I can't talk to that person," substitute the word "can't" with "must"... "I must talk to that person!"

Your message needs to be consistent - The quality will continually improve. Don't fall prey to the idea-of-the-week-syndrome. If you keep jumping around changing approaches and strategies you won't give any one of them time to prove their worth. Study ideas and strategies that are established. Consistently do what successful people do and you will get similar results.

Inviting is not presenting - The single purpose of the "Invite" is to find people who are willing to invest a little time in exploring an opportunity with WorldVentures. Think of this first phone call to your prospect as "sifting for interest." You just want to get them in front of the information. Then, let them decide which part of the information interests them most. For some it will be the business, for others it will be the travel perks and some may not be interested in either, and that's okay.

Never give information without getting it! If you are giving somebody a DVD, directing them to a conference call or website, always get their information so you can drip market to them via email and/or



phone. A tip if you are a little hesitant to ask for contact info, always ask for email first – VERY few people will say no to this and once they have already given some information, it is much easier to follow that up with “jot down your cell phone for me too.”

Four C’s of Inviting

1. Compliment

Find something that you can genuinely compliment your prospect on.

2. Curiosity

Your sole purpose is to get the prospect to commit to listening to the sizzle call, view your website or watch the DVD. In order to assure the prospect’s participation, you need to keep the curiosity level very high. You accomplish this in two ways: First, you arouse the curiosity with tidbits of information; second, you raise your own level of excitement and talk with confidence and a smile.

3. Control

Control yourself! The first question you will most likely get is, “What is it?” What they are really saying is, “Please give me a little bit more information from which I can draw a judgment about what this is, so I can tell you I don’t need to do it.” Or, “I’m busy. Tell me just a little so I have a reason to reject this so I don’t have to put one more thing in my busy life.” Keep the prospect’s curiosity as high as possible, because the higher you keep it, the greater your chances are of having them remain motivated enough to check it out. The mistake here is to say too much – to fire hose them with information.

4. Commit, Commit, Commit!

If you don’t really commit them, you will be disappointed when only a few people actually do what they said they would do. The stronger you are at getting a commitment, the greater your ratio of success will be. The bottom line of all inviting is to get a commitment to take a look at the business. One reason that DVD’s are so effective is the commitment that you can easily build into them upon handout. Before handing the DVD to a prospect you should be referring to it as if it were gold plated and within it lie a treasure map. Then before actually handing the DVD over be sure also to let them know that you have a very limited supply and you can’t keep them in stock so you will need to get it back within 48 hours.

Expose

Let the TOOLS do the talking! But...! Tools are like words; the power is not so much which tools you use – more importantly how the tool is presented. You could drop business cards all over the sidewalk of a busy street and waste a lot of time and money or you could drop a couple magazines off with people who have given a firm commitment to view them. Getting a firm commitment from people is not hard when they see the commitment and conviction come through in your voice and expressions.

- 1: Website: <http://username.worldventures.biz>
- 2: Live Conference Calls: Ask your upline if your team has any regular calls
3. *Paradise & Prosperity* journals – attractive, professional, credible.
4. Home Travel Party: Host your own Travel Party and invite everyone you know! Get with your upline for more details.
5. Hotel Meetings: Contact your sponsor for details on a Hotel Meeting near you.
6. Video Email (for subscribers to the WorldVentures Premium Service Program).

Follow Up

It’s been said that the fortune is in the follow up. More specifically, the fortune is in PROPER follow up. Research shows that 75% of every sale comes after four impressions. Constantly drip on your prospects from different angles, with new information, 3-way into a new partner or somebody with a powerful travel testimony...the possibilities are endless. Remember that as long as somebody has seen the information, they probably **don’t need another round of facts and figures**. It is more likely that they **do need a little**



social proof – which is why **Meetings, Conference Calls and 3-Way Calls are powerful at this stage of the game.** The reason meetings are such a powerful tool is that there is no better way to get both the information across as well as the belief and social proof that comes from a room full of people.

Enroll

1. Fill out application if local, or get all necessary info if long distance.
2. Log into your back office and sign up the new agent yourself. To eliminate problematic variables, we do not recommend having prospects sign themselves up on the website.
3. 3-way into an upline leader and introduce your new partner.
4. Schedule Fast Start Training.

