



Dawn Brewer

Will you LEVEL Up?

- If you are NOT 3 & free as of August 20th, 2018, but become 3 & free by December 31, 2018, we are going to present you with a Legends Surge Champions “Level Up” Bracelet’
- If you are NOT a Team Builder Leader as of August 20th, 2018, but become a Team Builder Leader by December 31, 2018, we are going to present you with a Legends Surge Champions “Level Up” Lapel Pin
- If you are NOT a Regional Builder as of August 20th, 2018, but become a Regional Builder by December 31, 2018, in addition to coming down to the Regional Builders Experience, we are going to record a Personal Legends Interview with you and a Featured Legends Spotlight Article
- If you are NOT a National Builder as of August 20th, 2018, but become a National Builder by December 31, 2018, you are going to have the use of 2 beach houses for the weekend on Anna Maria Island, Florida for you & 5 members of your team (downline or upline), with both Coach Tomer & myself coming in to mentor you & your team
- If you earn a \$10K Bonus by December 31, 2018, we are going to cover the cost of your accommodation for 5 days at the Driftaway EcoLodge in Costa Rica
- If you qualify as a Director by December 31, 2018, we are going to cover the cost of your accommodation for 5 days at the Driftaway EcoLodge in Costa Rica, and your round-trip flight and welcome you to the Circle of Champions



Income
Producing
Activities

Income Producing Activities



Warm market /Stranger

Travel Surveys
Facebook post/pm
Surge365 overview video

Know like & Trust
WARM MARKET

WEBINAR

3- Way Call

Drip- Video, Pod Cast
Personal Message

NEW Business Partner
Vortex Client
Surge Member

Business NOT a hobby!

1. Goals

- *How much money do I want to earn weekly/monthly/in the next 12 months?*
- *Do I want extra income or to replace my job and do this full time in the near future?*
- *How many hours am I willing to WORK to accomplish the income I want? If you are not willing to work at least 12 hours of income producing activities then this is a hobby and not a business!*

2. What is my why? Have you done your *why video*?

3. Focus on income producing activities!

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
6:00 AM							
7:00 AM							
8:00 AM							
9:00 AM							
10:00 AM							
11:00 AM							
12:00 AM							
1:00 PM							
2:00 PM							
3:00 PM							
4:00 PM							
5:00 PM							
6:00 PM							
7:00 PM							
8:00 PM							
9:00 PM							
10:00 PM							
11:00 PM							
12:00 PM							
1:00 AM							

Week _____

Income producing activities!

Travel Survey Comp	Name	Date	Phone#	Results Recruit/Vortex
1				
2				
3				
4				
5				

Videos 100% watched	Date	Phone
1		
2		
3		

Travel Party	Name	Date	Phone	Presenter
1				
2				

Webinar	Name	Date	Phone	Presenter
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				

One on one/meeting	Name	Date	Phone	Presenter
1				
2				
3				

3 Way calls	Name	Date	Phone	up line/side line
1				
2				
3				
4				
5				

Team builder sale	Date	Id #
1		
2		
3		
4		
5		

5 Income Producing Activities

1 Travel Surveys

2 Become a master inviter to the webinars,
one on ones & local presentations

3 3 way calls

4 Videos watched 100%

5 A business partner

Travel Surveys

1. Print surveys and always have them with you!

- Ask your waiter or waitress to fill it out
- Go to the mall
- Local farmers markets, craft show booths, job fairs, trade shows.

2. Create an online travel survey

What do I say?

Facebook Warm Market: Hope you are having a blessed day! (personal message, kids look great, how are the kids, or spouse?) I was wondering if you would do me a small favor? We are having a contest and I need to have two more travel surveys filled out by today. Would you be willing to fill out a 2 minute online survey for me today? If you can do it today, I will enter you into my Aug drawing for a \$100 restaurant certificate, just for filling it out!

