

ENROLLING QUESTIONS

From a 1 - 10 (1 being not interested at all and 10 being so excited you can't wait to get started) where are you? {if below a 6 thank them and let them know you are looking for people who are more excited about the idea - if 6 or above proceed to questions}

1. What did you like best about what you saw?

A. Tell me more about that? *(if the above answer is short, ask this question.)
(If their answer is "travel", then go to 1. B below)*

2. Do you want to make a little or a lot?

3. What would you do with it?
(this is where they tell you their goals, dreams, desires)

4. At your current situation how long will it take you to...?
repeat what they shared with you on 3rd ? - this helps to create a little pain to help them make a decision and see how WV can help them achieve their goals/dreams)

5. Great, Welcome to the team. Are you ready to get started?

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IF THEIR ANSWER TO QUESTION #2 IS TRAVEL...

Additional questions:

A. Great! Do you want to travel a little or travel a lot?

B. Where would you travel if you had more time and money?

C. Does the business part also excite you?

(then go back to "do you want to make a little or a lot", QUESTION #2)

If not, ask final question:

Great, are you ready to get started?

Do you want the gold or platinum membership?

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HOT TO START ASKING FOR THE APPLICATION INFORMATION ONCE THEY SAY YES

WHAT NAME WOULD YOU LIKE ON YOUR TRAVEL MEMBERSHIP?

WHERE WOULD YOU LIKE THE CHECKS SENT TO?

(THEN THE REST OF THE INFORMATION)

YOUR SOCIAL SECURITY FOR TAX PURPOSES

WHAT FORM OF PAYMENT WOULD YOU LIKE TO USE TODAY?