

The think**BIG** Team **Business Plan & Success System**

Building Your Foundation
For A Strong Financial Future

Revised: 11/14/2023



Welcome To The think**BIG** Team

Congratulations!

On behalf of The think**BIG** Team's Leadership and every single partner within the organization, we welcome you to The think**BIG** Team family. We are excited that you have chosen to join us in this life-changing opportunity as you lay the foundation for your own personal success story.

Our experience in this industry as well as this business has allowed us to create a simple, easily duplicated training and business system designed to provide you with all the insights, tools, and techniques necessary to help you build a successful business as quickly and easily as possible. In fact, the Success System that you have your hands on, contains all the information necessary to start you out quickly as you begin your journey to Financial Freedom.

More importantly, this business plan is just one part of the training and unsurpassed support that you will find available to you through The think**BIG** Team.

We wish you much success!

Sincerely,

The think**BIG** Leadership Team

YOUR START DATE:

____ / ____ / ____

YOUR INTELETRAVEL ID:

YOUR WEBSITE: [http://www.plannetmarketing.com/\[UsernameYouCreated\]](http://www.plannetmarketing.com/[UsernameYouCreated])

Stay Close To A Campfire!

The Benefits Of A Campfire

- 1) For Light
- 2) For Warmth
- 3) For Cooking
- 4) For Social Interaction
- 5) For A Sense Of Security
- 6) As A Beacon
- 7) As A Predator Deterrent



Stay Close To Your Campfire!

**Stay Close To Your
Business Campfire**

1) Our Team Facebook Page

2) Our Team Portal

3) Stay Connected To Your Partners

**Click On The Following Link
To Enroll In The Team Portal:**

<http://www.JoinTTBTeam.com>

TABLE OF CONTENTS

1. Your Virtual Office – Become familiar with your V.O.
2. Your First Goals – Bronze Builder within 1 week, Silver Builder within 2 Weeks and Gold Builder in 4 weeks!
3. Acquire Your Customers – And create some travel income!
4. Make Your List – Your business' foundation.
5. Build Your Team – Learn the recruitment process.
6. Business Opportunity Meetings And Trainings – Plug in!
7. Important Information – Numbers, Emails And Websites.

Remember... **Duplication Is The Key!**

"We want a lot of people doing the
SAME THING over a **LONG** period of time!"

Become Familiar With Your V.O.

1. Log into your V.O. at: <https://www.PlanNetMarketing.com> Click "Login", at the top right of the website, then enter your Username and the Password that you created in the form.
2. Once logged into your Virtual Office, go to "Account Profile" and make sure that all your personal information is correct. ("Business Site" is where you can change your Username if you wish to.)
3. Your other Virtual Office for IntelTravel is located at: <https://www.IntelTravel.com>. Your PIN and Password will be emailed to you when you get started. "Everything related to travel agents will be in this V.O. "IntelTravel University" will prepare you to become a certified travel agent.
4. Become familiar with all the features that are available to you within both V.O.'s! There is great information for your new business within both of your personal Virtual Offices.

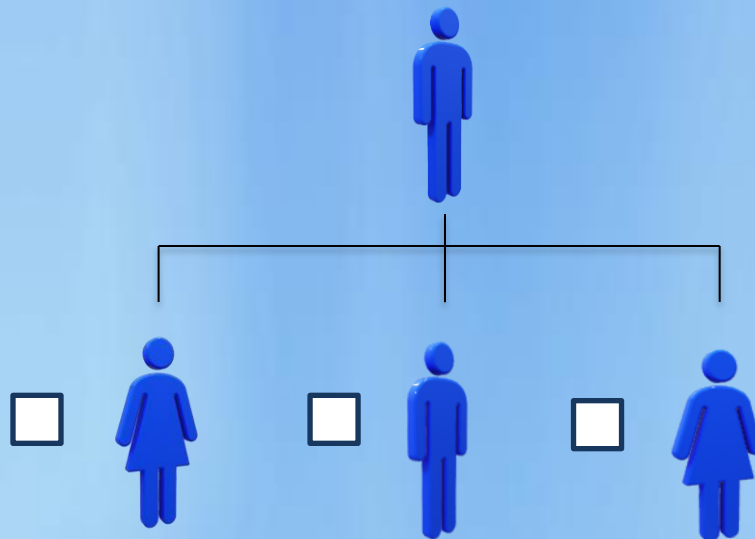
Leaders will "**MAKE**" things happen and followers will "**WAIT FOR OTHERS**" to make things to happen!

