

How to Host a Travel Party

The purpose to having a Travel party is to let your friends/family/neighbors/Co-workers know that you own a Travel Agency and to show them how to save money on their travel.

If you had paid \$45,000.00 to buy your Travel agency, how big would your Grand Opening be? Just because you only paid \$449 doesn't mean you should treat it any different!

1. **Set up a time** with your Power team leading or Sponsor to come do a presentation for your Travel Party.
2. **Email** and/or call all your family/friends/neighbors/co-workers to let them know about your new Travel business, let them feel your excitement! You can ask them to bring an item; Coke, chips, dip etc. just to lock them in to coming.
3. **Purchase** the Party Pak from your back office. This contains examples of vacation packages, brochures to give out and the 3 day/2 night free certificates you can give to your guests.
4. **Set out** some snacks, cookies, peanuts, cheese & crackers. Have a small selection of beverages, water, juice, soda, coffee. Non-alcoholic beverages are best until after the presentation.
5. **You'll want to** have some vacation music playing & some nice vacation type pictures (you can get these at the Dollar Store at times) hanging around or sitting on tables along with the Success from Home magazine. Have a fun festive theme and get creative. Include some fun music; Hawaiian, Fiesta, Luau etc.. **HAVE FUN!!!**
6. **Be sure your** TV/viewing area will accommodate your guests and everyone can see and hear the presenter. Have some of your own family Vacation pictures scrolling for your guests to see. Have pens and paper for people to take notes.
7. **Make sure** all animals, children & phones are put in their place to not distract from the presentation.
8. **Invite people** to arrive 30 minutes before the presentation is to start, as most people are usually late.
9. **Tell them** about the free Mini Vacation that they will receive for just coming to hear about your new business. (Additional travel vouchers are available through your back office, or contact your Power team leader.)
10. **Tell them to ALWAYS** a bring friend/s with them. This increases your chances of showing this to more people. Remember, that's all this is, just exposure. How many people can you expose this week or month.
11. **Make sure you have** a few different Travel Party dates set up. Not everyone can make one certain date. Before getting off the phone, have them booked into one of your party dates.
12. **Hand out the Travel Survey** and have all your guests fill it out to receive their Free Mini Vacation. This is found under www.leaderscrossing.com - Building tools.
13. **Starting the Presentation** - Ask them, "If money and time were no object, where would you go on your dream vacation?" Share your dream vacation destinations as well, and get the video or presentation started.
14. **Closing the Presentation** - When you finish....begin with telling your guests: 'We find that people usually fit into one of four categories when they watch this presentation:
 - a. They love the vacation and travel perks
 - b. They want to save money on their taxes
 - c. They are interested in making some extra income
 - d. Or: they are interested in all three of these benefits"

Get them talking about what they liked about the presentation and answer any questions they may have.

Congratulations on a successful Travel Party!!!!