Teach

Your new member will sponsor the way they were sponsored. So, do it right. The first 30 days are a crucial time for a new distributor so keep in very close contact. The time you spend here is invaluable business and relationship-building time.

- Schedule a strategic planning session within 48 hours.
- Use this manual to help them set their goals, make lists and create a blueprint for their organization.
- Get a copy of their goals. Remind them of why they are doing the business and the payoff. Mail, fax, or email their goals to them periodically as a physical reminder.
- Get a copy of their Top 10 Prospect List so that you can work with them to contact and sponsor as many as possible as fast as possible.
- **The first 2 weeks are critical.** If they don't see some kind of success in the form of at least a signup, there is a much greater chance of dropout. On the flipside, if they DO see some kind of success in the first 2 weeks, you are likely to have a committed long term partner.
- Teach by DOING, not by TELLING. Your new partner will learn the business by watching your actions. It's called **Tell, Show, Try, Do.** It applies to everything from inviting, to three-way calling. First you Tell them how to do it, then you Show them how to do it, then they Try to do it themselves. You help by evaluating and correcting, and then they're ready to Do it on their own.
- Work one-on-one with your new partner until they have successfully signed up 2 or 3 new representatives and you feel they have a good grasp of the business.
- Keep it simple and duplicable. Remember, everything you do creates a template which your new partner will use for their business. Your good habits and your bad habits will carry on in your organization.

Teach to Teach

Duplication will come to a screeching halt if this final step of the Duplication Cycle is not taught. Have them use this manual to simplify teaching and to keep all training information consistent.

Remember the following: "If you DO this business, you'll make some money; if you TEACH this business, you'll make good money; but if you TEACH others to TEACH this business, you'll make a fortune!"

A Lesson in Duplication

This business grows much faster and much bigger when you are not doing it alone. The whole point is to get other people to do what you did...make sales. Focus on getting everyone you have sold to get at least two people to a weekly meeting. Spend your time and energy over the next week getting everyone to start their A and B teams. We have several people who have signed up 10-20 people, but their teams are not



growing. The reason is that the only person making sales is THEM. This concept goes against the benefits of Network Marketing. If you sell 10 and all of them sell at least 5 people that is 50, and if 3 of those sell at least 10 that is at least 30 more, which means your team is now at least 75 people. However, if you sell 25 people yourself and nobody on your team makes any personal sales you will have more personals than most people, but your team will only have 25 people in it, which is 1/3 the size of what it could be if people were duplicating what you did.

How can you make your team duplicate?

1. Stay focused on them! Making a sale is only part of your objective. That is only your first step, not your goal. The objective is to get everyone you sell to start their own A and B teams which will earn them their first WorldVentures paycheck and get them even more excited.

You can't just sell people and forget about them, or eventually they will quit or stop coming to meetings.

2. Help your people get their people. Your people NEED YOU, and can't do it alone. Help them call their friends, help them get their friends to meetings, help them get their friends and family on conference calls, go to dinner with their friends and family, visit them at work and talk to their co-workers with them. All you have to do is get them excited enough to come to a meeting, and we will do the rest.

3. You need the meetings!! And the meetings need you!!!

We know people have commitments and completely understand the importance of time and family. However, if to succeed in this business you must make a commitment to your team and to yourself. If you do not go to meetings, others will think they do not need to go. If one week the leader doesn't go, and other team members do, they'll see the leader didn't go, so they might not go next time. This creates a negative snowball effect.

Simply put, the people who attend the most meetings are the best informed and most committed. When you are doing well the meetings NEED you in order to be successful. Testimonies are the most important part of the meeting, so leaders who are doing well ARE NEEDED FOR EFFECTIVE MEETINGS. They can share testimonies, answer questions afterwards, and help greet new people and make them feel more comfortable.

When you are not doing well, or your team is not growing, YOU NEED THE MEETINGS more than anyone. You never know why things are clicking or when they will start to click for you. So, you need to keep learning, and stay excited about this amazing opportunity.

MISSION: If you have to pick their people up for them, make sure everyone you have sponsored gets two people to the meetings this week. Remember, it is all about duplication if you want your team to grow faster.