Your First Goal:

1) Become A Bronze Builder In 1 Week

WHY – First and foremost, you will create a story that will become your testimony for years to come (“I went Bronze Builder in just 2 days!”). Second, you will set the example for your future business partners to follow. Third, you will be three fourths of the way back to recovering your initial investment that you got started with. (**\$150.00**)

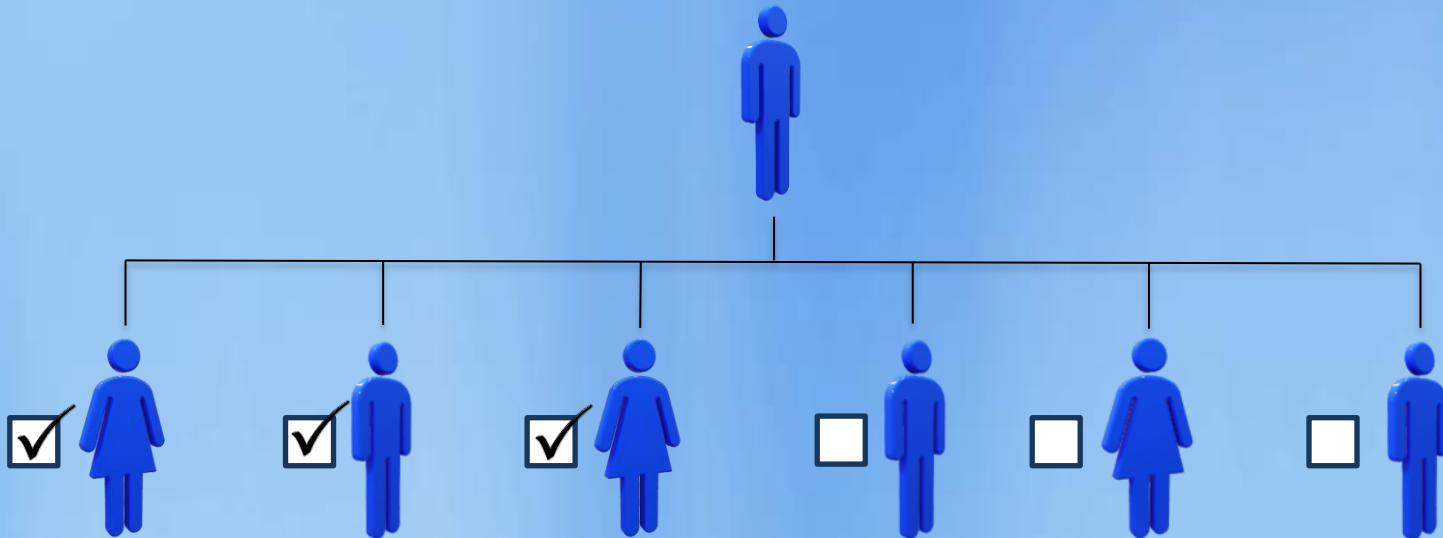
How – Get your first three partners immediately!



Your Second Goal:

2) Now Become A Silver Builder In Two Weeks

HOW – Get three more partners, for a total of 6 partners.



CONGRATULATIONS!

