

SCRIPTS

INVITING PROSPECTS

Text Script:

Step #1 – Clear the Date

Step #2 – Set the Appointment

1. Hey, are you free for coffee (this week)?

“Sure”

Great, let's meet at... I have an idea I want to run by you, see you there.

2. When can we get together for coffee this week?

“okay whats up”

Let's meet at Starbucks at 10am I have an idea I want to bounce off you.

3. Hey, are you home?

Cool, I'll stop by, have something big to share w u!

4. Hey, when can you be by your computer for about 20 minutes?

(they will reply)

Perfect, I'll call you then!

INVITING BY PHONE:

Call them up:

"Hey_____, What do you have going on tonight at 7:00pm?"

If they aren't available get off the phone

If available: Great! I have something I'm doing that I want to show you!

It's a big deal. Meet me at_____ at 6:30pm.

See you there!

*** If they ask what it is keep from explaining... say it's 90% percent visual your going to love it!

3 STEP SET UP

The Three Step Set-up

Step 1 "Your Why" (Explain your reason to your prospect the reason for doing WorldVentures).

Step 2 Big Deal / All-In

"This thing is a big deal, I have got connected with some top people in this company, it's booming and I'm launching it here, I have done all the research and I have decided to go all in."

Step 3 Don't Care (This takes the pressure off both you and the prospect) "Now Prospect's Name...If it's for you great, if not that's cool too. Either way is fine. I am going to put this in front of 1,000's, I just wanted you to be one of the first...cool?"

Show the info: Live Presentation or Video – www.vacationsooner.com

CLOSING QUESTIONS

What to say at the end of a presentation:
Never Say "What do you Think!"

– Maintain eye contact – Smile – and be Silent

SAY:
"That was great wasn't it, are you ready to get started? (Let them answer) Did you like the Travel the Business or Both?" (Whatever they say ask them what questions they have, once answered ask again...
"Are you ready to get started!"

Have a Pen an application ready to sign them up!

***Welcome them to the Team!

OVERCOMING OBJECTIONS

FEEL/FELT/FOUND

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

No Time

—Find that are busy know a lot of people and you can work with their contacts and referrals. If they don't have time this can help create more time because they will make more money with leveraging their contacts.

No Money

—If someone doesn't have the money they need this. but they are serious have them start with their Top 10 people, show them and goal is to get 6 out of 10 the rep in and then put their 6 people in. Last resort is to have them start with the business RBS and the set a date to Upgrade to the Product.

Pyramid (www.worldventurestruth.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 Platinum and Gold packages and we get paid when someone purchases 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 15 day refund policy.



**PLANS CHANGE.
DECISIONS DON'T.**

#ChillinWorldWide