Facebook friends who are really not “Friends”

We are friends on Facebook; however, we have not really connected. Hope you are having a blessed day! Would you do me a small favor? We are having a contest and I need to have two more travel surveys filled out by today. Would you be willing to do a two min survey online for me today? If you can do it today, I will enter you into my Aug drawing for a \$100 restaurant certificate, just for filling it out!



“Your Exclusive Membership to Save More, Travel More, and Make More”

Complete this Travel Survey to get access to our VIP pricing

Receive VIP pricing on your next vacation on your choice of hundreds of thousands of properties in over 80 countries around the world.

Name: _____ Date: _____

E-mail: _____ Phone: _____

1) How often do you travel a year? A) Once B) Twice C) 3 Times D) More

2) When you travel is it for: A) Business B) Pleasure C) Both

3) Do you Book any of your travel online? See below:

- Hotels/Condos Yes or No
- Rental Cars Yes or No
- Cruises Yes or No
- Vacation Packages/Tours Yes or No
- Concert/Sporting Tickets Yes or No
- Airplane Tickets Yes or No

4) Would you be interested in having a Personal Concierge for all your travel needs ?

5) Are you accumulating Rewards Points on all your travel bookings now ?

6) What are the Top 3 Destinations on your Bucket List ?


- 1) _____
- 2) _____
- 3) _____

7) I am interested in travel and events involving (circle all that apply):

- A) Fishing B) Wine/Beer Tasting C) Adventure D) Relaxation/Beaches
- E) Group Travel/Partying with friends and family F) Historic Places
- G) Music & Art H) Nature/Wildlife I) Other _____

8) Would you be open to earning an extra \$1000 a month, helping people find the best pricing on their vacations & travel ?

teams.fiitfu.com/teamprosper/



First Name

Last Name

Email

Phone

Birthday

City

Country

State / Province

How often do you travel a year?

Once a year

Twice a year

Three times a year

More

What are the #1 destination on your bucket list?

What are the #2 destination on your bucket list?

What are the #3 destination on your bucket list?

Which of the following travel do you book online? Check all that apply

Hotels/Condos

Rental Cars

Cruises

Vacation Packages/tours

Concerts/sporting tickets

Airplane tickets

All-inclusives

When you travel is it for:

Personal

Business

Both

Would you be interested in having a Personal Concierge for all your travel needs?

YES

NO

Are you accumulating Reward Points on all your travel bookings?

YES

NO

Interested in travel and events involving Check all that apply

Fishing

Wine/Beer Tasting

Cruising

Relaxation/Beaches

Group travel/Partying with friends and family

Historic places

Music and Art

Nature/Wildlife

Do you know anyone who would like to earn an EXTRA \$1,000 in 30 days or less?
We are looking for self-motivated individuals who would enjoy working at home marketing and selling our NEW online booking engine the Vortex - 85-90% of the time less than ALL online booking engines. Do you know of anyone who would benefit from an extra \$10,000-\$100,000 a year income, tax advantages from working from home, and FREE travel?
Please provide their name and phone number below

I would be interested! Contact ME!

YES

No thank you

7 Steps to inviting to Webinar

1. Set a weekly goal then break it down to a daily goal and stick to it (minimum of 3 per day – 6 days a week)

Track your efforts and results!

