

INVITE

Clear the date

You only want to play if you can win.

When you clear the appointment time before you ask for the appointment, you know if you can win. If they are not available, thank them and end the call.

You don't offer another time or date during this call.

“What are you doing at 7:30 PM on Tuesday?”

If they have plans...

“Hey, thanks. I'll talk to you later, I've gotta run. Bye.”

Then hang up.

If they say they don't have plans YOU WIN! Go to next step

2nd option is to keep the date open and have them give you their availability.

“When can we meet for 30 minutes in the next few days?”

Be Excited - Set the invite

Tell them, have posture and enthusiasm. Key is to create excitement and curiosity. Be excited and let the excitement come through in your voice.

“Great - I'd like to invite you to a Vip Launch for a by invitation only vacation club”

“Great - I'm hosting a wine, cheese and travel event”

Confirm the time

To make sure there is no confusion, you need to confirm the appointment. As soon as you have confirmed the appointment, thank them and end the call.

(If you are planning to pick them up for the meeting...)

“I'll pick you up at 7:30 pm on Tuesday. Hey, I've gotta run. See you Tuesday.”

(or if you are planning to meet them there...)

“Great - I'll text you the address, See you at 7:30 pm on Tuesday, gotta run see you later.”

Then hang up.

Some Points to remember:

- You are in a hurry
- avoid answering questions - leads to explaining and selling
- Be excited
- Tell them, don't ask them - no begging
- Each call should take only 30 seconds.
- Only play if you can win
- You've got something THAT could improve their life - this is WorldVentures - This is a way that you can have extra income, residual income, time freedom, create relationships, work from home, work from anywhere, create lifetime memories, have more time with family, have personal development, have huge tax benefits, help other people, make new friends, save on travel, have fun, gain financial freedom, see the world, DreamTrips, security, reduce stress, get your life back, work on your schedule, have a personal assistant, have someone else pay for your car and house, travel for free, perform on stage like a rock star, be recognized for your accomplishments, be mentored until you win, be lifted up when you're down, pursue your dreams, live full time, make a living. . . living!, and so much more. You don't say all that, Keep it simple
- If you are inviting to vacationsooner.com , do not give them the site until you call back at the appointed time.
 - o **“Hey Billy, this is Dave, I don't have a lot of time right now. What are you doing at 3:33 PM. (*nothing*). Great, there's something i'd love to share with you. Be by your computer at 3:33 PM and I'll call you then. I've gotta run. Talk to you at 3:33. Bye.” Then hang up.**
- Remember you are just setting the appointment, inviting - not presenting
- You probably should be standing up when you are making these calls - you give off more energy that way
- Smile when you're on the phone
- Don't give in to the temptation to answer questions - when they ask “What is it” - you say
“That's exactly why I'm inviting you. See you then”
“It's in travel and technology, see you then.”
“I can't explain it over the phone.”
- Best invitations come the day before or the day of. If you clear the date and they are available the show up ratio is much higher.