

OPPORTUNITY

call script

YOUR STEP BY STEP GUIDE ON HOW
TO DELIVER AN OPPORTUNITY CALL

Refer to this script each time you're running a call.

This bullet point script is a rough guide to a quick and to the point opportunity presentation. These should take no more than 20 mins with 10 mins for questions at the end .
Opportunity calls should be clear and simple

WHO ARE YOU
WHO IS THE COMPANY
HOW IT WORKS
HOW CAN YOU BENEFIT
WHAT IS THE COST

1 - Your 60 second story

Intro yourself to your prospects
who are you?
your background .. Do you work? Are you a mum, dad?
When and why you joined
How you're benefiting from joining

2 - So before we start let's ask some questions

- Do you like to travel?
 - Do you currently book your own travel?
 - Do you get paid for that?? (ok so you're already working as an unpaid travel agent)
 - Are you looking to earn a little extra income ?
 - Are you worried that the cost of living might affect your travel plans ?
 - Would you like to travel more?
- And have you been watching us all on social media wondering what it is we actually do?

If you answered yes then great you're in the right place

So who are we and how does this work ?

3 - Explain the 2 companies ..

Inteletravel and plannet marketing , Two independent companies that work exclusively together to create the perfect travel income producing platform

INTELETRAVEL
(explain)

You can join the company as an independent travel agent which allows you to save on your own travel bookings and earn money booking travel for other people through commissions

- Explain commissions and show an example of a booking and the commission included
(Ratehawk is a great example)
- Show how much people are giving away if they currently book themselves (10-20 percent of the cost of their holiday goes to someone)
- show that you can earn 70-80 percent of that commission back by being an agent

Now talk about Inteletravel as a company

points ---

we're 30 years old and came to the uk 5 years ago

We currently have 100,000 world wide agents and have sold over 3 billion pounds worth of holidays to date in the UK

We hold ATOL and ABTA and currently have 95 partners

Our back office incorporates [booking.com](https://www.booking.com) , expedia and [hotels.com](https://www.hotels.com) and then explain some partners too (feel free to show the back office)

While we're not a cheap holiday company we are very competitive in pricing
(show a price comparison) [booking.com](https://www.booking.com) v ratehawk is usually a good one

4 - So how can you benefit from being an agent ?

Here talk about how this works for you.

While we cant sell on discounts, explain that all businesses come with benefits ..

Airline staff get free flights

gym instructors free gym membership

If you work in zara you get 50 percent off clothes there

and us?

We get access to industry rates and incentives to travel when we book

show staff travel

explain supplier incentives (domes book a holiday get a free night stay for yourself)

5 - it gets better tho

How many of you have social media?

How many of you geotagged the hotel you last stayed in?

Mentioned that restaurant you ate at on date night last week?

Posted a pic of you in the car with your starbucks cup?

how many of you got paid for that?

Great so youre all unpaid influencers ... let's change that

6 - PLANNET MARKETING

So just having one income didn't seem enough so inteltravel decided to join forces with another company .. plannet marketing

The driving force was to give normal people the chance to live extraordinary lives

We all recommend things daily (refer to the above). We're human, if we like something we share it right?

Our company allows us to get paid for this .. great right ?

87 percent of companies worldwide have a refer a friend affiliate program and we're no different

everytime you share the business with a friend who would benefit the same way you are you get paid

explain simply

50 dollars a sign up

25 dollars price match

4 dollars whole team payout monthly

director bonuses monthly based on number of agents using the program

7 - WILLABLE INCOME

Explain ...

our business is willable to 4 people should anything happen to you ..

8 - This business changes lives

..and while we talk about income opportunities the goal is freedom right?

What does freedom look like to you?

For me it was options and choices ...

And the best bit theres zero risk

9 - TALK PRICING

£142 and £32 a month to be an agent only

£156 and £46 a month to create a life of freedom and residual income

anyone can do this

work around your job , family , commitments

full training is given (no experience needed)

no targets

no boss

no pyramid sales structure

your business on your time

24/7 support

online and live training available

zero risk

RECAP

2 companies

A travel franchise and an affiliate program

save on your own travel

earn by booking others travel

earn by sharing it with others

CLOSE

So right now you're either a yes / no or you'll have questions

if it's a no thank you for your time this evening and if you ever want to change your mind we're here

If you have questions we'll open the chat now

(10 min Q AND A) or if you would like a personal call to discuss more please let us know (3 way)

and if you're a yes you've made a great decision. Please reach out to the person who put you onto this call and we can get you saving and earning straight away

**AT THIS POINT CLOSE THE CALL BY THANKING EVERYONE THEN IMMEDIATELY REACH OUT TO EVERYONE WHO WAS ON THE CALL AND OFFER THEM A 3 WAY / FOLLOW UP CALL
IF THIS WAS A 3 WAY PROCEED TO ANSWERING ALL QUESTIONS AND BOOK IN SIGN UP TIME WHILE ON THE CALL WHERE POSSIBLE.**