

YTB Director Juliet St. John

- *** She had to borrow to get started with YTB
- *** She started with YTB in January of 2004
- *** She started actively working her business in March of 2004
- *** Within 22 months as an RTA, she had earned 7 figures with YTB
- *** As of September 2005, she had personally enrolled 15 RTAs
- *** From that, she has the largest PowerTeam of Travel Stores in the Company

Below is the system that is responsible for the success, sales and growth she and the RTAs within her business enjoy. The name of the game is helping as many people as you can through this unbelievable opportunity. The byproduct is financial freedom for your family and theirs! *THE KEY* is to approach your business like this!!!

Provided by Dir. Juliet St. John

Have a Grand Opening Travel Party!

...To expose your friends to the fact that you own a Travel Agency and can show them how to save money on their travel.

If you just paid \$30,000.00 to buy a travel agency you have, how big would your Grand Opening be? Just because your YTB agency cost a lot less doesn't mean you shouldn't treat it the same !

1. **Set up a** time for your Sponsor or PowerTeam leader to come to your house to put on a Travel party.
2. **You'll want** to have some vacation music playing & some nice pictures (you can get these at the Dollar Store at times) hanging around or sitting on tables. Have fun and get creative on this part. Get people seeing the vision of what we do.
3. **You can** start calling all your friends, family, relatives, neighbors & co-workers and inviting them out to your house on the predetermined date of your Grand Opening Party. When calling—it is always a great idea to ask each one that says they are coming to bring something with them such as a Coke, chips, dip, plates, just anything to lock them into coming.
4. **Make sure** you have a TV and DVD 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.

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. (There are the travel vouchers available through your back office)

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.

9. **Make sure** you have about 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.

10. **Hand out the Travel Survey** and have all your guests fill it out to get their Free Mini Vacation

11. **Starting the Presentation**—Ask them, “If money and time were no object, where would you go on a dream vacation?” Share your dream vacation destinations as well, and get the video or presentation started. Afterwards—Close on them. More on this later... Have Fun!!!

12. Closing the Presentation-----**When you finish , call your PowerTeam leader or “expert” and they will share some information, beginning with telling your guests: "We find that people usually fit one of four categories when they watch the presentation:**

1. **They love the vacation and travel perks**
2. **They want to save money on their taxes**
3. **They are interested in making some extra income**
4. **Or : they are interested in all three of these benefits!"**

(If doing this via phone, when the PowerTeam or other Leaders is tied in at the end of the DVD presentation, that call can be set up on a speaker phone. This can also be done in person) Click on the links below for some flyers you can edit and use to promote your party and a Travel Survey the guests can fill out to receive their FREE getaway.