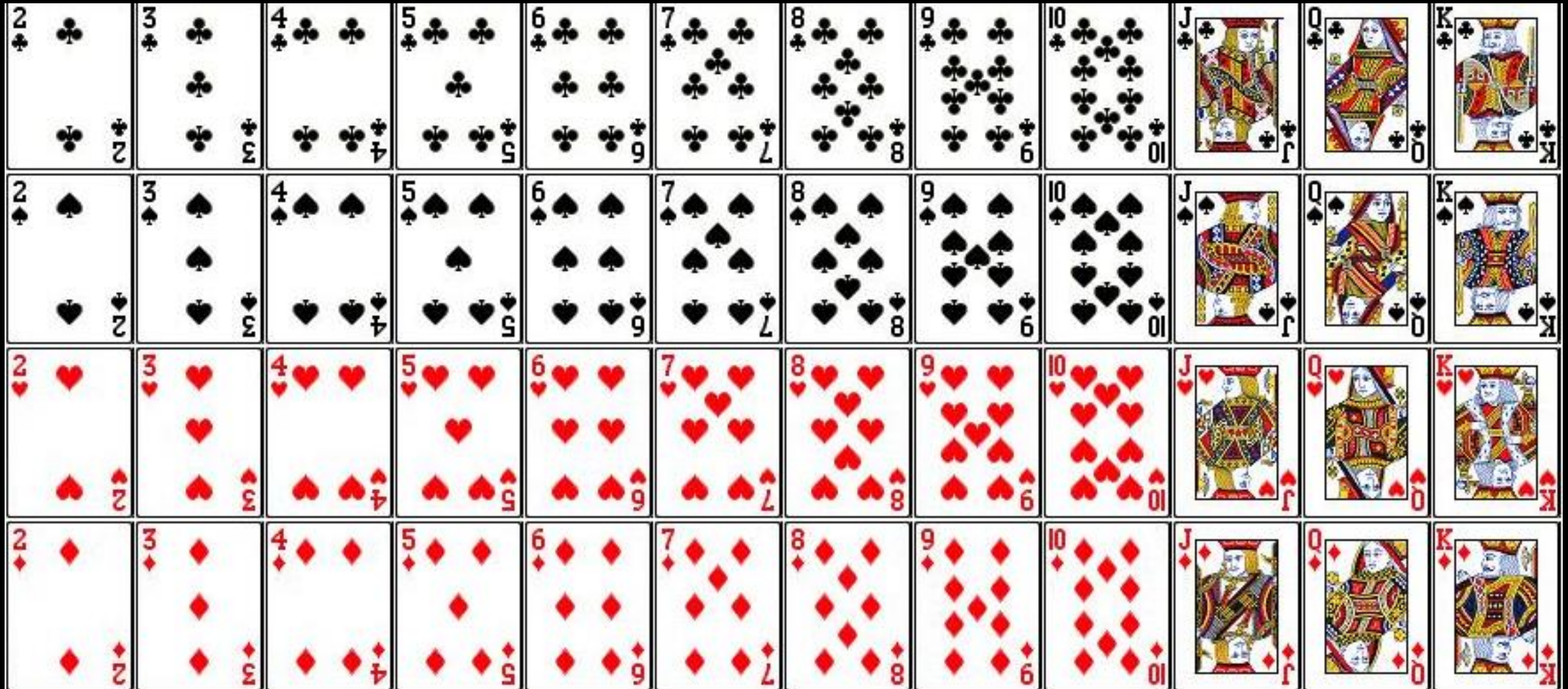
- You must create a **sense of urgency** so NEVER invite more than 48 hours in advance
- List who you have invited on log sheet
- **Benefits** to why THEY should get on the webinar
- Have a spiral notebook/spread sheet with your guests listing the date, time who was the presenter and if you are on the webinar yourself – could you tell if they were on?
- Follow up with everyone: What did you like best about our amazing opportunity?