1. Learn Everything You Can

Learn about your company, industry, and personal growth. Ask questions of top earners. Learn other's success stories. Read books to improve your knowledge and skills

2. Form A Working Relationship with Your Sponsor

Call your sponsor for help, suggestions and 3-ways. BE BOLD! Get in contact with your sponsor's sponsor just to give them a heads up to be watching their genealogy for your name because you are going to the top! See what that does for your commitment level! Those that are hungry for success aren't an imposition to successful people. Remember this bit of advice: When you're UP call DOWN and when you're DOWN call UP.

3. Welcome New Members

Once you have sponsored someone, immediately 3-way them into several upline leaders. This introduction will make it easier for your new partner to call them for assistance and 3-ways.

4. Duplication = Success

Give a copy of this manual to each member in your organization and encourage them to follow the ideas in it. Duplication is the biggest factor to Networking success!

5. Never Quit

Don't expect to build a large income in a couple of months. With consistent work habits, follow up, and patience, you can expect to work six months to a year to build a solid foundation. It has taken your whole life to get you where you are, another year properly executed with the game plan in this manual could set you up for life!

The Core Commitments



I will have fun with the business.

I will expose 2 new people each DAY.

I will attend my local city-wide meeting.

I will host or attend a weekly home meeting every week.

I will find an accountability partner to commit my goals with.

I will share these goals with my sponsor & accountability partner.

I will spend 30 minutes a day on personal development.

I will edify my support team and the system.

I will be here a year from now.

I will be coachable.

14) Required Reading & Additional Information

Fully familiarize yourself with your WorldVentures.biz Marketing Website and Back Office. Read the FAQ section, participate in the conference calls, and check out the trips on your new DreamTrips Website. Study the comp plan to gain a working knowledge of how we are paid and how to maximize the return on your efforts.

This is your training so take it seriously. Right now you may possess only a basic understanding of the industry. We will help you get beyond the basics and establish a foundation and frame of reference to build upon as a professional seller of travel.

Being in the travel business is like any other service industry — the more you put into it, the more you get out of it. If you'll take the time to invest in yourself, deepen your level of understanding, and increase the intellectual property you possess, you will experience exciting rewards.

There are so many wonderful books on business, network marketing and personal development. Just to get you started, we offer these selections as **Suggested Reading**:

Think And Grow Rich – Napoleon Hill

Rich Dad, Poor Dad – Robert Kiyosaki

The Secret – Rhonda Byrne

The Business School for People Who Like Helping People – Robert Kiyosaki

How To Win Friends And Influence People – Dale Carnegie

The World is Flat – Thomas Friedman

The New Professionals – Dr. Charles King

Wave 3 and Wave 4 – Richard Poe

Your First Year In Network Marketing – Mark Yarnell

Big Al Tells All – Tom "Big Al" Schreiter

Product Description Basics

Below are concise descriptions of the three products currently offered by WorldVentures to its members:

DREAMTRIPS™ MEMBERSHIP

\$199.95 / \$24.99 mo.

- DreamTrips at Dream Prices
- Easily save \$199 in two trips or less
- Membership includes spouse/significant other/guest, and children!
- VIP treatment from suppliers

LTC (LEISURE TRAVEL CONSULTANT)

\$199.99 / \$24.99 mo.

- Host Agency Services
- Custom Rovia Retail Vacation Website
- Concierge Service
- Ability to earn commissions travel booked on your site

- Vacation Rentals from your website
- Online Sales and Support desk
- Eligible for Booking Travel Agent Program

BTA (BOOKING TRAVEL AGENT)

\$299 / \$29.95 mo.

- Access to Online reservation systems
- Training and certification on destinations, activities, and suppliers
- Opportunity to qualify for system-generated leads
- Agent support desk
- Access to specialized Travel Industry training



How to Contact Us

At WorldVentures, we believe in empowering you to solve any of the issues that you or your team might face. To do so, we're committed to providing simple, easy to use tools in your back office. However, whenever questions arise, there are several ways to reach us.

For less pressing issues, simply submit a **Support Request Ticket** in your back office. That will allow you to check the status of your issue as it is handled by the Client Services Team. If we cannot resolve your issue we will call you directly and work through the question over the phone.

