

4 STEPS TO SUCCESS

Our system is easy to follow:

1. Invitation
2. Presentation
3. Follow-up
4. Get Plugged In

These 4 Steps are simple, teachable and most importantly, can be duplicated. Duplication is the key.

So who do you know?

Your friends, your family, your long-time business associates, and people who have been part of your life are your primary prospects; we call this your “Warm Market.” Your Warm Market knows you and trusts your judgment; they will be willing to listen as you share.

Warm Markets = Hot Commissions

Above all, this business is based on trust.

Who else are you looking for?

Invite your Warm Market first, and then continue to seek out people who want:

- More money
- More free time
- OR BOTH

This is everybody you know!



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TOP 32

PROSPECTS

To jump-start your success, personally sponsor four Partners within your first 72-168 hours (3 to 7 days).

First, make an initial list of 32 prospects. Then invite them with urgency right away, when your excitement is at an all-time high! Give a copy of this list to your Sponsor or Team Leader so they can help you.



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32. _____

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Step 1

Invitation

90% of a successful invitation is **EXCITEMENT** — the other 10% is knowing what to say. Don't try to explain the entire opportunity; simply spark your prospect's interest by asking a brief question with an offer to learn more. The invitation should only take 30 seconds or less. The less you say, the more you make. If you try to explain too much, your prospect will almost never join.

You may use any of the numerous questions to get the process started.

Example:

Have you heard of a company called P2S Travel?

I am involved in a new home-based business, and people around the world are making money. We are looking for a few key people to expand with.

Would you be open to looking at a way to increase your current income without interfering with what you are currently doing?

If they ask "What is it?" or say "Yes"

How fast can you watch a video? You'll see how you can make money, save money, and so much more. If they ask questions, say, "I know enough to be excited but don't know enough to explain it." Direct them to the video.

Creating Urgency

Send them to www.NetNetRates.com

While you will want to send as many prospects to the Video and Opportunity Presentation as possible, you need to make sure each prospect understands these are important and valuable. When you tell them about the Video and Presentation, do NOT give them the links unless they AGREE to watch/attend.

Example:

"If I direct you to a presentation that explains everything, will you attend?"

However, if the prospect won't agree to watch the Video or attend the presentation in a timely manner, thank them for their time and move on.

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Step 2

Video & Presentation

To get people excited as quickly as possible, have them watch the P2S Travel Video Presentation.

The high-energy Opportunity Presentation has a simple, powerful goal: to motivate your prospect to act right away.

The best part? It's the perfect presentation every time — 7 days a week, 365 days a year! It explains everything so you don't have to. We also have LIVE Presentations that take place weekly on Sundays, Tuesdays, Wednesdays & Thursdays at 6:00 PM Pacific time. You can access the webinar at www.p2smeetup.com OR call into: (805) 309-5913.

Your prospect will discover why they need to join P2S Travel:

- Life-changing business opportunity and leverage
- Perfect timing and positioning in the Travel Industry
- Amazing Tax Advantages
- World-class Membership & Value, Travel Agent Benefits & Perks, Free Trips, and more!

It will inspire your prospect to realize that their dream lifestyle is within their reach and P2S Travel is the answer.



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Step 3

Follow-up

Help your prospect take the next step to success by following up as soon as possible.



WHO:

You, your prospect, and your Sponsor (or a team leader)

WHEN:

Immediately after the presentation, while their excitement is at an all-time high! (It should only take approximately 5 minutes)

WHY:

It's extremely important that they have a direct conversation with someone who has experienced P2S Travel Success firsthand!

Your Sponsor (or a team leader) will share their success story and answer any questions the prospect may have.

Be sure to introduce and edify your Sponsor to your prospect. If you edify your Sponsor, your prospect will immediately develop respect and be more responsive to the things your Sponsor has to say. Your Sponsor will share their "Why" and success stories of other P2S Travel Partners.

