

## What To Say Before a Presentation

What you say before the presentation is vital. When done properly, your guest will not have pressure on them before the presentation and will more likely look at the presentation with an open mind. It is vital that you memorize these 4 bullet points and don't forget them. Your goal is to be real with your prospect, let them know you're committed, and you just want to "show them" what you are so excited about.

1. **Tell them your Why**
2. **This "is Big"**
3. **You're "All In"**
4. **Use the Take Away**

Here are 2 separate samples of what this could be:

1. Hey John, we have been friends for a long time and as you know I have been overworked and stressed out for the last few years AND been missing out on my family and kids. I've made decent money, but never have any real time with my family, and so I have had my head on a swivel looking at different ideas that could make a difference for me. *That was an example* (you enter your own why)
2. So I've been looking around, and I found it. And this is big. I've teamed up with some of the most successful people I've ever met and they're having huge success in today's market place.
3. I want you to know that I've shifted all my focus on to this idea and have pushed all my chips in because this is my ticket out. I'm flat going to blow this thing up.
4. The reason I asked you to meet is I wanted to make sure you saw this idea right away. I didn't want you to find out six months from now, that I'm making all this extra money and I didn't let you, one of my best friends see what I'm doing. So I'm going to ask you to look at this cool video that will explain the whole idea and if you think it is something that can help you or a few people that you know than great, if not that's no big deal either.

-OR-

1. So John, you know that I've been in real estate for a long time now and I've made some really great money. The problem is that I've been working 8 days a week, and although the money was good, I never had time to spend with my family, kids, and friends. Plus the lending laws have changed and frankly it was always up to me to make things happen. I didn't have a system or team working for me. So I've been pretty open and was looking for other ways of making money, and John, I found it.
2. And this is Big. A friend of mine introduced me to some millionaires who introduced me to some other millionaires and they have created something so unique and fun to the market place.
3. I've shifted all my focus on this, and I am going for it. I've pushed all of my chips to the center of the table.
4. The thing is, I just wanted to get with you and show you this idea before I talk to everyone I know. I've made a huge list of contacts, some of them you may know too, and I'm going to share this with every one of them. Since you're one of my best friends, I just wanted to make sure you were one of the first ones to see it. I want you to know that I am not asking you what you think. I am not asking your opinion. I just want to share this with you before I share it with everyone else. If it's something that can help you or someone you know, great, if not, that's no big deal either.

**Note: Remember the verbiage is important, but the inflection, tonality, and pace of your voice is even more important. Practice and get comfortable with this; use your "why" and story. We suggest a relaxed intensity when communicating this message. If you are too hyper you will scare people away. You must have passion in your voice. People follow those with confidence and enthusiasm.**

**If done live, in person, make SURE you have your names list. Show it; Use it to show you're serious.**  
**What To Say After a Presentation – Using 3-Way Calling**

**Internet Presentation**

This 3-way follow up call should **not exceed 15 minutes**. Write down the time you start and must finish.

After your prospect has watched the video, call your 3<sup>rd</sup> party expert first. Once your 3<sup>rd</sup> party expert is on the phone then call your prospect/friend to 3-way them in. When your friend/prospect answers the phone you say:

*Hey (prospect), did you get a chance to finish watching the video?*

If No, get them to finish watching it & call back. Don't continue. If Yes:

*Great, (prospect) well I'm sure you can see now why I'm so excited. But (prospect), let me share with you the best thing about what I'm doing. Everything we do here, we simply follow a SYSTEM. In other words, me asking you to watch this video is the 1<sup>st</sup> part of the system, the 2<sup>nd</sup> part of the system is letting you hear a quick 30-second story from one of my friends I'm working with. Then if you have any questions, and this is the best part, I don't have to answer anything, my friend and now business partner is here to help me if you have any questions. (Prospect), let me tell you just a little bit about who (3<sup>rd</sup> party expert) is...*

Now edify your 3<sup>rd</sup> party expert by saying 4-5 positive attributes, accomplishments, and successes about them first, then say 2-3 things about your friend or guest second. Make sure you edify your 3<sup>rd</sup> party expert more you're your prospect/friend.

