



Weekly Surge365 Quick Start Orientation Seminar

Monday ~ 8pm ET, 7pm CT, 6pm MT, 5pm PT

Wednesday ~ 8pm ET, 7pm CT, 6pm MT, 5pm PT

Saturday ~ 12pm ET, 11am CT, 10am MT, 9am PT

www.MarketingAndMoneySeminar.com

Zoom Webinar ID: 836 9101 6382

(For SBAs Only)

SUCCESS – Easy AS 1-2-3

1. GET SET FOR SUCCESS

- Complete Quick Start Guide

2. COMMIT TO YOUR SUCCESS

- Define your “WHY”
- Commit to *Daily Activity*
- Make a *12-Month* Stay Active Commitment
- *Stay Plugged In* – Conference Calls, Zoom Trainings & Events, Touch365
- Commit to *Personal Development*

3. LAUNCH YOUR BUSINESS

- Accept the **100** Look Challenge







Coach's Playbook Quick Start Guide

SBAs, the Quick Start Orientation (QSO) will show you how to leverage the Marketing & Money Seminar to explode your business - from getting started, making your list, using the updated [Quick Start Guide](#) that now includes how to invite and a follow-up script, and more! **All SBAs (new signups and current SBAs too) will benefit** - it's everything you need to know to create a successful and profitable business.

IMPORTANT! This seminar is for SBAS only - please do not invite guests. No opportunity will be discussed at this seminar.



QUICK START GUIDE

 2020-v1

PERSONAL INFORMATION

Username: _____ Password: _____

Back Office Login: my.Surge365.com

SBA Site: www.Surge365.com/ _____

Sponsor: _____

MY SURGE365 SUPPORT TEAM

Team Builder: _____

Regional Builder: _____

National Builder: _____

Marketing Director: _____

STEP #1: GOALS

UNDERSTAND YOUR FINANCIAL GOALS

In order for you to be able to help someone else get started, you need to get yourself started, which means you need to understand your financial goals.

- How many hours a week will you promote your Surge365 business? _____
- How much money will you make: Per week? _____ Per month? _____
- What is your timeframe? _____
- What is your ultimate lifestyle goal? _____

STEP #2: CREATE CONTACT LISTS

WHO ARE YOUR BEST 10 CONTACTS?

Name	Profession	Phone	Notes


Download the Surge365 Mobile App
Available for download on iTunes | Android

Login Information

Username: _____

Password: _____

Note: This is the same information as above



STEP #3: INVITE TO SEMINAR AND FOLLOW UP

Below are the text to Invite & the text to send after the seminar...

Invite Call or Text
Hi I NEED YOUR HELP...I just got started in Online marketing and need to get 10 people on a LIVE MARKETING & MONEY SEMINAR (45 min). You'll learn some valuable information about MONEY, and it will help me with my PROMOTION. Can I count on you?

Follow up Call or Text
(Text 1) Thanks for getting on our seminar. What interested you the most? The plan to never pay full price for travel again, the business plan to make money or a little bit of both? Would tonight be good or tomorrow better to set up a personal ZOOM with my trainer, to get your questions answered? If tomorrow, what is the earliest time and the latest time you would be available to schedule that zoom?
(Text 2) Thanks I really appreciate your help! Once I schedule the Zoom, we can't cancel or miss it. Do I have your word?

STEP #4: REPEAT & TEACH THESE STEPS TO YOUR NEW SBA

Quick Start Guide



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Quick Start Guide



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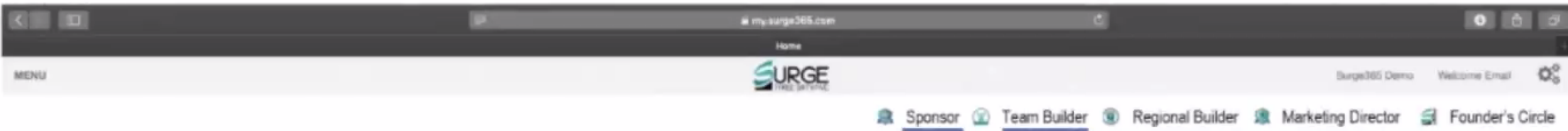
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Back Office Login