You can always reach us by **Phone** during normal business hours Monday-Saturday, at **(972) 805-5100**. If you cannot find the answers you need. We have also provided you with an online **Frequently Asked Questions (FAQs)** database that can answer many of your questions quickly on a 24-hour basis.

Winning Strategies

EXPOSE, EXPOSE, EXPOSE!!

Getting sales is a numbers game. It is impossible to sell everyone. The more people you expose the more sales you will make. Start with your warm market list first and use the following tools to make the sale.

Here are two of the most effective approaches to open a conversation:

- a. How many people do you know who have ever rented a hotel room, a car or went on vacation? Do you think they would rather pay wholesale or retail? What if we could make money showing people how to do that? How much money do you think we could make? Great, do you have fourteen minutes? [direct them to your WorldVentures.biz website]
- b. Hey _____, could you do me a favor? [Wait for answer] Great, I am working with a new travel startup company with a brand new technology. I really respect your opinion and I'm wondering if you would take a look at it and give me your feedback. Great, do you have fourteen minutes? [direct them to your WorldVentures.biz website]

Making a sale will take more than one exposure. Use the following series of exposures to get someone engaged and working with WorldVentures. Don't leave too much time between exposures or your prospect may go cold. Shoot for at least 3-4 exposures within a 48-72 hour time period.

1. Get them a copy of the *Paradise & Prosperity* journal or have them watch the movie on button #1 on your WorldVentures.biz website.
2. Have them watch the complete presentation, button #2, on your .biz website, or the WorldVentures movie DVD.
3. Get them to a Live conference call and/or live presentation overview in local area.
4. Q & A call with your upline sponsor (check upline)
5. 3-way phone call – use 3-way calls as often as you like and insert between any steps in the process **after** step one. Introduce your prospect or team to someone that is having success with WorldVentures. Once you make the introduction, don't talk, just let the expert lead the call.

The system will do the work for you...NEVER explain the business by yourself. Remember, tools are like words in that the power comes not so much from which you use, inasmuch as how you use them. You could drop DVDs and business cards all over a busy sidewalk wasting a lot of time and money, or you can give a few DVDs to people who have given a firm commitment to view them. Getting a firm commitment from people is not hard once they see and hear your excitement and conviction.



Making a sale is only the beginning. Your second objective is to help people do exactly what you do. So have copies of this manual and order forms ready to give them as soon as they sign up, and make sure they know how to use all of the tools described for you here. The fortune is in the follow-up!

Introduce your new business and website to your friends and family through emails, conversation, and presentations. This is very important, as you will want to contact them before someone else does!!! Continue to add names to your contact list daily.

ROLLER COASTER SYNDROME: There will be peaks and valleys of emotion in this business. You will be euphoric and excited after a presentation, workshop or DVD, and try to convey that feeling to someone who might not react the same way, or even see the value of WorldVentures. Or the person that you thought would totally explode your team does nothing after signing on. There will be many moments like this throughout your building process. The secret is **mind set**. You have to stay positive and excited. Your attitude will always show and directly affect your ability to recruit. Remember your goals. Not everyone will see it right away. The stud could be a dud. But you need the attitude of **“Some will, some won’t, so what...next.”**

Fifteen Concepts That Must Be Internalized in Order to Become Very Successful!

1. You must make and keep a schedule. Every business must be OPEN in order to make a profit. It doesn’t matter whether you are in Network Marketing or own a McDonalds, if you don’t turn on the lights and open the doors to let folks know you’re doing business, no one will show up and you will fail. Set your business hours and live by them every day. Make it a habit!

2. Sponsor up, but don’t neglect anybody. Rank yourself on a scale of 1-10, then go talk to everyone who ranks higher than you. They will grow your business faster and create more success for you. If they say “NO” now, they’ll come in later when they see you succeed, and can measure the additional opportunities your company provides!

3. Find people that want it for themselves. *“The day you stop looking for acceptance and start looking for business partners is the day your business will take off.”* This is a very key element for success. So many of us think of all the people we know who need this business. Stop and ask yourself why do they need it? Look for the people who want it for themselves!

4. Don’t try to motivate those who cannot be motivated. We can supply tools, the system, and the training, but we cannot supply motivation. The person happy to be sitting in the rain does not need an umbrella. The person without shoes does not need a shine. Find the people who are motivated to achieve more and provide more for themselves their families and their communities.