*So (3<sup>rd</sup> party expert), I know how busy you are. If you wouldn't mind, will you please share your 30-second story and then answer any questions (prospect) might have?*

**3<sup>rd</sup> Party Expert Script Starts Here** - Your prospect may not have any questions which is fine since your 3<sup>rd</sup> party expert wants to control the conversation which flows like below:

*Hello (Prospect), very nice to meet you. I sincerely appreciate you taking a few minutes to watch the video. Hey (prospect), I don't know how far you and (friend's name) go back with your relationship, for all I know you've seen (him/her) with a lamp shade on (his/her) head. Well let me tell you about (friend's name) since I started working with him/her in the business idea. (Friend's name) is one of the most laser focused people I've had an opportunity to work with, (he/she) told me they are going to share this idea with everyone they know but they wanted YOU to be one of the very first people to see this idea, because if you by chance decided to join our team, you could benefit tremendously from a lot of the people were going to bring on the team right after you. Just understand, anyone we bring on your team right after you, could benefit you financially for the rest of your life. But real quick, let me share my 30-second story with you....*

3<sup>rd</sup> party expert tells their quick 30-second story. (State previous occupation, what was your obstacle, what WorldVentures has done positive in your life) **DO NOT TALK ABOUT NON-RELEVANT STUFF!!! If you want to add. (Prospect) The main reason myself as well as tons of other people are jumping all over this is real simple, this is one of the few companies I'm ever seen where no one is being asked to Switch anything or take something they didn't know they needed to their friend showed up. In other words, switch electricity, switch your phone, switch your cosmetics, switch your nutrition or here take this drink or vitamin, I know you didn't need it till I showed up but I think you need it. Frankly I could never do that to my friends, but (Prospect), if you had a friend who wanted to go to Cancun or Las Vegas and you**

showed them how to go for less, this company will pay you money for that. If your friend likes to go out to eat once or twice a week and you show them how to save money when they dine out, this company will pay you money for that as well. When I understood this Membership value proposition, I could not ignore it. I knew this idea, just like Costco and Sam's, was going to be big but this time you and I can get paid for that instead of just the CEO of a big company. This is your opportunity (prospect) to create Residual Income every month for you and your family for years and years to come. This company is going to have 10's of millions of customers just like Costco has 57 million members and Sam's has 49 million members, with WV we only have approximately 100,000 members and were hearing about this before it explodes into the millions. Those who position themselves and begin sharing this membership have the potential to create serious long term wealth.

After the 3<sup>rd</sup> party expert testimonial, the expert should ask these questions to prospect:

*Do you mind if I ask you a few questions real quick?*

*Do you think you might know a few people out there who would love to know they can take a \$300-\$400 cruise for only \$69.00?*

*Do you think you might know a few people that are a little dissatisfied with their current financial situation, maybe there not making the kind of money they want to, maybe their working to many hours or don't really care for their job or their boss. Do you think you might know a few people like that?*

*Here's my last question and I think it's the most important one. If you're at all thinking about doing this with us, and you're wondering how you'd go about doing this or could you do this, I want you to simply answer this question?*

*Could you do what (friend's name) just did with you today... could you ask a friend to look at some information like this; then get someone like me on the phone to answer any questions they might have?*

*Great, well welcome to the team! You, Me, and (friend's name) can't be the only ones who think a \$69 Cruise is a great idea, are you ready to get started?*

**Now be quiet! Do NOT say anything until they answer.**

YES, sign them up. NO, refer them to your travel site to compare prices the next time they book any travel.