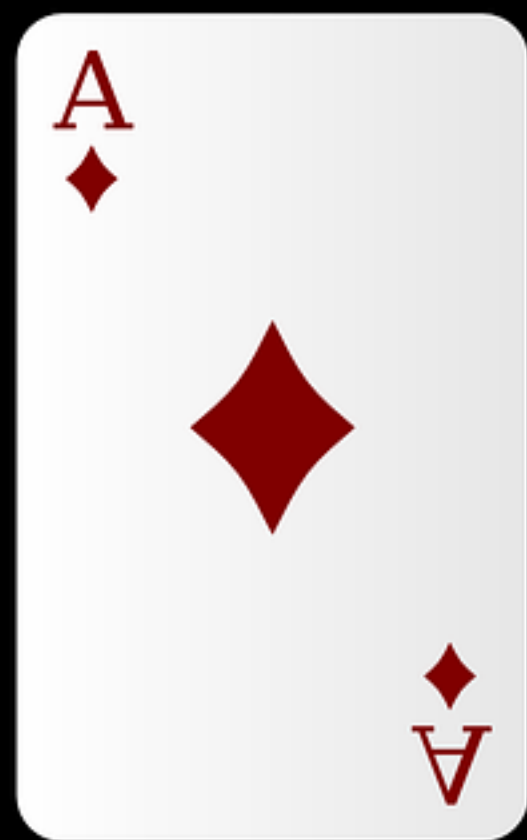
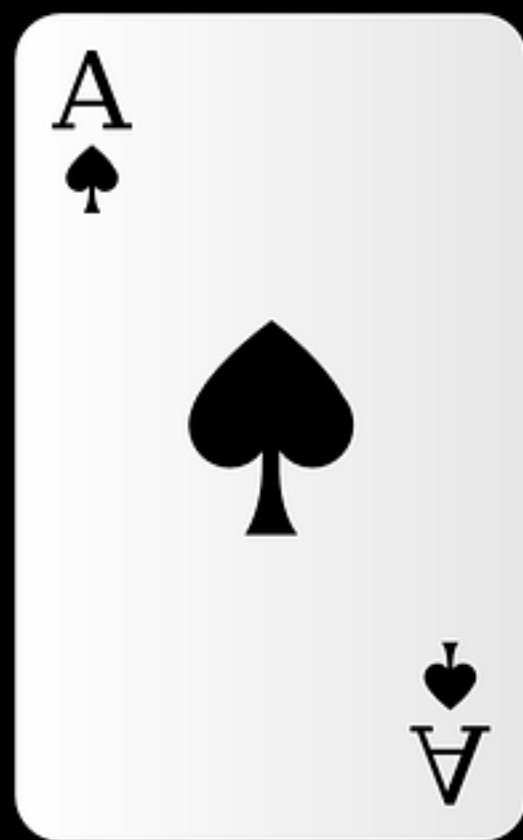
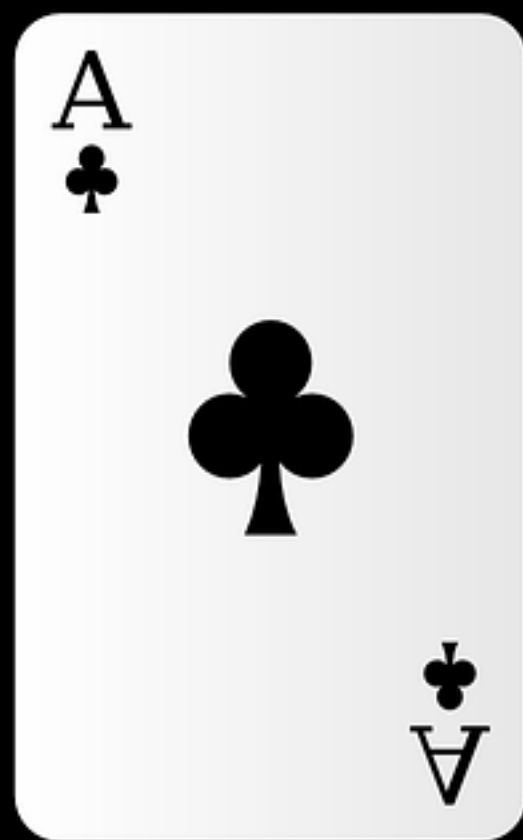
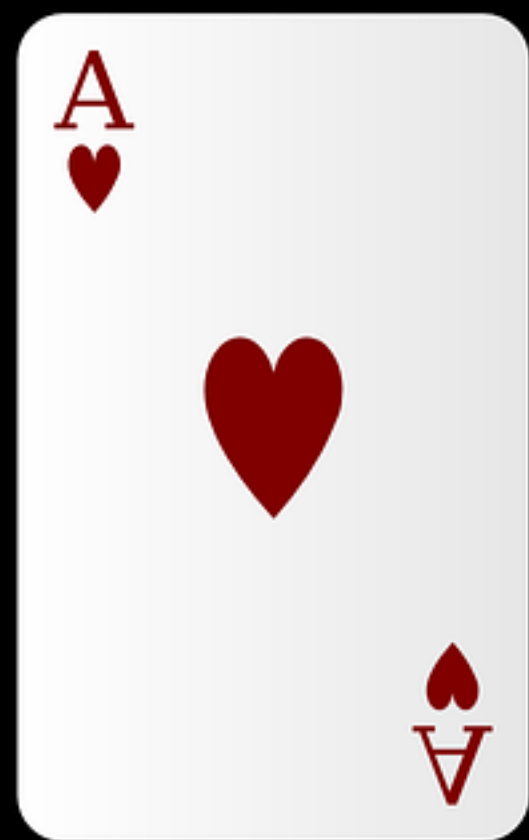
2. Have the right mind set!