5. Keep it simple Try teaching someone the Gettysburg Address and then have him or her teach someone else who will then teach someone else. How long before it is unrecognizable? Not long! Teach them our simple system and that they can replicate.

6. Make money not excuses. You can only do one or the other. Make your choice!

7. Establish why you are doing this business. Keep the focus on your why and don’t let the bumps in the road stop you. Establish in detail why each of your partners is doing the business. A bump in the road looms large if you get down on your knees and stare at it. Stand-up and focus on your destination and the bump will disappear. The tightrope walker never looks where his feet are; he always focuses on his destination.



8. You must develop leaders or your business will turn upside down. How do you find and develop leaders? Look for those who are working! Focus on developing them as leaders and you will achieve every goal more quickly because you will have more people succeeding!

9. Your success depends on the success of your organization. Focus on supporting others on your TEAM. Teach them to do the same and you will create an organization of successful people! Zig Ziglar said, "Help enough other people get what they want and you will get what you want."

10. Put great people in immediately. Don't wait for the right time. Excitement and early success builds this business better than anything. Bring them in immediately and create an atmosphere of success. They will serve as role models and everyone will want to be part of your organization.

11. Get under people, not on top of them. Support, educate and help. Build people up. Show them their best side and share it with others. Be strong and help them conquer their fears and weakness.

12. Be proud of what you are doing. Question, "What do you do?" Answer: I'm a Professional Networker; it works really well for me... I am part of a great **Team!** Sure there are people who fail at this, but **they did not have our system!** There are people who failed High School. Should every kid skip high school? The opportunities are endless in this business of helping people take charge of their lives. We are network marketers!

13. Don't mother people. Lead by example. You can't say the wrong thing to the right people, or the right thing to the wrong people. Train leaders and let them work. "Wealth hides itself from those who must do everything themselves and exposes itself to those who have the patients to coach others." People learn by trying. People who aren't trying don't need help.

To be great you have to be good first.

To be good you have to be bad first.

To be bad, you have to try.

Work with the people who are trying and taking action. Demonstrate it in your daily activities as you build your business.

14. Build teams, not individuals. Find a system and use it consistently with your whole team. Work in teams. Get an accountability partner who you communicate with daily on your goals, then at the end of the day, let them know what you have accomplished. Hold them accountable, too.

15. Develop an Attitude of Action. Stop waiting for something to happen. Everyday you spend doing something that does not move you in the direction you want to go is a day wasted. Business and life are not spectator sports. Get in the game...you cannot win if you don't. **Take Action!**

How to Torch Any Objection in 30 Seconds

Memorize this statement. "That is the exact reason you need to take a look at this."

By far, the most effective invitation to take a look at our business is:

"All I am asking you do is to take a look at what I am working on. It won't offend me if you elect not to become my business partner, because I realize it is not for everyone, but it will offend me if you don't take a look."

Asking positive questions brings positive results! You must listen to your prospect if you are going to address their needs! People like to belong and they need to be wanted! If you are sincere in your desire to help them, they will be more likely to join! Remember to center on: We! Us! You! Together! What you want



is a TEAM member and a partner. You are not selling: you are guiding people as they strive to improve their own lives, through their own desires and achievements.

To create value for the people, ask:

Do you currently have financial freedom?

Would you like to create financial freedom?

If what I have to share with you could only create financial freedom, and more free time, would it be worth checking out?

You're not really selling, you're *sharing and sorting*; you're looking for open-minded people who want to make a change in their lives.

You want to neutralize the objection, rather than handling the objection.

In neutralizing objections, learn an automatic response.

Saturate the objection with your own positive response.

It is a known fact that people will do more out of a fear of loss than they will out of a desire of a gain.

The majority of objections are psychological smoke screens. Often times a smoke screen is thrown up because a person thinks they are not interested in what you have to offer, or because they have been approached unprofessionally or arrogantly before, or they have preconceived ideas of what you are trying to share with them.

Three Step Process: Validate, neutralize and move forward.

Always validate their objection.

"I really appreciate you sharing that with me."

"This may or may not be for you. Whether it is for you or not I don't know, but do me a favor and at least check it out so you will have a better understanding about something that just might change your financial situation."