My.surge365.com



Quick Start Guide

STEP #1: GOALS

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Per Sale Compensation

Rank	Total	Initial	Deferred	Monthly	Promoted After
SBA	\$172.84	\$30.00	\$142.84	\$10.00	3 Training Sales

Overrides Per Sale

Team Builder	\$162.84	\$20.00	\$142.84	\$2.00	5 – \$1,000 Bonuses
Regional Builder	\$197.12	\$40.00	\$157.12	\$4.00	15 – \$1,000 Bonuses Or 167 Total Members ¹
National Builder	\$231.40	\$60.00	\$171.40	\$6.00	6% Travel Builder Bonus ² 250 Total Members ¹
Director	\$251.40	\$80.00	\$171.40	\$8.00	4% Travel Builder Bonus ² \$1,000 Monthly Bonus

1 – No more than 83 Members can be counted from a personally sponsored person's group

2 – Paid on travel sales by agents recruited after 7/1/2020



The Power of 3

- ✓ **Begin with 1 Team Builder SBA**
- ✓ **Help complete their training with 3 sales**
- ✓ **Then help those 3 make 3 training sales**
- ✓ **Train these 9 people by making 3 sales each**
- ✓ **Do the same with these 27 new SBAs**
- ✓ **Remember, all you are doing is helping each new Team Builder SBA complete their training**
- ✓ **Check out the earnings when you accomplish this**





The Power of 3

✓ $3 + 9 + 27 + 81 = 120$ sales	
✓ \$20 minimum override per sale	\$2,400
✓ \$142.84 deferred comp per sale	\$17,000
✓ Bonus for 100 active members	<u>\$10,000</u>
✓ Total compensation	\$29,400

If this took 12 months

It would be worth it, Right!





100-Day Challenge

Limited Time

Earn \$10,000 Bonus in First 100 Days

That's 1 Team Builder Group sale per day

Additional \$25,000 Bonus*

Over \$50,000 Total Compensation

*\$25,000 Bonus paid in \$5,000 monthly installments as long as you maintain 100 active Team Builder Group sales



One Company – 32 Income Streams

Overrides on 6 Team Builder Generations

Unlimited \$1,000 Bonuses

100 Day \$25,000 Fast Start Bonus

Unlimited \$10,000 Bonuses

Compensation on all your Personal Sales

National Builder Travel Bonus

Deferred Comp on First 3 Personal Sales

Deferred Comp on Team Builder Sales

Residuals on 6 Team Builder Generations

Residuals on 3 Director Generations

Director Travel Builder Bonus

Team Builder Residuals



Team Builder Overrides

Overrides on 3 Director Generations

National Builder Overrides

Regional Builder Overrides

Residual on Personal Sales

Director Bonuses & Rewards

Regional Builder Residuals

National Builder Residuals

Corporate Travel

Tours

Free Vacations

Annual Reward Trip

Groups

Booking Engines

Destination Weddings

Faith Based Travel

Vortex

Cruises

Educational Travel

All-Inclusive Resorts

Quick Start Guide

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TOUCH
365



Set 3 Way ZOOM Appointments With Trainer

THEY HAVE THE KNOWLEDGE – YOU HAVE THE CREDIBILITY

Invite 6 - 12 people to the ZOOM NOW!!!!!! (HOT MARKET!)

WHAT'S THE TARGET MARKET?

CHILDREN – MARRIED/ SPOUSE – EMPLOYED

HOMEOWNER/LIVE ON THEIR OWN – 25-50 (IDEALLY)

!!! Always connect your trainer to TARGET MARKET ZOOM appointments!!!

