



Travel Party Planner

Welcome to the team

We are thrilled to have you join us and excited to help you launch your marketing business. Whether you want to be an Independent Travel Agent (ITA) with Intele Travel or build a global team, you're in the right spot. **Remember, to grow your business, you must promote it! Hosting a Travel/Destination Party is a great way to do this.**

What is a Travel Party / Destination Party / PBR

It's a fun event at home, a clubhouse, or a restaurant where you can invite friends, family, and colleagues to celebrate your new travel business and learn more about it. Prepare light refreshments and possibly some games or prizes, **but mainly focus on a 30-45 minute business presentation.** The outcome will be a win-win-win. After seeing what you do, your guest will decide to become a part, decide to become your client, or give you referrals.

Schedule your travel party / PBR / Launch

It's essential to get your travel party scheduled. Coordinate with your leader to set the date for your grand opening, and then **work with your Gold Builder to arrange your travel party.** For the in-person event, choose a suitable date and time to host and invite your guests. Consider holding it at your clubhouse or a restaurant where you can gather friends, family, and colleagues to celebrate your new travel business and share more information about it.

For those who can't attend your Private Business Reception in person or who live outside your city, consider leveraging technology by hosting your travel party online via Zoom. This way, you can deliver your presentation, and attendees can participate from the comfort of their own homes.

Create Your Guest List:

Think of who you would invite to a significant celebration. This is your "VIP Guest List." Consider people who love to travel or are looking for

- Extra income
- Stay-at-home Parents / single parents
- College Student
- Has a part-time Job (Drives Uber, Uber Eats)
- Tax breaks.
- Take care of loved ones
- Retired
- Desire to travel
- Military Spouses
- Have children in AAU or Extra Circular Activities
- Involved in Ministry or nonprofit organizations that need finances

[Use our memory jogger](#) to remember anyone you might have overlooked.

Once you have made your VIP list, share it with your sponsor or success coach for support and to confirm attendance. **Send me a copy**

Inviting Guests:

- Set aside designated time to call your list.
- Be excited and share your story about why you joined, or share the story of someone else within the business who is experiencing success.
- **Understand that Excitement is contagious**
People don't have to understand but if they see that you are excited, they will be intrigued
- Use an inviting formula: (See Invite Document)
Show value and express urgency.
- Keep a list of guests who confirm their attendance. (Send the confirmed list to your Success Coach 48 hrs ahead of the event)

Your Mindset Matters:

You're inviting people you know, people with whom you have a relationship with. Double down on their support is important to you. Encourage them to attend, and emphasize strongly as a friend you expect their support. that it's not just a want; it's a need for support. **Provide examples to make your invitations personal and heartfelt.**

Pre-Expose Your Guests:

Once guests confirm, send them relevant videos or links to help them learn about your business ahead of time.

- Rep Piq interest
- ITA Piq Interest
- Rep Overview
- ITA Overview

Use your PlanNet Marketing mobile app to track if they engage with the materials. Put them in as a lead (Watch) www.MaximizingMyMobileApp.com

Swift and Sort: Interested from noninterested:

Let's say you had someone who told you they would come, but after seeing the Pique Interest video, that let you know they are not interested, Don't be alarmed, that's okay! Focus on inviting those who are. Ask them if they will support you when booking travel in the future, especially if you can match prices. Qualify your guests beforehand to ensure they are genuinely interested. Pre-qualification is crucial to your success; you want them eager to engage at your event.

More Guests Equals More Success:

Aim to invite more people than you expect will attend. Typically, if you invite 10, you can expect about 3 to show up. Treat this as a numbers game, but remember to respect each individual as more than just a number. Don't put the pressure on people, put the pressure on the numbers - simply invite more people. Understand that you can't beat the numbers, but the numbers can't beat you.

Understand the Numbers

For your travel party, invite at least three times the number of attendees you want. This approach ensures a good turnout and creates a lively atmosphere at your party. Understand the numbers, everyone you speak to will not be available. You can't beat the numbers, but the numbers can't beat you. Invite enough people if you want to have **10 guests show up - you need to invite 30 people**

Support and Leadership:

Show your guests the importance of the event by mentioning that experienced leaders will attend to support you. This creates excitement and credibility.

Send flyer only after they have personally confirmed:

Share the address of your event with your sponsor, and they will provide you with a flyer. Keep in mind that the flyer is not the actual invitation. After you've extended the invitation and received their confirmation, be sure to send them the formal invitation as a reminder, including the location and address.

Final Preparations:

- Complete your guest list and send your confirmed list to your success coach to help confirm attendees.
- Use the tools available to pique interest among prospective guests.
- Keep your hosting leader updated on expected attendance as the event approaches.

We are excited about your Grand Opening and look forward to a successful Travel/Destination Party! Let's make it a memorable event together!

Meeting Preparation Checklist

PlanNet Marketing Presentation: - Download your presentation from your PlanNet Marketing back office.

Connect your computer to the television using an HDMI cable to ensure a proper connection.

- (If you need help with connecting a Laptop or tablet to the Television) Contact your success coach ahead of time for assistance with this setup.

The Presentation should last **no more than 45 minutes** - this will not be a long presentation so ask your guest for 1hr of their time. If you say the time is 6:30 you will start at 7:00 pm

- If your success coach or director isn't available still proceed with the travel party, and be prepared to play the video presentations - **The Big Picture Picture** and Testimonies

Refreshments:

The Food isn't designed to be the star. No heavy foods (that the aroma distracts the guest from the information)

- Lite refreshments will be provided, including:
- Chips and dip
- Bottled water
- Veggie tray
- Fruit tray
- Finger foods

Remember, this is not a full-course meal, but light snacks to create an inviting atmosphere!

Dress

- Business casual - Slacks and polo shirt - be presentable - you don't have to have on a suit or dress, but be professional and be ready to do business
- When the meeting starts, please sit front and center taking copious notes

Music

Enjoy light tropical music to set the mood! Use Pandora to download the "Hidden Beach" station, which offers a mix of relaxing jazz and hip hop vibes.

Remove Distractions

- If you have Pets - Put them up for the event
- If you have young children ask someone to watch them (kids are kids) you don't want them to be a distraction