

Invitations

What to say to get someone to give you 20 minutes in front of their computer to see the site? It is very important that you set the appointment for them to SEE the site, not hear!

Please follow these recommendations! Do NOT try to describe the site or all the money they can make. **LET THE WEBSITE DO THE TALKING FOR YOU!**

The Process - The Power of the Vortex Test Drive

The number one thing you will do is **EXPOSURE, EXPOSURE, EXPOSURE**. Minimum 10 exposures a day to your business. Remain vague because the idea is to invite a Prospect to a "Controlled" environment so they can see what you have. Curiosity is what will get them there.

Let's look at a step by step:

1. Introduction. The Surge365 Vortex Test Drive is designed to **show** Prospects what you have.

2. Remain vague. Do not give more information (although it's tempting). **Secure the appointment.**

3. Show the value. That's the purpose of the Test Drive. By taking them on a tour of the Vortex website in the comfort of their home...the prospect is more comfortable and can see themselves using and giving out the Vortex link!

Be sure the Prospect types your Vortex URL address in the URL bar at the very top of the page. Not in Google or Yahoo search, etc.

Expedia, Travelocity, Orbitz price are the same (ie parity) and only give Prospects a confirmation. The Vortex saves the Prospect money with the best travel deals on the internet...and Surge365 sends you a check...along with reward credits for the travel booking!

Script to Invite to Vortex Test Dive

Hi, (Prospect's name) how are you? I just opened an online travel business where I am able to generate money back into my household. I would like just 20 minutes of your time where you can be in front of your computer to show you. Would 7:30 or 8:00 work best for you?"

OBJECTION: What is this about?

If prospect tries to get you to tell them a little about it or asks for the website address, your response should be: This Business is 100% VISUAL. Please give me the courtesy of SHOWING it to you!

Script to Invite to Travel Webinar (you can also copy and paste in FB)

I've been looking for a way to supplement my income and I think I've found it!

Prospect, this may be something that we can do together, but I want to get your feedback on it first. There's a live online presentation that explains the whole thing.

Prospect, I would love to have 30 minutes of your time while you're in front of a computer to show it to you. How's your schedule looking around _____ (Time)? Great, do you have pen and paper handy?

Send Email...

What's your email address so I can email the link to get on? Watch the presentation and take notes...I want to get your feedback on it. I'll call you back after you've looked at the information. If it makes sense, maybe it's something we can do together. OK?

Email Invite To Travel Webinar

- Prospect's name,

How are you doing, I hope all is well.

Prospect, I need your help! I've been looking for a way to supplement my income and I think I've found it! Based on what I've seen, I believe you would be perfect for this, but I would like to get your feedback on it first.

There's going to be an online presentation taking place at 9pm EST that you can see right from the comfort of your home from your computer that explains the whole thing.

Prospect, it would really mean a lot to me if you can block out about 30 minutes of your time to check it out.

They only have a few spots left...here's how you guarantee you seat and join the live webinar presentation.

To JOIN Webinars: Click the LIVE Webinar link or paste the following link in your URL address block: <https://www.anymeeting.com/teamget1> **AUDIO:** Listen to the Webinar from your computer speakers or Call: 213-416-1560, pin 418 492 918#

The presentation will start at Time. And end at Time. (Estimated time is 25 minutes).

I will send an email and call you just as a reminder and to also make sure you were able to get onto the webinar. Get ready to see something that can enhance and impact your life! I'll talk to you after to see what you liked best; if you are interested, we can discuss the many possibilities.

Conference Call Invite

[Relate]...How are you doing? How's the family? How's the job?

[Always be in a hurry]...Hey listen John, I only have a minute, I'm getting ready to jump on a **conference call**, do you have a minute? I'd like for you to join me and listen in?

Script to invite for 2 on 1:

I have some important business that I need to talk with you about. When can we get together in the next day or two? Great, I'll see you at ____ am/pm. Is it OK if I bring my business partner with me?

Script (in Person)

Prospect, I can't believe that I ran into you!

I've actually been thinking about you for a couple of days and have been meaning to get in touch with you. I'm late for an important meeting right now, but I have some important business that I need to talk with you about. When can we get together in the next day or two?

Great, I'll see you at _____. Is it OK if I bring my business partner with me?

Email Invite To Nonprofit Webinar (Example)

Prospect's Name, join us Live on Monday!

SURGE365 Internet Fundraising Webinar (Monday)

Monday, 1p ET, 12p CT, 11a MT, 10a PT

Listen: [213-416-1560](tel:213-416-1560), pin 418 492 918#

Watch Online: www.anymeeting.com/teamget1

All nonprofits share one critical challenge...the constant need for new funding. Surge365 provides a perpetual funding solution by turning Vacations and Travel into Donations. Surge's innovative online fundraising program provides a fresh and consistent stream of funding for virtually any organization.

We live in an increasingly mobile world. Everyone, including your members and supporters, are traveling...personal travel, vacations, business, cruises, international, and domestic.

Each trip produces substantial cash & rewards from the very same hotels, airlines, cruise lines and rental cars they currently use. Surge365's automated website uses the same technology and provides the same features as other online booking services such as Expedia, hotels.com, and Travalgo.

Through Surge365 The Vortex, your members and supporters can book their personal and business travel 24 hours a day, 7 days a week. As a "Members Benefit"...**they save** when they book travel online through "The Vortex"...and the **MONEY THEY SAVE IS DONATED** to

your organization. (for example: 500 people booking travel...with each saving an average of \$50 on their trip...raises \$25,000 for the organization).

Surge365 and the Vortex will generate a constant flow of revenue this year and for years to come. Take a look at the following webinar replay video at www.fundingbytravel.com and let's schedule a desktop demo presentation. I look forward to sharing with you...

THE FOLLOW-UP:

After the Test Drive/Conference Call/Webinar call has ended call your prospect right back and ask them.... Or if you personally do a walk through (Test Drive) of your site ask prospect...

WHAT DID YOU LIKE BEST? (Wait for their answer, then say) THAT'S GREAT BECAUSE THAT'S WHAT GOT ME EXCITED AS WELL. (If they're ready to partner with you at that moment then follow the instructions highlighted in the "Sign-Up Process" document to get them started. If they're showing interest, then prepare to 3-way them into your leadership to help answer their questions and close them out.)

DOING A 3-WAY CALL:

Call your leader in advance to inform them that you have a prospect that'll be taking a look at the business and will they be available to share their story & help you close. You want to give your leader advance notice that you'll be calling them with a prospect at whatever time because this allows the leader to make themselves available versus being caught off guard.

When setting up a 3-way call say to prospect...

(Prospects name) I WOULD LIKE TO INTRODUCE YOU TO ONE OF THE LEADERS IN THIS BUSINESS. THEY LOVE HELPING PEOPLE, LIKE HAVING FUN AND MAKING MONEY WHILE THEY'RE DOING IT. HE/SHE ALSO KNOWS 100% OF THE INFORMATION ABOUT THIS BUSINESS. HE/SHE MAY BE BUSY, BUT LET ME SEE IF I CAN GET HIM/HER ON THE PHONE.

(Call the leader and before you join the lines together tell the leader what the prospect liked best & what their occupation is. Once you join the lines together briefly introduce the prospect to your leader then reintroduce your leader to the prospect by repeated the above intro. Once your leader begins talking, **you never interrupt the conversation at any time unless you're called on.**

As you get to know the leader more your introduction of them will become more personal. The introduction above is a basic intro for any leader.