Don't give anyone details until you are trained! You will burn your market

Don't schedule then reschedule appointments - This can ruin your credibility



Top 25 List



Known more than 1 year
 Know spouse/partner name
 Been invited to others homes
 Been to their home in last 6 mo
 Done you favor - watch kids, etc

Homeowner
 Married
 Children
 Employed
 Age 25 - 55
 Total Points

	Name(s)	Relationship	Phone	5-Point Person				
Most Credibility	1							
	2							
	3							
	4							
	5							
	6							
	7							
Champions	8							
	9							
	10							
	11							
	12							
5 - Pointers	13							
	14							
	15							
	16							
	17							
	18							
Boomers	19							
	20							
	21							
	22							
	23							
	24							
	25							



S**Loyal, Dependable, Punctual & Trustworthy**

Structure & order are very important.
Very reliable. Strong urges to conserve,
plan and perpetuate

T**Want to know all there is to know
about everything**

Analyze, study, investigate & explore.
Nonconforming & independent. They
appear to be calm, cool & collected
most of the time.

A**Live In The Moment**

Adventurous & impulsive. Naturally
competitive, witty & charming. Defeats
are temporary. Exciting, lighthearted
and joyful.

R**See Possibility In Others & Themselves**

Strive to be the best they can be.
Compassionate, warm, creative,
Imaginative. Devoted friends,
they love to talk, share & help

Quick Start Guide

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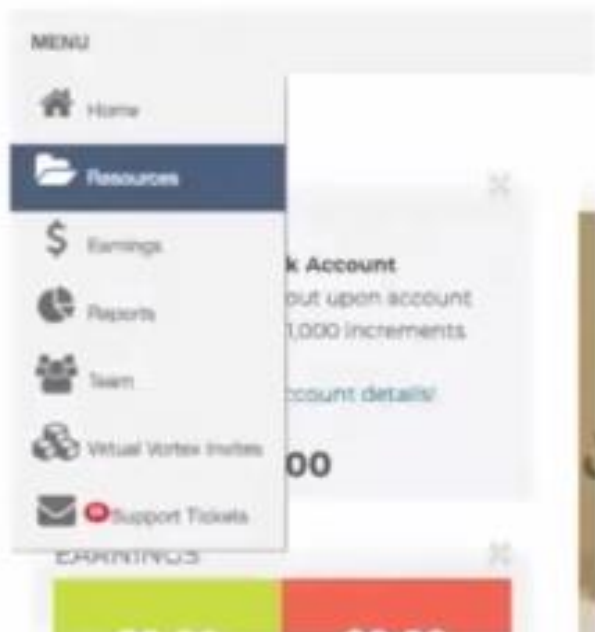


Surge365 Back Office

- ✓ **Important SBA Documents**
 - ✓ Quick Start Guide, STAR, Top 25
- ✓ **Membership Access**
- ✓ **Travel Agent Access**
- ✓ **Viewing Your Earnings**
- ✓ **Viewing Tour Team & Genealogy**
- ✓ **Winners Win Access**
- ✓ **S365 Reward Trip**



Important SBA Documents



MENU



Surge365 Business Associate Documents

Select the links below to download the files of important SBA documents.

[2020 Surge365 Compensation Plan - V1.0 updated on 3/4/2020](#)

[Quick Start Guide \(Printable\)](#)

[Surge365 Memory Jogger](#)

[Top 25 Business Partners](#)

[STAR Descriptions](#)

[Surge365 Weekly Calendar](#)

[Surge365 Business Associate Paper Application](#)

[Travel Owner Package Paper Application](#)

[Travel Income Package Paper Application](#)

[Surge365 Back Office Walkthrough Guide](#)

[Vortex Getting Started Guide](#)

[2P&C Sales Process](#)

[SBA Policies & Procedures](#)

[Travel Owner Package/Travel Income Package Policies & Procedures](#)

[Sponsor Placement Form](#)

[Surge365 Income Disclosure Statement](#)

[SBA Logo](#)

