TRAVELPRO SYSTEM BLUEPRINT FOR SUCCESS

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Who handles your travel or vacation arrangements for you, your family, company, non-profit organization, or church? Think about this…

CIRCLE ONE or ANSWER

1. Would you like to get paid to travel? YES NO

2. Would you like to travel as an insider? YES NO

3. Would you prefer to pay wholesale w/ some perks or retail like everyone else? (circle one)

4. Have you or anyone you know booked travel online before? YES NO

5. Would you like commissions for referring clients, family or personal contacts to book travel through a web-site? YES NO

6. Would you like to learn how to cut or save 25 to 50 % on your taxes? YES NO

7. If you could buy Expedia, Orbitz, or Travelocity for under $500.00 would you buy it? YES NO

8. Do you have a credit card available? YES NO

9. Would you agree that successful people make quick decisions? YES NO

10. Would you like to be your own boss, work out of your home, and make up to $50,000 to $100,000 per year by owning your own home business? YES NO

11. Now that you have seen what our company has to offer, when is the best time to get started? (circle one) NOW LATER NEVER

NEXT STEP…

NOW… watch the 10 minute online presentation - www.TRAVELPROTOUR.com …

Use our simple system and "PRESS PLAY" for as many people as possible. It's that easy!

Name:_____

E-Mail:_____

Phone:_____

Referred By:_____

Website Presentations, Conference Calls, Coach's Calls

Plug into and use the proven systems available to you. Everyone achieving success in our company is utilizing these systems…invite contacts to join these calls and webcasts and allow our team leaders to help you build your business. It's simple if you allow it to be simple!

Presentations ANYTIME:

Go to the following website: www.TRAVELPROTOUR.com – **"Click Here and Press Play"** Show others several times a day – how to press play for their financial futures!

8:00am EST. Call (212) 461-5800 77000# a fantastic 30-minute conference call - overview

Saturdays: Coach's Call - Owner of YTB – LLOYD TOMER

12:00 Noon EST. (641) 594-7505 - PIN: 601340#

Red Carpet Days, CRTA Trainings, Convention

Your Directors will be at 2 Red Carpet days a month. **Convention is a MUST** for anyone that is serious about building their business. This will be the NOT MISS EVENT of the year in 2009. **First Class Trainings are a must – (2-3 hours online through your travel portal).**

NOTE: Get people on your Marketing site presentation or conference call first. ***THEN*** - Schedule a lunch or dinner party at your house or favorite spot for a ***minimum of 6 people***. Everyone will eat first and they must know they are coming over for Free Food and you want to share your new business with them. Your Powerteam leader or Director will come over and give a 25-minute presentation for your friends. This should be a 2nd look at the business for them if possible.

YOUR YTB Business Information:

Your YTB Marketing Site: _____

Your Username & Password: _____ /_____

Your YTB Travel Site: _____

Your YTB REP ID # : _____

Your PowerTeam Leader/ Broker: _____

YTB's ARC number – agency number: _____

YTB's phone numbers: (800) 243-4450 or (618) 655-9520

TravelPro Website: Go to www.TRAVELPROCOACHING.com to order business cards, brochures, see the updated calendar of events, red carpet days, etc.

TRAVELPRO SYSTEM

Blueprint for Success

The TravelPro System is a complete training system – this is your guide to success with YTB. As the largest and most successful team of leaders in the company, we have a tried and proven system that demonstrates a plan for success. All of the tools included in this Blueprint for Success are available on our team resources website: **www.TRAVELPROCOACHING.com**

You can purchase this travel system from over 120,000 people nationwide, but without the right tools and leadership, your business will likely fail.

What makes the TravelPro System so valuable?

1) **Experience** – team leaders have over 40 years experience in traditional business and 40 years experience in Network Marketing – this system is tried and proven
2) **Tools** – brochures, business cards, logo wear, websites, webcasts are provided by the team leaders
3) **Credibility** – integrity, reputation and work ethic of our team leaders is impeccable
4) **Leadership** – Travelpro leaders have developed leaders toward success in traditional business, network marketing and in life

Now that you are a YTB owner, remember that this is a real business. Review these key points about how to manage a successful business:

1) **Realize that YTB is a real company** – we are a publicly-traded and profitable company on the stock market. Our stock symbol is YTBLA.OB
2) We are ranked in the **top 26 travel agencies** worldwide **w/ $415 million in sales** - 2007
3) Our business model is supported and featured in national publications by wealthy business owners such as Donald Trump, Robert Kiyosaki and others
4) **"*Marketing & Follow Up*" are vital** parts of any business, so don't be a "secret" agent – tell people about your business in everyday life. Distribute DVD's everywhere you go while you participate in your current daily activities or errands.
5) **We have a mission statement**, and so should you. You must have a focus and goals in mind – know "why" you are working this business
6) **Use the TravelPro system** – as humans we are system dependent, not people dependent. Having a system in place will be the foundation for your success
7) **Capital investment** – like any business, you are required to invest in your business. You must buy things like: business cards, events, brochures, convention, travel expenses
8) **Look for people like yourself** – people wanting MORE out of life… there is more to life than living paycheck to paycheck.
9) "**Stay in the Know with Trusted Info**" – you MUST read current company information and news articles from legitimate and trusted sources such as: Etrade, Yahoo finance, Travel Weekly Magazine, Success Magazine, CNN, etc. DO NOT trust sources like the National Enquirer or random sites on the internet that anyone can post their opinions.