"What would it mean to you and your family if this were a business that you and I, working together, were able to create a monthly recurring income stream (MRI), that would pay all of your monthly bills, (mortgage, car payment, food, clothing and entertainment) without you having to trade time for money working for someone else, building their dreams?"

There are basically 8 main objections:

1. "I don't have the time."

"That is the exact reason you need to take a look at this." If you don't have enough time now, then is it possible that what you are doing to make a living is controlling your time rather than you controlling your own time? I can help you create more free time by using the leverage principle that is available with this business.

Would you like to be able to spend more time with your family? How about doing the things **you** choose, rather than working your life away, trading time for money and building someone else's dream?

What I am talking about can enable you to spend much more quality time with your family. It can offer you the ability to create a future for your family that currently doesn't exist, and give you options for your life that don't currently exist.



2. “Oh, I wouldn’t be interested in something like that.”

I really appreciate you sharing that with me, because let me be honest, if I didn’t have the information that I know; I probably wouldn’t be interested either.

I know how you feel, I felt the same way myself, what I decided to do was at least give it the benefit of the doubt because I did not want to walk away from something that could potentially be worth a fortune. And it is. What if this could be worth a fortune to you and because you wouldn’t even give it an honest look, you missed an opportunity of a lifetime. What would that cost you and your family? It is important to me, for you, to just take a look.

3. “I don’t have the money”

“That is the exact reason you need to take a look at this.” “What would it be worth to you and your family if you never had to say those words again?”

I appreciate you sharing that with me, but let me ask how long have you been in the work force? And you are telling me you don’t have the money to spend a few hundred dollars that could change your life. May I make an observation here? What you are doing to build financial security is not working.

I don’t want to get too personal, but how do you feel about that? Would you like to be in a position to never have to say you don’t have \$350.00? That is the exact reason you need to take a look at this, because I can help you get in a situation that you never have to say those words again.

Let me tell you this company has changed my life.

If you don’t have the money today, isn’t time to do something about that? I can help you change that by helping you create cash flow that you don’t currently have that can put you in a financial position that you are not currently in. Wouldn’t it be wise to take a look? It might cost you much more not to look.

All legitimate business cost money. It doesn’t cost anything to check it out and the start up is basically a deposit that is easily earned, with a minimum of effort. There is a lot of money on the table.

4. “I don’t know anyone that has succeeded with one of those (those things just don’t work, etc.)”

Find out their occupation then ask them, “Is there a right way and a wrong way to (sell real estate, write up a contract, fix a cavity in a tooth, etc)...well, there is a right way to do network marketing and a wrong way. I am here to help you do it the right way and be successful like the thousands of other successful people in this industry.

5. “I’m not into sales.” or “I can’t sell anything.”

Great! We’re not looking for sales people. Do you like to help people and share new ideas with people? That is all we do. We help and share. That is the exact reason you need to take a look at what we do because it will radically change your model of what you can do in your life. What if I showed you how to communicate in a style that helped you earn money? Would that be okay?

6. “Is this one of those pyramid things?”

No. Pyramids are illegal. I wouldn’t get involved in anything illegal and I wouldn’t ask you to either.

We are not a pyramid. We are simply a non-traditional business that provides the common man or woman with an uncommon opportunity and value.



Tell them that you prefer to refer to it as a “leveraged income matrix”, because unlike other pyramid shaped organizations (government, church, military, and corporate America!) a new person getting involved can exceed everyone above him. At a traditional job, you’ll usually never make more than your boss.

7. “I need to talk it over with my spouse.”

That’s great. Let’s all get together. Two sets of eyes are better than one.

And you should. He/she should be in on any decision that can change your life like this can. Can we get together with them now?

8. “I don’t have any experience.”

That is the best part. You don’t need any, and they have free ongoing training.

Hey, I didn’t have any either. Anyone can do this business.

If you are new in the business and are asked how much you are making, answer with one of the following responses:

I’m just getting started, but I feel it has great potential. Would you look at it and tell me what you think?

Oh, you wouldn’t make what I do! You might make ten times more, or you might make nothing. One thing I **will** share is that you will get paid what you’re worth, unlike most jobs out there.

