PIQUING STEPS:  

A. **HOT MARKET**  
(Your closet friends & family)

**HEY, you home?**  
(If Yes)  
Cool, I'm coming over.  
(If NO)  
When are you going to be home?  
(followed by)  
Cool, I'm gonna pop by.

**B. 2-STEP TEXT**  
Could you ____ this week?  
(Do coffee, grab lunch, meet up)  
Sure tomorrow works  
How about our favorite café at 5:30?  
Great see you then.  
If they question: EXAMPLE **WHAT'S UP?**  
Too much to text, see you tomorrow.

**ADDITIONAL OPTIONS:**

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HOW TO OFFER:  

Once your appointment starts, share why you're a travel agent and why you chose to work with Evolution Travel.

**To prepare, IDENTIFY YOUR WHY**

My primary reason for sharing Evolution Travel is:

__________________________  
__________________________

*What Motivates you? NOT just money or things. What is your emotional driver behind your decision to build and share this business?*

NOW FOLLOW THESE STEPS:

1. Your WHY
2. THE IMPORTANCE of DEDICATION
3. No Pressure

**ENROLLING:**

After the presentation, ask for the sale.

**Option 1:**  
A simple question: So are you ready to get started with us?

**Option 2:**  
“Did this intrigue you at all?  
“Which Part?”  
“Could you see yourself doing this with me?”  
“On a scale of 1-10 where do you see yourself?”

Once you get your number respond accordingly:

| 8-10: | “My suggestions is let’s get you started”  
7: | “My suggestions is, let’s get you started, but I’d like to get you to an 8, Are there any questions I can answer to get you to an 8?”  
6: | “Hmm, what questions can I answer to get you to a 7?  
1-5: | “My experience tells me this is probable not for you.” |

**TRAINING:**

After they join, TRAIN THEM!

A. Immediately review the BACK OFFICE. show them how to log in & where to do the PTA **SET A COMPLETION DATE**  
**____ FAQ**  
**____ TRAVEL CAFÉ**  
**____ EXPLORE EACH TAB**  
**____ SPONSOR CONTACT INFO**

B. SET them up for the very next QUICK START WEBINAR

C. Inform them of weekly training webinars and team meetings.

D. Explain the importance of **THIRD PARTY VALIDATION.**  
You are in business for yourself, BUT not by yourself. Use your resources when trying to close.

E. **GIVE IMPORTANT NUMBERS**  
**ARCHER TRAVEL:**  
[1 (800) ARCHERS]