If QUESTIONS, answer a couple of them but make sure to take back control by asking them more questions depending on their color personality. (Red, Blue, Yellow & Green) The best question you can ask them next is:

*What did you like best about what you just saw? Was it the fun and the vacations, or the money and the residual income?*

**If they say vacations:**

*Great, me too! Where do you want to go? Where else? Anywhere else?  
(optional) Where has your spouse always wanted to go? Where have your kids always wanted to go?*

*Nice! We go to all those places for wholesale.  
So what address do you want your DreamTrips membership card mailed to?*

**If they say the money:**

*Awesome, me too! If you did something like this, how much extra money per month would you need*

*to make for this to be worth your time... and be realistic with me... don't just say 10,000 a month, even though that's definitely achievable...*

*How much money on a part time basis would you like to be making per month in the next 6 months?*

*What would you do with that extra money each month?*

*Doing what you're currently doing, how long would it take you to make that extra \_\_\_\_\_ per month?*

*Do you even have a shot at making residual income like that in the next few years?*

*So if I could show you how to make \_\_\_\_\_ extra per month in the next 4-6 months doing this part time, would that interest you?*

*Listen (prospect), we have a program where you can make \$12,000 over the next 3 months. If you want to go after that, I'll personally lock arms with you today and help you try to achieve that.*

*Are you ready to get started? (It's always best if you ask your friend/prospect; not the expert)*

**Now be quiet! Do NOT say anything until they answer.**

Live Presentation

After the presentation, simply say:

*That was awesome! Are you ready to get started?*

**Now be quiet! Do NOT say anything until they answer.**

YES, sign them up. NO, say:

*No problem, would you at least compare my travel website the next time you go to book travel of any kind? If my price is better will you book from me? It's the same airline, same hotel, same rental car, etc. Awesome, I'll send you my travel website, just save it as a favorite and compare prices in the future. Anyway, I've got to run. I'm showing another person in a few minutes, thanks again for your time. I'll talk to you soon or I'll see you at (whatever event or place you normally see them).*

ANY QUESTIONS:

If 1-on-1, ask your prospect to hold on a second, have your 3rd party expert on speed dial, call them and say:

To 3<sup>rd</sup> Party Expert - *Hey (3<sup>rd</sup> party expert), do you have just a second? Great, thank you! I know how busy you are. I'm sitting here with a friend, (friend's name), if you wouldn't mind, would you just share your 30-second story with them? I think they will relate very well with your story, and after that, if they have any questions will you answer them for me?*

To Prospect - *Awesome, (friend's name) you know what I love so much about this business, everything is so SYSTEM DRIVEN, me asking you to watch this video or see this presentation is part of the system, the other part of the system I like so much is, I don't even have to answer any questions, I just get one of my friends and now business partners to do that for me. I feel so fortunate to be working with my (3<sup>rd</sup> party expert).*

Begin edification process. Always, edify your 3rd party expert above your prospect. Once you've done that say:

*Hey (3<sup>rd</sup> party expert), will you share your 30-second story with (friend's name)? Great!*

Then hand the phone to your prospect. Refer to above 3rd Party Expert Script if you're the 3<sup>rd</sup> party expert.

If you're with your prospect and they still don't say yes, simply say:

*I'm a very visual person. Let me very quickly show you what I saw that made this make so much since.*

Either draw out the binary on paper or show them a screen shot of your binary, show them where they would go, pull out your list of names and begin to edify your list! Be specific with names on your list. Edify. Make sure your prospect clearly understands that 1) You have a long names list; 2) Your giving them a shot to secure a position and that a lot of the people your sharing it with after them could be on their team and they could benefit tremendously; 3) You are serious and moving fast on this. Urgency.

*So (prospect), the reason I brought this to you now, like I said before we started, is I didn't want you to be mad at me 6 months from now when I'm making all this extra money on this side business and I didn't at least give you a shot to override all this volume.*

*(Prospect), are you ready to get started?*

**Now be quiet! Do NOT say anything until they answer.**