



CruiseMasters **Handbook**



For your convenience, you can use this handbook even when you are offline.

About This Handbook

Welcome to the CruiseMasters' Team.

This handbook is divided into **FOUR** sections:

- 1:** Introduction
- 2:** Important Information - links, dates & times
- 3:** Your Team Captains
- 4:** The Cruise Party Video



INTRODUCTION

We provide our CruiseMasters team members with a highly automated marketing system that requires zero personal selling.

Our "primary" presentation is 7 minutes long and is located at <https://TheCruiseParty.com>

The Cruise Party presentation ONLY presents the value of Cruise Club Membership.

Once a week, we host a "live" webinar where we present the membership and opportunity.

We have a simple step-by-step system for you to use when inviting your contacts to The Cruise Party presentation. This system requires minimal time. Full details are provided later in this Handbook.

IMPORTANT INFORMATION

TEAM TRAINING WEBSITE:

Cruise-Masters.com

THE CRUISE PARTY VIDEO:

TheCruiseParty.com

Opportunity Presentation - 9:00 PM EST Tuesdays

LastBiz.com

Replay of the previous weeks opportunity presentation

TeamUpdateReplay.com



MEET THE TEAM CAPTAINS



KELLY & LINDA REESE

813-909-3989 kr@ffsi.com

Team Captain/Founder/Administrator - Chartered Financial Consultant, Ex Pro Golfer, Married 53 Years, Almost 50 Cruises - 10 With inCruises, Navy 8 Years, Network Marketing 44 Years, Multi-Million Dollar Producer, Top Earner 3 Companies



RANDALL & BETSY BURT

406-661-3800 MST randall@randallburt.com

Team Captain/Administrator - Real Estate Broker, Real Estate Home Builder, Married 42 Years, 24 Years of Cruising, Cancer Survivor, Certified Health Coach, Network Marketing 35 Years - Multi-Million Dollar Producer - Top Earner 3 Companies



DAVID & CRYSTIE LEE

706-206-1749 EST c130dave@gmail.com

Team Captain - Career Air Force (retired), Food & Travel Lover, Married 10 Years, Six Total Cruises - 3 With InCruises, Got Married On A Cruise, Network Marketing 30 Years, Multi-Million Dollar Producer - Top Earner 2 Companies



JON & PATHRECY BAUTSCH

928-607-8109 AZ Time JonCruises@gmail.com

Team Captain - 34+ Years In Grocery Business (retired), Married 20+ Years, 10 Total Cruises, 5 With InCruises, We Love To Cruise, Network Marketing 20+ Years, Multi-Million Dollar Producer



CODY & MARTY RAMSEY

928-925-9004 AZ Time Cody@AZAircraft.com

Team Captain - Aircraft Dealer - Pilot, 5 Cruises So Far - Network Marketing 30 Years - Multi-Million Dollar Producer, Reason To Join The CruiseMasters Team: Best Way To Ensure Your Success..... Period!

Cruise Party Overview

OVERVIEW: Your prospects will learn how to slash their cost for cruising by as much as 50% less than the lowest advertised prices.

Six Simple System Steps:

1: Right click on this Handbook PDF file icon and choose "open with" and select your favorite Internet browser, such as Chrome, Firefox or Safari.

1B: Copy and paste both the email and text versions of all four messages into a word document or text file.

2. For each text and email, you replace the placeholders for your information with your actual contact information. Then you will be ready to simply copy and paste. The only additional editing you will have to do each time is add your contacts first name before sending.

3. Send Message #1 text /email to your contacts.

4: Send Message #2 text / email to those that accept

5: Send Message #3 text / email within 24 hours of Message #2.

6: Send Message #4 TEXT ONLY about 10 minutes before calling.

7: Within 24 hours of sending Message #3, call your prospect to answer questions, get their feedback and to close them.

1: Invitation for NEW contacts

TEXT VERSION

Hi [first name]. This is [first and last name]. Someone shared with us how to lower the cost of our cruises by as much as 50% less than the lowest advertised prices. We are saving so much we decided to pass it on to others. If you could possibly benefit, reply yes and I'll text you the details in a 7-minute Video. Kind regards, [your first name].

ONLY USE EMAIL IF YOU DON'T HAVE PHONE NUMBER!

SUBJECT: Hi [first name], can you use this?

Hi [first name]. This is [first and last name].

Someone shared with us how to lower the cost of our cruises by as much as 50% less than the lowest advertised prices. We are saving so much we decided to pass it on to others.

If you could possibly benefit, reply "yes" and I'll send you the details in a 7-minute video.

Kind regards,

[your full name]

[Your Phone#] Call or Text

Lowest Cost Cruising - Guaranteed!

2: Cruise Party Link

TEXT VERSION

Hi [first name]. Here is the video link: <https://TheCruiseParty.com> I believe you will like this as much as we do. Looking forward to your feedback. Kind regards, [your first name].

ONLY USE EMAIL IF YOU DON'T HAVE PHONE NUMBER!

SUBJECT: Hi [first name], here is the video.

Hi [first name],

Here is the video link: <https://TheCruiseParty.com>

I believe you will like this as much as we do. Looking forward to your feedback.

Kind regards,

[your full name]

[Your Phone#] Call or Text

3: 14-Day Risk-Free Trial

TEXT VERSION

Hi [first name]. Hope you enjoyed the Cruise Party video. If you are ready for your 14-day risk-free trial membership, click here to get started. [https://\[yourlink\].incruises.com/signup](https://[yourlink].incruises.com/signup). I will reach out soon to answer your questions and to get your feedback. Kind regards,
[Your First Name]

ONLY USE EMAIL IF YOU DON'T HAVE PHONE NUMBER!

Subject Line: [first name], hope you enjoyed the Cruise Party video

Hi [first name]. Hope you enjoyed the Cruise Party video.

If you are ready for your 14-day risk-free trial membership, click here to get started. [https://\[yourlink\].incruises.com/signup](https://[yourlink].incruises.com/signup).

I will reach out soon to answer your questions and to get your feedback.

Kind regards,

[Your name] - [your number] Call / Text.

4: Call Warning Text

Hi [first name]. This is [your name]. I will be calling in a few minutes to answer any questions and would appreciate your feedback. Please let me know if another time would be more convenient for you. [your first name]. P.S. This is NOT a sales call.

The Scale of 1 to 10 Close

[first name], if you don't have any more questions would it be OK if I asked you a question?

On a scale of 1 to 10 how would you rate your interest level in joining me in inCruises today?

If their answer is less than 7, thank them for their time and say goodbye.

If their answer is a 7 or 8, say, "Great. What do I need to do to get you to a 9 or 10, because I believe you will really love this." Simply answer any expressed concerns.

If their answer is a 9 or 10, say, "Wonderful. It will take less than 5 minutes to get you setup for your 14-day risk-free trial. I'll be happy to stay on the phone with you in case you have a question."