- Accept your warm market for you they are
- **MASS NUMBERS**
- I love NOs the more Nos the more YESses you will have
- Realize people are busy – How many of you have read an email, text private message and then didn't answer?
Give people
- How many of you have a JOB? Do you work as hard for YOU and YOUR FAMILY as you do the boss?

Let's play cards! Can you find the A's?

Goal #1 = 52 guests on a webinar, weekly meeting, or one on one presentation. Goal # 2 = 52/3-way calls
Track your results! On each card write the name of your guests and the date they attended – Then the date of the 3-way call and with who!





3. Who will I invite?

- facebook friends
- cold market facebook posts – request for info
- warm market facebook post on personal page and **PRIVATE MESSAGE!**
- business cards
- network marketing events
- **EVERYONE**



5 Second Rule Exercise

Pull out your phone and lets Go



4.

Warm Market: Private message, you can not assume they will see your page post!

What type of prospect are they - **5 Second rule** - Love to Travel? Money and income focused? Not too sure? They are never interested in any thing?

Love to Travel: Hello (name) Quick question for you... Would you be interested in seeing how you can get the lowest price on travel EVERY time guaranteed?

Money and Income focused: Hello (name) Quick question for you... Would an extra \$1,000 to \$1,500 per month help your family?

Not too sure, or never interested or you are just chicken to ask the other two questions!!! Hope you are having a blessed day! (personal message, kids look great, how are the kids, or spouse?) I was wondering if you could you do me a small favor? We are having a contest and I need to have two more travel surveys filled out by today. Would you be willing to do a two min survey online for me today? If you can do it today, I will enter you into my Sept drawing for a \$100 restaurant certificate, just for filling it out!

Brand new SBAs:

Not too sure, or never interested:

Hello (name) Hope you are having a blessed day! I was wondering if you could you do me a small favor? I just launched my new travel business and we are having a contest and I need to have two more travel surveys filled out by today. Would you be willing to do a two min survey online for me today? If you can do it today, I will enter you into my Sept drawing for a \$100 restaurant certificate, just for filling it out!

Once they have requested info, Either from a post, a travel survey or one of your two questions.

Pleasure to meet you! I am working on earning another \$1000 bonus and looking to help 10 people get into position to do the same by March 20, must start right away, in the largest & most fun industry in the world. We have a live webinar with all the details on Aug 18 at 1 pm or 9 pm Eastern time or Sun Aug 19 at 10 pm EST.

What day/time is best for you? If you can get on, please send me your email address and phone number as soon as possible so I can get you access.

ZOOM.US

- 30 MIN Free account
- Paid account – unlimited time, record registration
- Hop on at any time
- Talk with people clear across the world
- Amazing tool to help your team - they can share their screen and you can guide them through any task!

5. Make sure they know how to attend the webinar

ASK: Will you view the live webinar on your phone, tablet or a computer?

PHONE: You will want to download the zoom.us cloud meeting app right away, then set an alarm to get on about 10 mins before. It is LIVE and NOT recorded.