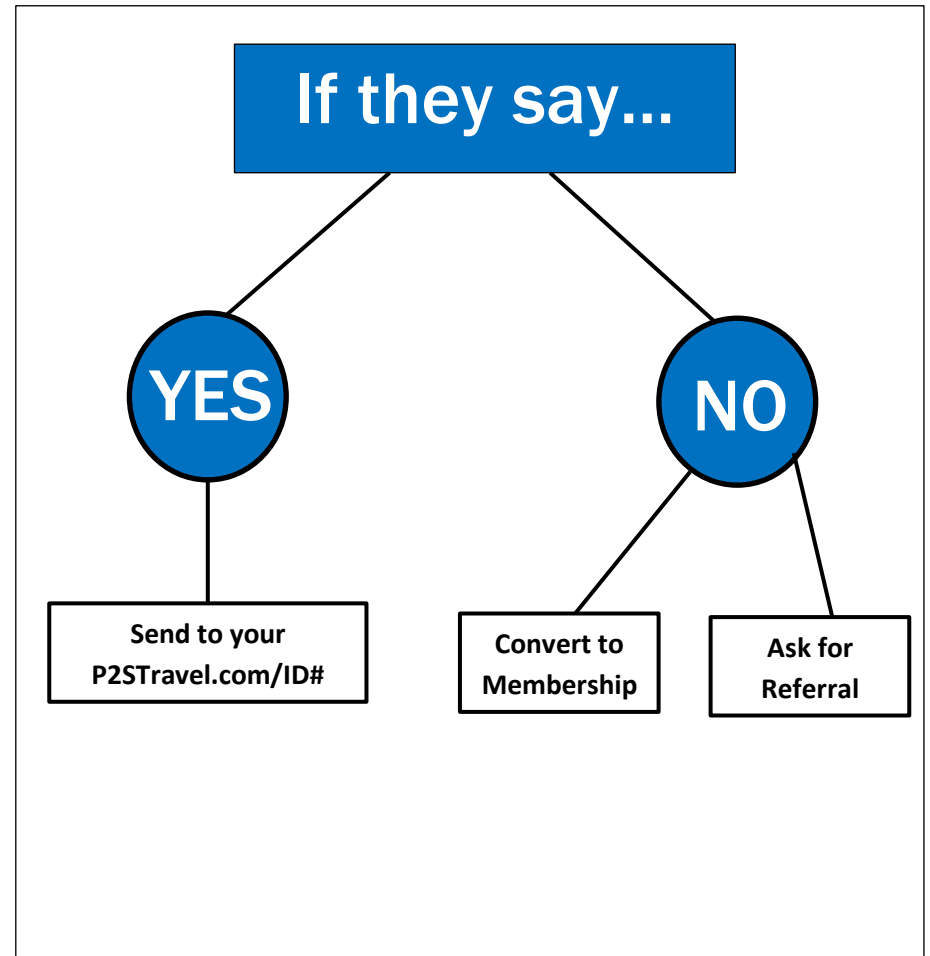
At this point, your Sponsor will attempt to close the prospect.

DO NOT SKIP THIS STEP! It is vital, even if your prospect has already signed up.

4 STEPS TO SUCCESS

Converting a “NO” Into a Customer

Not everyone you invite to become a Partner will join, and that's okay. People love our services so much that even if they turn down the opportunity, they could still be very interested in becoming a Member only. After all, P2S Travel's Basic, Titanium or Platinum Membership is perfect for any person, anywhere in the world!



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Step 4

Get Plugged In

Partners are never more excited than the minute they join. However, you must get your new Partner started properly and quickly. Immediately put them on the path of duplication: focusing on simple actions that everyone on your team can do in exactly the same way.

That is why it is critical that new Partners create momentum by inviting their own prospects right away – the same way you did.

Make sure you introduce your new Partner to multiple Team Leaders so they know they are being supported by a team.

Lead by EXAMPLE

Your number one priority is making sure that everyone on your team knows and teaches these 4 Steps to Success.

The only true measure of a team's strength is the number of leaders in it who are duplicating and teaching the system.

