

Keep it SIMPLE...REPEAT til RICH !

Get Started Step by Step

Step 1: Watch this intro by Industry Giant, Peter Powderham

_____ date & time completed---go to step 2 NOW

Step 2: Get organized...watch this short video by Randy Ostrom

- a. I enrolled as a World Ventures Rep and DreamTrips member on the following date & time
_____date & time completed
- b. Set a FIRM time that you will make calls to prospects, beginning TODAY...block this off in your schedule as a series of “unbreakable” appointments for the next 2 weeks...we suggest 90 minute time slots per appointment...nothing interrupts these time slots
_____date & time completed
- c. Decide what is the “minimum” number of calls you will make that result in a presentation each day...2 is the minimum we suggest
_____date & time completed
- d. Make a TOP 20 list...the ONLY names on this list should be people you KNOW are entrepreneurial, driven, money hungry and/or have a passion for Network Marketing. If a contact does not have these characteristics, then do not list them in your TOP 20
_____date & time completed
- e. Set two, 90 minute appointments with your sponsor/upline NOW to make outbound calls to these 20 TODAY & TOMORROW...yes, TODAY you should start making calls...Eric, Shush, Peter & Randy O ALL made a ton of prospecting calls their 1st day...Want BIG \$\$?
_____date & time completed
- f. PRINT and place on your desk next to your phone, these two pages:
-How to answer questions? WORD/PDF DOC
-How to approach your TOP 20? WORD/PDF DOC
_____date & time completed
- g. Review the “how to answer questions?” page with your sponsor/upline
_____date & time completed
- h. Watch this video by Eric, Shush, Peter and Randy where they share their favorite ways to approach their TOP 20 list
_____date & time completed
- i. Send a copy of this document with all dates/times completed of each step along with the answers to b, c, d & e to sponsor
_____ date & time completed

go to Step 3 NOW

Step 3: Start building

- A. **Approach your TOP 20 with your sponsor/upline using SPY SKYPE**
***you set the 1st two appointments to make calls TODAY & TOMORROW...**Start Calling NOW...**”break the ice” with the approach of your choice, then present...sponsor is tuned in via **SPY SKYPE...with sponsor/upline until you have 4 reps...**you’re an expert once 4 enroll... remember, REPEAT until RICH !
- B. **Presentation Steps:**
1. **Tell your story...**in 2 minutes or less...use **SPY SKYPE**
 - a. What has been going on in my life?
 - b. How I got wind of World Ventures?
 - c. Why you acted on World Ventures & thought of YOU
 2. **Tell the World Ventures story...**”JUST PUSH PLAY”- video of your choice
***LIVE ...RSVP required ...see presentation times at www.teamsystemonline.com
***Screen Share...watch now WITH the prospect
***DVD...watch now WITH the prospect (coffee shop, home, office)
***Send to your .biz site...watch now WITH prospect
***Dream Team Builder “One Touch” email w video
 3. **Answer questions...**begin by asking, “What did you like best about what you just saw---the money, the travel---or both?”
 4. **Ask them to join you today** by asking them “what do you say we start today building this together?” ...be quiet...let them respond...whatever their response, it’s ok
- C. **Follow up,** if not enrolling today
1. Set a firm follow time for a 3 way call, local meeting, online forum or to meet face to face.
 2. If they don’t agree to a firm time, then just say, “it’s ok to tell them me this is not a fit for you right now...you may/may not be interested right now, but I am interested in you---ok to keep you in the loop on my progress?”
 3. Add them to your contact manager or Dream Team Builder...add them to your TOP 100 quarterly/monthly mailing list
- D. **Consistent & Massive action wins!**...2 presentations/day x 5 days/week = 10 presentations in a week...What if you had 10 reps doing 2 presentations daily? Including you, that would be 110 for the week...What if you had 100 reps doing 2 presentations daily? Including you, that would be 1010 for the week and about 50,000 for the year! What if your team and you were consistent with this activity over the next 3 years?

GO TO STEP 4

Step 4: Get the following done ASAP:

1. Set up your FREE Skype account <http://www.Skype.com> and request to connect with the support team (your sponsor and his next 3-5 reps that support your sponsor)-Skype is used to communicate for FREE around the world...Skype “instant messaging” is our primary communication exchange...and lots of leads can be found via Skype once you learn how to use it
2. Weekly Training...for the next 6 weeks, please attend the following two weekly forums and you will be an EXPERT in WV:
 - A. **Tuesdays:** Randy Ostrom conducts LIVE training on subjects that can make you an EXPERT...he also conducts LIVE interviews that are conducted with TOP leaders and Corporate Executives... go to <http://www.RandyO.tv> and click on “join video conference” for the times and topics scheduled...only interviews are recorded...many trainings are scheduled 2x so it is convenient for everyone to attend.
 - B. **Thursdays:** Shush Arya and Peter Powderham conduct a LIVE webcast from the United Kingdom at 8pm GMT/3pm EST/12noon PST...Interviews are conducted with Top Leaders weekly...the webcast is always recorded should the LIVE time slot not be convenient.
3. Regional Training Schools by WV...COMMIT to attend the next RTE
<http://username.worldventures.com/events/events.html>
4. Book a DREAMTRIP! Visit <http://username.DreamTripsLife.com>
***89% of all members who take a dream trip are actively building the business...it is IMPERATIVE that you experience a DreamTrip...contacts will ask about your experience on DreamTrips.
5. World Ventures Sponsored events...we strongly encourage our team attend WV regional training schools (RTEs) and the World Ventures International Convention...we encourage you to visit the headquarters of World Ventures located near Dallas, Texas...but, we DO NOT focus energy on other events that do not contribute to our specific building strategy...attending the other events is fine, but please MAINTAIN FOCUS on our specific team building strategy...Our team will also provide an incentive trip annually to a fun destination where we can come together for advanced building and bonding.
6. Once you have personally enrolled 6 rep/members, then move to Stage #2 of our Team Training...this is “password” protected...email Shush@ShushArya.com to gain access to our Stage #2 training...confirmation of 6 personally enrolled reps will occur

Personally Enrolled 6 new reps with product? ---GO TO STAGE #2 of our building system

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