

# PARTNERS

## *Quick Start Guide*

Sound principles for building a large and healthy team by starting new Partners off very quickly.

# YOUR QUICK START PROGRAM

**In this new program, the Captains are known as Company Directors.**

**Send your contacts to <https://TheCruiseParty.com> in Text #2**

**PRINCIPLE #1:** You have been chosen for this special program, because you agreed to everything in Principle #2 below.

**PRINCIPLE #2:** Starting fast in your 1st week is critical.

You committed to send TEXT #1 to your TOP TEN contacts in one week.

You committed to immediately send Text 2 to all YES replies to Text #1.

You also committed to being on each 3-way call that your Captain sets up with your contacts.

Your Captain will handle all aspects of your 3-Way Calls with your prospects, including sending out Text #3 for you.

# TEXT #1 – COULD YOU BENEFIT?

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].



# TEXT #2 – THE VIDEO LINK

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].

## TEXT #3 – 10-MINUTE WARNING

Hi [first name]. Thank You for viewing the Cruise Party video. This is [Director's full name], a Company Director. I will be calling in a few minutes from [Director's phone #], with [Partner's full name] on the line. I will 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.

# STEP-BY-STEP

**Your Step 1:** Send Text #1, in one week, to Top (10) prospects

**Your Step 2:** Send Text #2 immediately to all YES responses.

**Your Step 3:** Provide contact name and number plus how you know the contact and your inCruises signup link to your Captain when you send Text #2.

**Captain Step 1:** Arrange a time with you for the 3/way call, preferably the next day.

**Captain Step 2:** Will call you at the agreed upon time and will send Text #3 to your contact while you are on the line.

**Captain Step 3:** Your Captain will wait 10 minutes to make the 3/way call. The Captain will handle the entire call, including leaving a voicemail message if there is no answer.