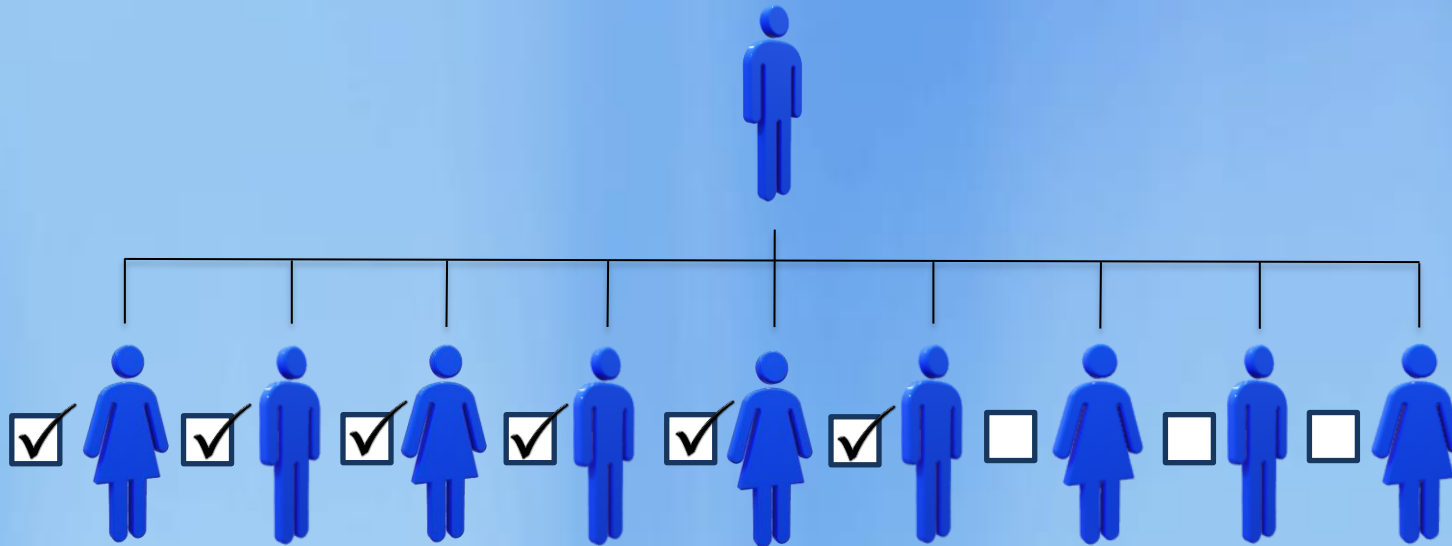
YOU HAVE EARNED, AT MINIMUM, \$300 IN YOUR NEW BUSINESS

You've earned **\$150.00** at Bronze Builder and **\$150.00** at Silver Builder. There is no time limit on these payouts. But why wait? There is even more bonus money available than shown here, with the think**BIG** Team Promos.

Your Next Goal:

3) Now Become A Gold Builder In Four Weeks

HOW – Get three more partners, for a total of 9 partners.



CONGRATULATIONS!

YOU HAVE EARNED, AT MINIMUM, \$450 IN YOUR NEW BUSINESS

You've earned **\$150.00** at Bronze Builder, **\$150.00** at Silver Builder, And **\$150.00** at Gold Builder. There is no time limit on these payouts. But why wait? There is even more bonus money available than shown here, with the think**BIG** Team Promos.

The definition of **DUPLICATION**: What you will learn to do, with this Business Plan, you must now immediately be able to teach it to your new partners (with or without the help of your enroller). Whether your new partner lives across the street, across town, across the country, or across the **WORLD**!

How To Acquire A Few Customers

Many customers will come from business exposures

If a person is **NOT** interested in the business or just needs more time to get started, enroll them as a customer immediately! (You should always approach a person to become a business partner **FIRST!**)

Sample Customer Acquisition Script:

"Well, although you're not interested in getting started in the business, I'm sure you would agree that **EVERY DAY** is a **GOOD DAY** to save some money." Wait for their response. "So, would you be willing to support my new business by booking your next getaway with me?"

Complete the steps on the next page, to register your potential travel customers and to start to earn travel agent commissions!

How To Create Travel Income

Step 1) Goal: Get at least 5 potential "genuine" customers (these customers do not include yourself) to visit your travel website at: [https://\[UsernameYouCreated\].inteletravel.com](https://[UsernameYouCreated].inteletravel.com). For the potential prospects that are not interested in starting their very own business, or they need more time to get started, at least get them to say "**YES**" to becoming your travel customer.