NOW……You need to ask yourself "WHY" you are interested in building this business

WHY?

Ask yourself these questions: What do I want from this business? How much money do I want to make? How far am I willing to go to become successful? How ambitious am I? Where do I want to travel? How much longer do I want to keep working for someone else?

Did you respond in this way? I want to see my family more often. I *want* to go on vacation when I *want* to go on vacation. I am tired of being sick and tired all the time. I want to tax deduct some of the things in my life that I am already doing. I need tax deductions for my family.

Use our sorting system below to determine how you want to proceed with this company. Read below and tell us if you are a 1, 2, or 3 – we will then move forward at that level.

1) ***Get the business paid for & earn some extra money*** – You at least need to own this travel system, and you would like to get some perks and commissions back on the travel you are taking anyway. Book travel through your website and tell people to book through your site. Hand out a minimum of 15 DVD's total to people explaining your business and when 6 of these contacts become RTA's the company will pay you the $50/month back. FOLLOW up constantly.

2) ***Significant Extra Income*** – You want to make an extra $20,000 - $30,000 a year working part-time. You will hand out DVD's to 6+ people per week and follow up constantly.

3) ***Break the Bank*** – You want to be a Director within 18 months or less, earning a 6-figure income with FREE health & life insurance. You want to be mentored by TravelPro Directors for ultimate success. If this is you… Hand out 15 DVD's per week and follow up constantly.

(IF you treat this like a big business, it will pay you like a big business. If however you treat this like a side business or a hobby, it will pay you as such)

Based on how you categorized yourself with the sorting system, use the below sales cycle information as a guide for your success:

1 person a day
If you put 1 person a day on your marketing website presentation: www.TRAVELPROTOUR.com- you will expose over 260 people/year to our business. If this is all you do, you could be a Director in a less than 18 months. Call your contacts daily and invite them to view your online 10 minute presentation. **USE the DVD's…. they are fantastic… get out 1 a day to someone!!!!**

Note: Set an alarm on your cell or make a note in your planner to spend 30 min. a day and call at least 5-10 people every day. Everyone has time for that!

2 people a week – This would help you achieve "coach's corner and beyond" This means 50 people a year in your business, and you would be halfway to earning a $10,000 bonus.

Memorize this "Approach" in the box below – elevator speech- 10 seconds

In this day & time – a spare income is like a spare tire – we need it. If you like to travel & vacation or know people who do – we can all get paid to do more of it !!!

Now: "We look for ways to diversify our income and we also love to travel and a friend showed us how we could:"
-Travel at a fraction of the normal price as an insider on a space available basis
-Enjoy perks, benefits and upgrades like never before
-Be able to do all your travel, even personal travel, tax deductible if used as a business, which it is.
-And create an multiple income streams for yourself at the same time

Should any of that interest you I will be glad to give you some information that you can take home and learn more about it?

*ACTION: (Now… get their business card and **give them a DVD** or get them on call or **your website presentation immediately.***

Important things to do when talking about our business:

Be passionate – people have lost their passion, so give it back to them
Be coachable
Be persistent
Be ready for change- it's part of life – get used to it
Be ready for problems – anticipate them because every business has them
Keep growing all the time!
NEVER QUIT – Spiral your Network

Accountability is a key for success:

You are now accountable to your Powerteam leader or Director. We will NOT chase anyone to success. This is your business and therefore it is your responsibility to get in touch with your support staff and team leaders. You must also do the following:

- In order to be successful – you have to get new blood in your business every week.
- You stop attrition with addition – if need more people, you must talk to more people.
- Make YTB a part of your daily routine. Do YTB while shopping, running errands, at the grocery, gas station, kids activities, etc.
- You can't hope your way to success – you have to have a plan of action.

Note: Repetition is key because people can speak 200 words/minute, but they hear and process 300 words a minute. Therefore, most people ONLY hear a fraction of what you are saying while you are talking or presenting.

Contact Info. & Useful Information

Your Directors and Lineage:

OWNERS OF YTB – LLOYD TOMER, SCOTT TOMER, KIM SORRENSON
Ron Head – Benton, IL
Rick Ricketts – Tampa, Fl
Gary & Diane Adams – Sarasota, Fl (941) 809-0504
Kevin & Amy Adams – Sarasota, Fl (941) 809-0503
Steve & Buffy Smith – Sarasota, Fl (941) 809-9369 & (941) 809-5901
Hazen Christensen – Lexington, Ky (859) 489-2222

Books to Read – on CD or Print – www.amazon.com
These will help you with your business. Go to Amazon and read a little about them and pick the ones you think would help you most.

The Aladdin Factor
How to Win Friends and Influence people
Why we Want You to be Rich
7 Habits of Highly Effective People
The Purpose Driven Life
Empires of the Mind
Think and Grow Rich
Rich Dad - Poor Dad
Before you Quit your Job
Retire Young - Retire Rich
Who Moved my Cheese?
One Cup at a Time
Closing the Deal
Jeffrey Gitomer's Books - all good

Education is key – it is an investment in yourself – all of this information is helpful and useful for your success in your business. We have created **www.TRAVELPROCOACHING.com** – **Watch "THE" Video** on the first page…. you will not regret it.