

After the initial 9 people you put on your starting list that you and your up-line meet with in person or put on a call or web presentation, doing a travel party is a great way to build your business. It allows you to have multiple exposures at one time. You can build for your first couple of travel parties and call it your Grand Opening as all businesses do when they open.

Travel Parties are a great way to expose multiple people to YTB. Remember as you learned on your new RTA form that your goal is to get the prospect to view a presentation to get their opinion. Our job is to share information, some will take it and some won't. The ones that don't will become customers. Always use the tools, be enthusiastic and convert negatives into positives.

### [INVITATION SCRIPT TO TRAVEL PARTY](#)

**Role-play with your up-line before you do your invites!!!!**

**Option 1:** Hey Darren this is Bill, do you have a quick second? (YES)  
Do you like to travel? (YES) Are you open to making some extra money if you could benefit from people who already travel every single year if it didn't interfere with what you're already doing? (YES)

**(OR)**

**Option 2:** (Better option for your top prospects, "A" players)

Hey Darren, this is Bill. I'm very excited right now as I just partnered with some extremely successful people on a large project in the travel industry. These guys are very, very successful. I have a lot of respect for you Darren and I really want to get your insight into what I'm doing.

What I would like to do Darren is get together with you as well as introduce you to a friend of mine that is extremely successful that is spear heading this project. This project is projected to bring in about 250 million in revenue over the next 2 years.

("A" **Player addition**... There is also a shot of earning about 1.4 million in stock options.)

It will take about 30 to 45 minutes. Can you clear your calendar to be at my house on Saturday at 2:00?

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**If they ask “What is this all about?”** Just say “I can’t even explain it, all I know is this... I got connected with some of the right people and I have a lot of respect for you and want your insight. Worst case scenario you will get to meet some other very successful people to add to your rolodex. Does Friday for lunch work for you?”

### TRAVEL PARTY INSTRUCTIONS AND IMPORTANT INFORMATION

1. Set up a time for your Sponsor or Power Team leader to come to your home to help you host your Travel Party.
2. You’ll want to have some vacation music playing & some nice pictures and Hawaiian lei's (you can get these at the Dollar Store - a dozen for \$1 at times). Have fun and get creative on this part. Get people to see the vision of what we do.
3. You can start calling friends, family, relatives, neighbors, co-workers & anyone you "do business with" (ie your mechanic, barber, manicurist, dentist, doctor, accountant, lawyer, etc) and inviting them out to your house on the predetermined date of your Travel Party.
4. Make sure you have a T.V. set up that can be seen by everyone so that the presentation will go well and everyone will get a chance to see the screen and hear the volume.
5. Make sure all animals, children & phones are put in their place to not distract from the presentation. (VERY IMPORTANT)
6. Invite people over 30 minutes before start time—as most people are usually late.
7. Tell them about the free-Mini Vacation that they will receive for just coming to view this. (This is optional)
8. Tell them to ALWAYS bring friends with them. This increases your chances of showing this to more people... Remember, that’s all this is, just exposures. How many can you expose this week or month.

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9. Have Name Tags and put each person's first name large on the tag.
10. Make sure you have 2 or 3 different Travel Party dates set up. Not everyone can make one certain date. Before getting off the phone have them booked into one of the Parties.

### Travel Party Outline

#### 1. Host Introduction

1. Tell everyone that you are very excited about YTB and have partnered with some very successful people. Were going to share some information over the next 20+ minutes and then we will get all your questions answered.
2. Edify and introduce the speaker or push play on the dvd player.
3. If using a DVD, edify the speaker after the dvd.

**Do not interrupt your speaker once you have introduced them as your guests will look to that person as the expert because you will have already edified them. Do not ask questions yourself or get into side conversations. Your up-line is there to help you build your business so please show them the respect they deserve. \*\***

**When the presentation is over it is important not to "buy it back." That means don't start talking about how great they would be in this business or to start talking about how great YTB is. When the presentation is over let the prospects start to ask questions to the up-line or speaker you have present!!!! One of the biggest mistakes people make is to start to talk and attempt to close their prospects or try and answer questions. Remember they DO NOT SEE YOU AS THE EXPERT! Let the up-line answer the questions and help you put them in your business. The up-line may ask you a question or defer to you but always answer and defer back to them as again they are seen as the expert.**

**MAKE SURE YOU ALWAYS TAKE NOTES WHEN YOUR UPLINE IS SPEAKING. THIS WILL HELP YOU SHORTCUT YOUR SUCCESS! THIS IS AN IMPORTANT PART OF THE LEARNING PROCESS!**