Step 2) Now, just share your personalized IntelTravel website ([UsernameYouCreated].inteletravel.com) with your prospect and walk them through **registering** to your website. Now, when they book travel on your website, you will begin earning travel income.

Step 3) Now share your travel website everywhere that you can post a link; on social media, on your email signature, in text messages to your friends and family. Other ways that are not as highly effective, but also work are using business cards, flyers and postcards. You simply want to get the word out there ASAP!

Keep it Simple... "We want A **LOT** of people doing a **LITTLE BIT** over a **LONG PERIOD** of time!"

How To Make Your List

A Blank Prospect List for you to fill out is included on the next page of this Business Plan. Approach everyone on your list to become a partner first, then a customer. List **EVERYONE** that you know. Don't prejudge anyone. A strong list consists of 50 and more names! List Names **AND** Phone Numbers. Sometimes a memory jogger can be a great help in making a large list of names. And we have a resource to help you:

www.TTBTMemoryJogger.com

WARM MARKET MEMORY JOGGER

- | | |
|---|--|
| 1. who is dissatisfied with their job | 52. who cuts your hair |
| 2. who is unhappy with their income | 53. who does your nails |
| 3. who is concerned about the environment | 54. who does your taxes |
| 4. who is money oriented or money motivated | 55. who works at your bank |
| 5. who owns their own business | 56. who is on your holiday card list |
| 6. who enjoys being around high energy people | 57. who is in retail sales |
| 7. who quit their job or is out of work | 58. who sells real estate |
| 8. who needs extra money | 59. who are teachers |
| 9. your friends | 60. who services your car |
| 10. your brothers and sisters | 61. who repairs your house |
| 11. your parents | 62. who manages your apartments |
| 12. your cousins | 63. who has children in college |
| 13. your children | 64. who likes to dance |
| 14. your aunts and uncles | 65. who sold you your car |
| 15. your spouse's relatives | 66. who you met at a party |
| 16. who you went to school with | 67. who likes to buy things |
| 17. who works with you | 68. who you've met on a plane |
| 18. who is retired | 69. who does volunteer work |
| 19. who works part-time jobs | 70. who you like the least |
| 20. who you like the most | 71. who has been in network marketing |
| 21. who was laid off | 72. who needs a new car |
| 22. who bought a new home | 73. who wants to go on vacation |
| 23. who answers classified ads | 74. who works too hard |
| 24. who runs personal ads | 75. who was injured at work |
| 25. who gave you a business card | 76. who lives in your neighborhood |
| 26. who works at night | 77. who is your boss |
| 27. who delivers pizza to your home | 78. who delivers your mail |
| 28. who sells Avon or Mary-Kay | 79. who calls you at home |
| 29. who sells Tupperware | 80. who calls you at work |
| 30. who wants freedom | 81. who delivers your paper |
| 31. who likes team sports | 82. who handles your gardening |
| 32. who is a fund-raiser | 83. who watches your children |
| 33. who watches TV often | 84. who attends your church |
| 34. who works on cars | 85. who you met on the street |
| 35. who likes political campaigns | 86. who you meet through friends |
| 36. who are social networkers | 87. who tailors your clothes |
| 37. who is in the military | 88. who sells cosmetics |
| 38. who your friends know | 89. who bags your groceries |
| 39. your dentist | 90. who wants a promotion |
| 40. your doctor | 91. who is overweight |
| 41. who will help you | 92. who is health conscious |
| 42. who works for the government | 93. who recycles |
| 43. who is unemployed | 94. who buys bottled water |
| 44. who attends self-improvement seminars | 95. who has allergies |
| 45. who reads self-help books | 96. who is wealthy |
| 46. who reads books on success | 97. who has a lot of friends |
| 47. your children's friends parents | 98. who exercises regularly |
| 48. who was your boss | 99. who belongs to the chamber of commerce |
| 49. your parents friends | 100. who is your paper boy |
| 50. who you've met while on vacation | 101. who did your mortgage |
| 51. who waits on you at restaurants | 102. who haven't you listed yet |

Use this contact sheet to write down a list of all of your contacts. Use this in conjunction with the "Memory Joggers Sheet"

Date:

[illegible]

When making your list it is important to not prejudge anyone because you don't know who they know!

