

Your First 72 Hour Success Schedule

This is a suggested training guide that will help you get started immediately. It will also give you a sense of gratification for all the **"little things"** you accomplish that is so important to your training, if you mark them on your **Success Calendar**. This schedule is designed to pace the introduction of New RTA's. Also, you will be increasing your product knowledge as you introduce your candidates to YTB™. Our goal is to qualify you for all potential income available in our marketing plan. The strategy of this compensation structure is that you personally enroll 3 active RTA's who each enroll 3 that enroll 3 that have all purchased a Travel Store.

Stay in close contact with your Power Team leader or Sponsor for suggestions and feedback. Promise it in your heart to follow this schedule for the next 3 business days. You have the power to put yourself in a position to make a lot of money. You will also be able to teach this duplicable method to the people you refer to the business.

Insert the date beside the "Day" and check off each item when it's completed.



Day 1: _____

___ **First** Purchase your travel store and become an active RTA.

___ Create your personalized web address and set up your travel store name..

___ Activate your back office system

___ Review the tool kit in your travel store back office.

___ Fill out your Top 25 names to contact in your People Bank.

___ Schedule a 3-way with your SPONSOR to discuss a plan of action to Launch your business within 72 hours. A Travel Party Grand Opening is the best..

___ Have your "What Is It" and a clear set of goals and your "WHY" letter written down.

___ Sign up and plug into the Support System (Conference Calls, 5 Steps, & Training)

___ Order you Business Cards, Post Cards and be sure you have 3-way calling on your phone. Go to www.407print.com We like these cards!

___ Start working on your DREAM BOARD

___ Put your day timer together

___ Practice telling your story and Presentation

___ Have your 25 SFH Magazines ready to send to your top 25 prospects. (Ask your PT leader to send you 5 to get started)

Your goal in the first 72hrs is to personally enroll 3 people who will purchase a Travel Store and become an active RTA.

___ **Call Your Sponsor with your progress**

(_____)

Day 2: _____

Prospect List and Contacts:

"Every prospect has an undeterminable value"

___ Fill up your People Bank with 25 more names total names~50.

Contact the hottest prospects on your list. (Entrepreneurs, go-getters, Self-starters, highly motivated people).

___ (Now it's time to contact your people on your list who are motivated to achieve something above and beyond what they have now. You are simply sorting to find someone who wants to make extra income along with dreams and goals yet to be achieved.)

__ Contact your SPONSOR or Coach with questions/comments/concerns.

__ Do 3 way calling with your sponsor. Make the appointments at least an hour and one-half apart.
(The purposes of the calls are for you to setup an appointment to show them the business.)

__ Invite 3 new Prospects to the next business presentation meeting or Travel Party.

__ Review and familiarize yourself with your back office and the Support System. (All prospects that come to live meetings, launch meetings, travel parties, conf. calls or an office open house and say “No” to the opportunity should be offered an opportunity to be a customer or a FREE Rep.

__ **Read** your Goals twice a day and practice your presentation using the white board or Power Point.

__ **Call Your Sponsor or Mentor with your progress** (_____)

Day 3: _____

Business Building:

__ **Repeat Day 2 & 3 until you have built your 1st TEAM.**

(Keep doing this process over and over again until you have developed your key leaders and started your POWER TEAM. You need to now

__ Schedule yourself to come to the next leadership training, live or via tele conference.)

__ **Read your Goals twice a day**

__ Add at least 5 new people in your People Bank every day

__ Review the 8 Steps to effective duplication (**ask your Pt leader for a copy of “Your Travel builder Workbook”.**

__ Plug into the System

__ **Call Your Sponsor or Mentor with your progress** (_____)

Congratulations! You're already a Winner!



**“Successful people simply do what unsuccessful people don’t do”
Lead By Example, Judge By Results and JUST DO IT !!!!**

YTB "Top 25"

People Bank

Name (INCLUDE SPOUSE'S NAME)	Occupation Age	Home Phone Bus. Phone	I=Invite	P= Present	F= Follow-up	E= Enroll
			I	P	F	E
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Important: Do not contact these people until you complete your training! Try not to pre-judge people you think may not be interested, many will surprise you! Don't take rejection personally, they aren't rejecting you, it's simply that they are not ready to listen to your proposal. Do not persist with someone who is not *interested and, above all, do not give up at the first "no" you receive.*

This program works and it is very successful! Never give up on your dreams!!!

YTB "Top 50"

People Bank

		I=Invite	P= Present	F= Follow-up	E= Enroll		
Name (INCLUDE SPOUSE'S NAME)	Occupation Age	Home Phone Bus. Phone	I	P	F	E	
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27							
28							
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NOTES: _____

Resources to Support Your Growth!

Voice-on-Demand and Training Calls

Educate and empower yourself with these informative programs.



24/7 PRE-RECORDED CALLS:

4-Minute Message Business Overview

CALL:	WHAT IS THIS CALL?	WHAT IS IT FOR?
4-Minute Message: 1-512-505-6870 Option 1	4-Minute Pre-Recorded Message. Your guest, after listening to this call, will want to receive an YTB Success from Home Magazine from you.	Use this short call to create interest , so your prospect wants to receive an YTB Magazine from you. NOTE: Three-way your guest onto this call and listen to it together!



