

“THE FOUR STEPS TO A GREAT START!”

1. The Game Plan Interview

- a. What is your “Why”?
- b. What are your goals?
- c. How much time will you commit to your business?
- d. Are you coachable?

2. Grow Your Business

- a. Login to both virtual offices (PlanNet Marketing & Inteletravel)
 - i. Print and review your travel training manual
 - ii. Set up your Inteletravel booking website
 - iii. Watch the Inteletravel compliance video
- b. Create and categorize your prospect list (CHAMPS)
- c. Launch your business
 - i. Launch call / Grand opening (PBR) / Travel parties
- d. PS3
 - i. Pique interest / Show the plan / 3 way call

3. Plug in and Connect

- a. Weekly meetings in your local area
- b. Corporate calls
 - i. Power hour / IMV / Opportunity Calls
- c. Big Events
 - i. Super Saturdays / National Conventions
 - ii. Women In Black/Men In Black
 - iii. Eagle Weekend
 - iv. DreamMakers
- d. Training Videos
 - i. PlanNet Marketing training videos located in virtual office
 - ii. Inteletravel training videos, including Inteletravel University

4. Make The Commitment

- a. 12 Month commitment
 - i. Financial Commitment (\$59.95)
 - ii. Time commitment
 - iii. Personal commitment
 - 1. Personal development
 - 2. Continuing education (Travel and Marketing)