



## The YTB \$6,000 Guarantee

Sign the YTB IMR "Success From Home" Distribution Agreement

- The Agreement is located in your YTB Back Office

Purchase "Success From Home" Magazines in your YTB Back Office

- Magazine prices are as follows:
  - Autoship program (Includes FREE shipping and handling)
    - 25 (or more) Magazines shipped on the 3<sup>rd</sup> of each month
    - \$99.00 (per 25 magazines) will be charged to your credit card
  - 25 Magazines - \$116.00 (includes shipping and handling)
  - 50 Magazines - \$226.00 (includes shipping and handling)
  - 75 Magazines - \$333.50 (includes shipping and handling)
  - 100 Magazines - \$396.00 (includes shipping and handling)
- A total of 300 Magazines must be purchased through your YTB Back Office in order to qualify for the \$6,000 Guarantee.

Complete 12 Qualifying Months in a 2 year period

- A Qualifying Month occurs when you hand out 25 Magazines in a calendar month
  - Your first Qualifying Month is considered complete when you record the 25<sup>th</sup> prospect in your YTB Back Office
    - The calendar month this occurs in is considered the Qualifying Month
    - There is no time limit for your First Qualifying Month.
  - You then have 23 months to complete the remaining 11 Qualifying Months
- You must record the prospect's information in the YTB Contact Management System
  - Name
  - Phone Number
  - E-mail Address (Mailing Address if they don't have an E-mail address)
  - Follow up Appointment Date
- You must follow up on all 25 prospects
  - Update their status in your YTB Back Office until your Prospect either agrees to join YTB or tells you they are not interested
  - The Follow up does not have to occur in the same month the Magazine was handed out, but the Follow up must be documented in your YTB Back Office

Upon completion of 12 Qualifying Months

- Rep and RTA earnings (if participant is also an RTA) will be totaled
- If total earnings during the qualification period are less than \$6,000
  - YTB will subtract your total earnings from \$6,000 and write the Participant a check for the difference

# Getting Started

Develop your prospect list

- Start with everyone you know
- Use the YTB Memory Jogger to help complete your prospect list
  - A download of the Memory Jogger is available in your YTB Back Office

When handing out the Magazine, FOLLOW THE SCRIPT

- This is a Step-by-Step guide of exactly what to say and do
- Included in the “Your Travel Biz Guarantees Your Success” brochure
  - Also available for download in your YTB Back Office

Record the prospect's contact information and follow up appointment date in the YTB Contact Management System in your Back Office

- You should update your Contact Management System on a daily basis
  - New prospect information for those to whom you gave a Magazine
  - Status of prospects you followed up with that day

Follow up with your prospects at the agreed time

- Follow the Script included in the “Your Travel Biz Guarantees Your Success” brochure (also available for download in your YTB Back Office)
- When they say they are interested in learning more
  - Follow the **Personal Action Plan** developed with your PowerTeam Leader
- Update the Status in your Back Office to one of the following
  - Signed Up
  - Rescheduled Follow up
    - Include new date
  - Wants more information
  - Not Interested

## Frequently Asked Questions

Do I have to become an RTA to qualify for the \$6,000 Guarantee Program?

- NO. You must be an Independent Marketing Representative (REP) with YTB
- While it is advantageous to have your personal Travel Agency, no purchase is required to participate in the \$6,000 Guarantee program.

Does YTB require any training for participation?

- YES. Within the first 90 days, all \$6,000 Guarantee Program participants (excludes current Certified RTAs) must register online and attend an RTA Certification class
- RTA Certification classes are open to RTAs, Reps and prospective RTAs and/or Reps
- There is a \$149 fee to become a Certified RTA.

However, anyone may attend the RTA Certification Course free of charge

When do my prospects have to be entered into the Contact Management System to count?

- Prospects must be entered by Midnight Central Time on the last day of the month

What is a Qualifying Month?

- Any calendar month in which you hand out 25 Magazines
- The Prospects must be registered in your Contact Management System

Can I hand out more than 25 Magazines during a month?

- Yes you can. But the extra hand outs do not carry forward or count for future months

What is a Personal Action Plan?

- The plan developed with your PowerTeam Leader for prospects who say they want more information about YTB
- Here are some examples
  - 3-way call with PowerTeam Leader
  - Invite to Grand Opening Travel Party
  - One-on one appointment
  - Conference Call
  - Local Meeting

Will anyone contact my prospects for me?

- You will be the primary contact person for your prospects
- YTB will send an e-mail reminder of your follow up appointment to all your prospects who have e-mail
- YTB will randomly contact prospects on behalf of \$6,000 Guarantee Program Participants
- Your PowerTeam Leader may also make follow up contact on your behalf

Do Magazines purchased from my Sponsor or my Upline count?

- Up to 25 Magazines may be purchased this way.
  - The prospects must still be entered into your Contact Management System
  - Additional Magazines must be purchased through your YTB Back Office

What happens if I hand out fewer than 25 Magazines during a calendar month?

- You still earn commissions from the sale of Travel Agencies to any of your prospects
  - Less than 25 prospects recorded in your Contact Management System during any calendar month will not be considered a Qualifying Month

#### **REMEMBER THIS**

- You don't have complete 12 consecutive months to qualify for the \$6,000 Guarantee
  - You need a TOTAL of 25 prospects per Qualifying Month
  - You must have 12 total Qualifying Months within a 24 month period