Computer: You will need to download zoom.us on your computer before and jump on about 15 to 10 mins before the hour. The webinar is LIVE and will NOT be recorded so you'll want to get on early so you don't miss anything

6. Email Link to webinar one to two hours before

7. Send a reminder by private message or by text 10 mins before

Now is the time to get on, the webinar starts SOON.
Join the Webinar LIVE@ (it will not be recorded)

<https://zoom.us/j/3653657777>

Meeting ID # 3653657777

- *** To hear audio select Join Audio Conference/Phone: join "Call via device Audio"

Videos Watched 100%

2 ways to use videos:

1. To make an introduction to the business opportunity to then get them on a presentation or a 3 way call.
2. Drip program after they have viewed a webinar or been to a live presentation

Suggestion for your warm market

Hope you are having a blessed day! (personal message, kids look great, how are the kids, or spouse?) I was wondering if you would do me a small favor? We are having a contest and I need to have two more short videos watched 100% by today. Would you be willing to check out our 5 min video for me today? If you can do it today, just for watching, I will enter you into my Aug drawing for a \$100 restaurant certificate!

3 Way calls

Follow up: What did you like best about our amazing opportunity?

No matter the answer : Reply, agree, understand, then say

What would be a good time for us to call you (today or tomorrow)

So we can answer any questions you may have or if you are ready to get started?

If you are on the phone with them already say: Hold on just a min – dial your upline and get them on the phone, once you got them on the line merge calls and say I had to grab this call because this is my team builder with Surge365 and they are on the line with me now....

A Business Partner

According to the National Sales Executive Association

- 2% of sales are made on the 1st contact
- 3% of sales are made on the 2nd contact
- 5% of sales are made on the 3rd contact
- 10% of sales are made on the fourth contact
- 80% of sales are made on the fifth to twelfth contact
- 48% of sales people never follow up with a prospect
- 25% of sales people make a second contact and stop
- 12% of sales people only make three contacts and stop
- Only 10% of sales people make more than three contacts.

The **FORTUNE**
is in the
FOLLOW-UP



Keep in touch

Make sure you are facebook friends

Index cards

Spread sheet

Fiitfu: teams.fiitfu.com/teamprosper/

Emails, Videos, Benefits, Taxes, Calls, New Announcements, What is in it for them! Call to actions, sense of urgency...

Juliet wants you all to hit your goals of “Leveling Up” in 2018, and to add a little incentive, I’m going to be sending one of my Champions an extra \$50.00 Champions Cash each week.

If you complete 4 or more of the 7 Revenue Producing Activities during our pay week, your name will be entered in the weekly Cash drawing.

If you complete all 7 of the Revenue Producing Activities, you will have 7 entries in the weekly Cash drawing

- Get 5 Travel Surveys filled out by NEW prospects
- Get 3 different TB* prospects to watch 100% of a video on your mobile app
- Get 1 TB* prospect to a weekly meeting, Super Saturday (or 1 on 1 presentation)
- Get 1 TB* prospect to a travel party or 1 on 1 presentation
- Get 1 TB* prospect on a webinar or zoom presentation or a conference call presentation
- Get 5 different TB prospects on three 3-way calls with an upline/sideline partner
- Get 1 TB sale of the \$177, \$277 or \$477 products

Submit weekly results Friday to Thursday

www.surgechampions.com



Week _____

Income producing activities!

Travel Survey Comp	Name	Date	Phone#	Results Recruit/Vortex
1				
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Videos 100% watched	Date	Phone
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Webinar	Name	Date	Phone	Presenter
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7				
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One on one/meeting	Name	Date	Phone	Presenter
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Team builder sale	Date	Id #
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5 Income Producing Activities

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Income Producing Activities



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Know like & Trust
WARM MARKET

WEBINAR

3- Way Call

Drip- Video, Pod Cast
Personal Message

NEW Business Partner
Vortex Client
Surge Member

A

ACTION

C

CHANGES

T

THINGS



Remember it
is a numbers
game - you
are looking for
your key 7-10
Leaders!



Be

Consistent

**Keep Going!
Never Give Up!**