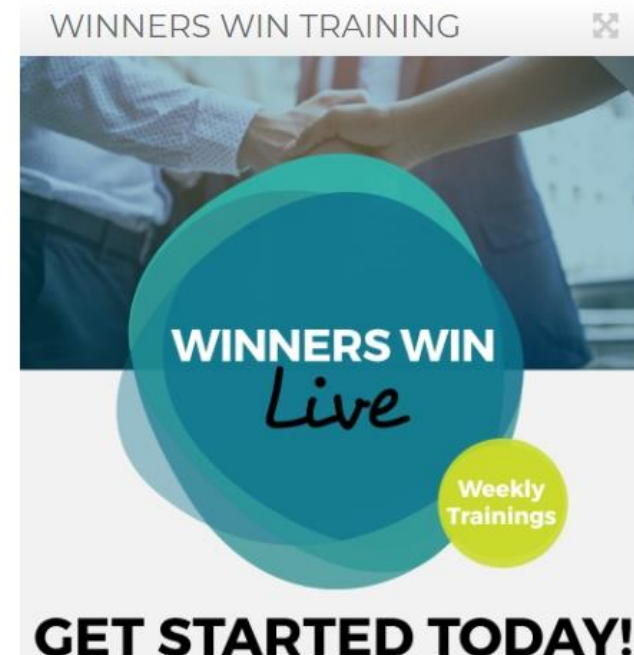
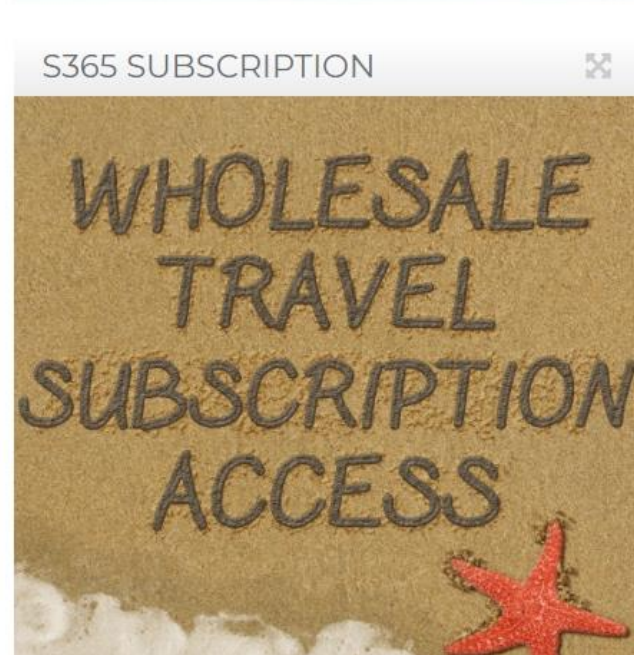
[SBA Logo for Social](#)



Membership Access

The screenshot displays a mobile application interface. At the top right, the 'SURGE' logo is visible with the tagline 'THREE DAY FINE'. The main content area features a central card titled 'S365 SUBSCRIPTION' which is highlighted with a black border. The card's image shows the text 'WHOLESALE TRAVEL SUBSCRIPTION ACCESS' written on a piece of brown paper, with a red starfish and white clouds at the bottom. To the left of the card, there is a red box containing '\$0.00 MONTHLY EARNINGS' and a bottom bar with 'of 3 → NO'. To the right, there is a 'WINNERS WIN TRAIN' section with a 'GET STARTED' button and a 'TRAVEL AGENCY ACC' section below it. The bottom navigation bar includes a 'Your Current Rank' indicator.