WEEKLY LIVE CALLS (COMPANY-WIDE):

CALL: **1-641-793-7505** | PASS CODE: **601340 #**

DAY	TIME:	WHAT IS THIS CALL?	WHO IS IT FOR?
Monday	7:30 PM CST	Getting Started Hosted by Field Leadership	New Reps
Tuesday Thursday	9:00 PM CST 7:30 PM CST	YTB Corporate Travel Training	Reps, Customers
Wednesday	11:00 AM CST	"Ladies Only"	Reps (Guests are welcome, too!)
Saturday	11:00 AM CST	"Coaches Call"	Everyone invited

❖ **Training Calls from Your Support Team MVP 641-793-7026 PIN 4500#**

Call your sponsor and list product and business training calls in your organization here:

Day	Time	Length of Call	Topic
Monday Friday	10:00AM CST	15-20 minutes	"Fired up" Team Call
Tuesday & Wednesday	8:30 PM CST	30 min	Team MVP

Now mark these times in your calendar, day planner or PDA.

SYSTEM OF EXPOSURE

Words That Work Warm Market Prospecting

INITIAL CALL:

Always try to remember to start out the call with:

I'm getting ready to walk out the door or I'm getting ready to jump on an important call, then say the following.

1. Do you have a minute?
2. I have something exciting to talk with you about
3. I just found out about (YTB partnering up with Travelocity)
4. (Insert your story)
5. What's even more exciting – First to market, 6K Guarantee, SFH Magazine
6. I want to get your information **BECAUSE:**
 - a. If you like what you hear, we can make money together
 - b. If you don't, that's OK, you can sign up on my travel site and the next time you need to book travel, would you please give me a shot? And if you find my site to be competitive with Orbitz, Travelocity ECT, would you mind referring some people to help me out?
7. Do you have a computer? Great write this down. I'll call you back in 5 minutes. (online tools: your websites, www.TravelProPower.com)
 - **NO COMPUTER** ~ use 512-505-6870 option 1
 - **What is it?**
 - It's called Your Travel Biz, they are a 5 year old publicly held travel agency, go check it out for a minute and I'll call you right back.

*****STOP TALKING AND SET A TIME TO FOLLOW-UP******

FOLLOW-UP CALL:

1. Did you have a chance to look through some info? (Or the video)
2. What did you **LIKE BEST?**
3. Are you open to getting more info?
“YES” – (Go to next step) “NO” – Simply ask if they would consider booking travel from your site the next time they plan a trip if you can offer them the same if not better rates than Travelocity or Orbitz.

EDIFICATION:

1. Great, here's what I'm **GOING TO DO**. I'm going to connect us to who I'm working with personally....
2. **FACT-FACT-HEART** (tell a fact, tell a fact, come from the heart)
(EX: His name is Sam Success and he is helping me personally launch my business, he has helped over 50 people start business in this area, and he is a wonderful man.)
3. It's (his/her) job to direct us to the next step, hold while I connect us.
(Connect the 3-way call for invitation)

NOTES:



Launch a Grand Opening Travel Party!

Materials

Power Team Leader or Enroller make the following available:

- ❖ Table in the back set up with a computer with internet access if possible
- ❖ White board and markers and eraser
- ❖ A table with your product display
- ❖ Success From Home Magazines
- ❖ Business Cards
- ❖ Local schedule to plug into Business Briefing and training (Getting Started)
- ❖ Company ~ approved handouts to establish credibility.

Invitation Process

- Go through your names list...Over-invite

If you invite 20, you'll be lucky if 5 show up

Make sure to invite people over 30 minutes before start time.

Tell them about the free-Mini Vacation that they will receive for just coming to view this.

And Tell the to always bring friends with them and that they will get a special gift if they do.

(This can be something simple from the dollar store)

- Cross TEAM support system

WE are ONE BIG TEAM and ONE BIG FAMILY

Open your travel party to other Members crossline and their guests. This will guarantee a successful meeting.

Adds excitement, credibility, relatedness.

- People must call the host/hostess to reserve a spot
- Make the telephone calls to invite prospects to your Travel Party.

"Hi, Steve. What are you doing next Tuesday? **Great, listen.** I just got involved in an **exciting new business and thought of you.** I'm having a new business kickoff at my home and I really could use your HELP. I'd just like you to come and EVALUATE it for me. Now, it may or may not be of interest to you, but I know you'll be able to lead me to the right people. **I'm really counting on you."**

1. Prepare the Meeting Room

- ❖ Refreshments ~ **Keep it light and festive (I like using a theme)**
- ❖ Have the room set up with some nice pictures of different travel locations and travel magazines.
- ❖ Have **travel music playing** and hand out lei's. Be creative and fun!
- ❖ Be sure there is adequate seating in an open area and make sure you have a TV or DVD set up that can be seen by everyone so that the presentation will go well.
- ❖ **Make sure all animals and children are put in their place and all phones (including cell phones) are turned off for presentation.**

3. Let's Get Started

- ❖ **Start on time** ~Be courteous to everyone's schedule

ACTION STEPS:

GOALS:

WEEK:

MONTH:

QTR:

YEAR:

Name: _____

1

2

3

P

4

5

Notes:

6



2 WEEK GAME PLAN

Sun.	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.
Sun.	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.

My Reason WHY is: _____

REGISTERED

Event	Date	Me	Team	3-Way Calls		Days Left
Association Training				Goal	Actual	
CRTA						