I never say. It either intimidates people, or it limits them on what they think they can do.

How to Have a Successful Travel Party!

First let’s get to know and understand the concept. Although many people use Travel Parties to build their business, this lesson is about how to use Travel Parties to kick off your business in a really big way!

Do it up big! You will be having a Pre-launch Party, with a few special chosen friends, and then one major Launch Party/Grand Opening. Make it a one time event at your home...serve food and make it fun. Follow the strategy that has worked so well for us. Remember to emphasize the Party part! People love to bring things, so you provide the main dish, and ask them to bring things to go with it. That makes them feel a part of your Grand Opening!

Let them know there will be a social meet and greet time, and then a brief presentation of our new Online Travel Business. Tell them that you have invited a special guest, and he/she will be there to visit and answer questions. There is no obligation, except to come help you celebrate the kick off of your Travel Business.

Invite several folks from your upline, regardless of their experience. They can be great help, when it’s time to pass out applications. Make sure you have a supply of applications; presentation DVDs, color copies of DreamTrip examples, and the equipment necessary to show the presentation (don’t go buy equipment, just borrow it for this one-time event!)

Many people are having huge success with a Chain of Parties, coming from just one done right! One of the biggest things we have discovered is to have a rep only have one Pre-Launch Party, and then one major Launch Party/Grand Opening Travel Party, and really blow it out. You may want to use the Evite System, www.evite.com so everyone can see who is coming. This will display for all to see. Everyone wants to come to a big, fun party! Our goal is to pick three or so from that party, and ask them to host the next party to get their business started.



We recommend you mingle a while, make sure everyone gets to know each other and feels comfortable. Next, have someone say a few words of introduction, before showing either the 14 minute Presentation DVD, or the Narrated Presentation. That way it is duplicable (remember, this is a system).

When the Video is over, have an upline person do a little close, and ask your guests to join. Pass out apps and help people get started on the spot! Paper apps are great, as there is no delay waiting on a computer, and the sponsor can enter the apps in the system after the party.

If you have a really dynamic presenter, you may use that person instead of the video. But only if it is a large party of at least 20 people. For smaller groups, the video is definitely better. The host should follow the video with a brief closing talk, and a Q & A session.

Save the completely live presentations for the weekly meetings!

Travel Parties can increase geometrically, just like our business. The Host should at least get their first two customers at the Pre-Launch Party, and then become Qualified at the Launch Party/Grand Opening. If for some reason they do not, they will during the parties that come from the first one.

A person can literally do this business for just one week and become permanently qualified with an ever increasing income. A couple of weeks, is all it takes to get the income flowing!

Here is the plan. If you follow this system, you'll be on the road to success:

Day one: Join WorldVentures.

Between day's three and five you host a Pre-Launch party at your home.

At this party you invite at least 10 to 15 people. This guest list consists of your closest friends and family members...people that not only trust you, but that you would most like to share success and travel with. Let these folks know that this is a one time chance to be at the top of something really big.

At this point you may not know much about the business. However, you are excited. Do not try to explain the business. Simply invite guests to help you celebrate your new Travel Business, and see the opportunity to become part of the world's largest, fastest growing and most exciting industry.

If you have six to eight people at this party you should signup at least two. It is very important to let the people in attendance know that this is your Pre-Launch Party to be followed by a BIG Launch/Grand Opening Party with everyone you know invited.

Let them know this is their chance to see it first, and find out if they want to be part of it before you take it to the whole group. They are the chosen ones. Create the sense of URGENCY. Often people will act more quickly out of fear of loss, than they will out of chance of gain.

Next, you announce the date, time and place of your Travel Business Launch/Grand Opening Party. It is also time for your brand new reps (the ones that joined at the Pre-launch Party) to set a date for their own Pre-Launch Party. They each should have their initial Pre-Launch Travel Parties within three to five days. You must offer to help!

Set the date to host your Launch Party within ten days of your Pre-launch party. For this event, you will invite as many as possible. However, you will also get your new organization to assist you.

Have your new team with you at your Launch/Grand Opening to help you with closing. This will also help them in planning their own Grand Launch. They will have a good understanding of the program, which will



help them have a successful Launch/Grand Opening of their own, as well as pass the success on to their new teams.