TRAVEL AGENT ACCESS



Viewing Your Earnings

The screenshot displays a mobile application interface with a top navigation bar containing a 'MENU' icon and the 'SURGE' logo. The main content area is divided into several sections:

- BONUS BANK:** A card titled 'Bonus Bank Account' with a '\$0.00' balance and a link for account details.
- S365 SUBSCRIPTION:** A card for 'WHOLESALE TRAVEL SUBSCRIPTION ACCESS' with a star icon.
- EARNINGS:** A card with a table showing earnings data, highlighted with a black border. It includes a progress bar and a 'TOWARDS \$100K BONUS' indicator.
- YOUR ACHIEVEMENTS:** A card titled 'Team Builder' with a progress bar and the text '87% TOWARDS REGIONAL BUILDUP'.
- WINNERS WIN:** A card with a 'GET STAR' button and a 'TRAVEL AGENCY' section.
- MY WHY:** A card featuring a Batman logo and a list of items.

At the bottom of the screen, there are three icons: a graduation cap with '3', the 'SURGE' logo, and a Batman logo.

Category	Value
Weekly Earnings	\$0.00
Monthly Earnings	\$0.00

Progress: 0 of 3 → NO

TOWARDS \$100K BONUS

Team Builder

87% TOWARDS REGIONAL BUILDUP



Winners Win Access

The screenshot shows the Surge365 website interface. At the top, there is a navigation bar with the Surge365 logo, a 'MENU' button, and user information including 'Surge365 Demo' and 'Welcome Email'. The main content area features a large heading 'Welcome to Winners Win Training!' followed by a sub-heading 'Winners Win Training will now be available to all SBAs'. Below this, a paragraph states: 'You will receive incredible business training from Surge365 Co-Founder and President Chris Cokley, sharing his years of marketing experience, in addition to the expertise of Surge365 Co-Founder and CEO Scott Torner.' A section titled 'Winners Win Training July/August Schedule' lists the following dates and speakers: Saturday, July 4 - with Chris Cokley; Saturday, July 18 - with Chris Cokley; Saturday, August 1 - with Chris Cokley; Saturday, August 15 - with Chris Cokley and Scott Torner; and Saturday, August 29 - with Chris Cokley. A call to action at the bottom of this section reads: 'To watch the next episode, come back on Saturday, August 15 at 9:00 AM CT to watch the next episode of the Winners Win Training with Surge365 Co-Founder and President Chris Cokley and CEO Scott Torner.'

On the left side of the page, there is a sidebar with several promotional cards: 'WHOLESALE TRAVEL SUBSCRIPTION ACCESS', 'WINNERS WIN TRAINING GET STARTED TODAY!' (highlighted with a red box), 'Team Builder', 'Career Path Access', and '2020 VIRTUAL CONVENTION'. A 'SOCIAL MEDIA' section with a Facebook icon is also visible.

The video player shows a video titled 'August 15 - Winners Win Training' with a 'Click Here To Watch!' button. The video content displays two men in a video call. The man on the left is wearing a white polo shirt and a dark baseball cap. The man on the right is wearing a light blue polo shirt. The video player interface includes a play button, a progress bar, and a volume icon.



S365 Reward Trip

MAIL SERVICE

S365 REWARD TRIP CREDITS

Where will you go for your S365 Reward Trip? Click here to check out some possible destinations

Your Current Progress:

3 / 12 months

360 SUBSCRIPTIONS

\$0.00
MONTHLY CASHBACK

WHOLESALE TRAVEL



GET

Our Goal: ZERO Unused Days

We measure the % of unused days for all participating S365 members of the same company. We have identified companies with unused days and are working to help them reduce their unused days. We have a goal of 0% unused days across all companies by the end of 2023.

768

Million Unused
Vacation Days Last Year

42

Percent of Americans
who used ZERO
vacation days

65

Billion Dollars in Lost
Services

Featured Destinations



A tropical beach scene at sunset. The foreground is dominated by the calm, rippling water of an infinity pool that reflects the golden light of the setting sun. In the middle ground, several palm trees stand tall, their fronds silhouetted against the bright sky. Beach umbrellas and lounge chairs are scattered along the shoreline, with a few people visible in the distance. The overall atmosphere is peaceful and idyllic.

SURGE
THREE SIXTY FIVE

Healing Nations With
VACATIONS