Duplication is the key. If you do this, but do not teach, help and assist others doing the same, then momentum will never materialize. However, if you see the power of hosting only TWO parties, then powerful momentum and duplication can both be yours!

Imagine what could happen:

Potential Progression

- Day One:** Join WorldVentures
- Day Three:** Pre-launch party with 4 to 6 guests. 2 join.
- Day Six:** Your two new Reps host a pre-launch party. Both invited ten to fifteen. Two join. That's four new members for you and them! You are now Qualified and your monthly fees are waived!
- Day Nine:** The four that made you Qualified are now each hosting their pre-launch parties. Each inviting ten to fifteen. Each getting 2. You now have an additional eight members on your Team!
- Day Ten:** You now have a team of fourteen members and your Launch/Grand Opening Party is tomorrow. Have as many guests as possible. Your organization needs to be there to help you become a success, as well as learn the system.
- Day Eleven:** Launch Party! By this time, you and you first six team members should present. The grand total of guests is up to you. This is a numbers game, so invite all you can handle! Let's be conservative and say four sign up. You now have four people hosting pre-launch parties within three days.
- Day Fourteen:** Four pre-launch parties with eight new members totaling twenty-six people! But, the number could be much larger once you understand the power of duplication.

Of course, the world is not perfect. But, many folks have proven that by following this simple recipe for success you can develop a large team very quickly. People that play together, stay together, so have some fun, and kick off you business, in a BIG WAY!

Finally, remember this simple yet crucial fact: This can only happen for you if you make it happen. Stay plugged in. Within just a few short weeks you will become the person your organization is calling on.

Do's

- Always get started within 15 minutes of the stated arrival time.
- Be prepared to introduce the expert.
- Use your tools (DVDs, business overview presentations, websites, etc.).
- Have snacks available like chips, beverages, and/or cookies in a separate room.
- Always have upbeat music playing – it makes environment more enjoyable and less intimidating
- Invite 3 times as many people as the amount you desire to show up.
- Have HOST confirm the guests that will be attending.
- You may ask guests to bring a bag of ice or chips.
- Have your sponsor personally attend or conference in via phone.



Don'ts

- DON'T rearrange your furniture... Keep it the way it is when friends come by. That way, if only a FEW people show up, it doesn't look like you were expecting a whole room full!
- Don't offer any alcoholic drinks.
- Don't interject your thoughts during the presentation. Allow the presenter to answer ALL questions.
- DON'T have the TV on. Control your environment.
- Minimize distractions: **NO KIDS, NO PETS, NO SMOKING, NO PHONE RINGERS**
- Refrain from leaving the room during the presentation.

Have membership and associate applications and comp plans on hand for each guest.

Remember: Your guests will do what you do...if you are excited and paying attention, they will do the same.

Speaker Tips

Overall Speaker Tips

1. Greet everyone before the meeting starts.
2. Get names from new guests and use their names in the meeting.
3. Have team pride and show support.
4. Don't seem rehearsed, or robotic.
5. Don't oversell...you have to make it real.
6. Use testimonials!!
7. Occasionally stray away from the slides to add a personal touch.
8. Do not talk too fast.
9. Make everyone sit up close, even if you have to wait to start the meeting.
10. Do not laugh at your own jokes...let them laugh if they get it!!
11. Don't ask questions during the presentation, unless they are rhetorical or you know with absolute certainty what the answer will be.
12. Try not to use crutch words, (um, uh, mm)...silence is better than "um".

Why do they Sign Up?

1. Products sell themselves.
2. Don't have to bring anything to the table.
3. Flexibility...can work the business part time or full time.
4. They feel like they are part of the team and will get help.

What do you do after the meeting?

1. Build up their sponsor, and make them feel welcome.
2. Make sure you answered all of their questions.
3. Make a connection.
4. Take your time.



Why don't they sign up?

1. You were too cheesy or un-realistic.
2. Oversold the position.
3. Didn't feel like they could do it.
4. Made it sound too good to be true (testimonials help with this).

Thank you for taking the time to complete this training manual. If you'll commit to being teachable and continuing to practice and re-enforce what we've covered in these pages, you'll be on your way to success beyond your wildest dreams. We'll see you on the beaches of the world!