Our Recruitment Process

The Baseball Diamond

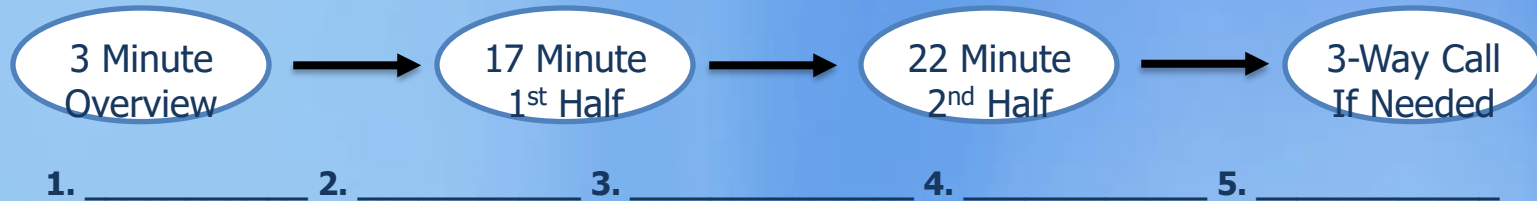


Become A Master Of The Sorting Process!

The next page explains this above process...

How To Build A Huge Team

Get Your Top 5 Prospects In The Pipeline Immediately



Have an **IMMEDIATE TRAVEL PARTY** within your first 5 - 7 days!

Travel Party Day: _____ Date: _____ Time: _____

Travel Party Location (Use Your Home Address): _____

Step 1) Pique Interest

SAMPLE PIQUE SCRIPT:

"I just found a way for us to make some serious money, when can I get 3 minutes of your time to get you a quick overview of the information!"



Red Apples

They're Open
And Interested



Green Apples

They Have
Questions



Rotten Apples

They are NOT
Interested

For Red & Green Apples,
Put them on the 3 Minute Overview

If they're rotten just, try to
enroll them as a customer.

STEP 2) Overview This is covered automatically by the Team System (the 1st & 2nd half bubbles above).

SAMPLE LANGUAGE

"I knew that you would like what you heard! If you need a deeper look..."

- There is a LIVE Webinar happening TONIGHT! Or...
- I'm having a travel party at my home on (date & time).

Step 3) 3-Way Call: It is the expert's job is to answer **all** their questions and enroll them for you.

Having An Effective Travel Party

(The purpose of a travel party is to expose a **LARGER AMOUNT OF PEOPLE** at **ONE** time!) Use the techniques on the previous page to **FILL THE ROOM** with family & friends for your Travel Party.

- Your goal should be at least 20 - 30 people at your first **TRAVEL PARTY!**
- Only about 50% of the people confirmed will show up, so invite double the amount of people that can fit your space. Create value for them to be there. Ask about our team's special vouchers we have.
- Build value by saying, "I am only inviting a few select people to meet (Mr./Mrs. **XXXXXX**), therefore, I need a guarantee that you are coming, if not, then I can reserve your spot for someone else."
- Go over your list of confirmed attendees with your Senior Partner 24 - 48 hours before your travel party so that your Senior Partner can do some 3-way call confirmations with you and your prospective guests.
- Your goal is to **SORT**, not to sell! You're looking for interested people only!
- On average about 25-35% of people that see the presentation will get started!
- The more people that you take through this process, the faster that your team and then your business income will begin to grow!

Having An Effective Travel Party

Your Travel Party Checklist:

Step 1) Before Your Travel Party:

- Provide guests with a sign-in sheet (Names, Numbers, & Emails).
- Upbeat music playing (No TV).
- Chairs off to side (Let guest mingle before the presentation).
- Keep a cool room temperature.
- Turn phone ringer off; put smaller kids in bed, put pets outside or in a room.
- Display travel material: Magazines and brochures.

Step 2) During Your Travel Party:

- **DO NOT** leave the room once the presentation has started.
- **DO NOT** answer phones during the presentation.
- Be prepared **TO DO** a testimony at the end of the presentation to tell your guests just how excited you are about your new travel business venture.

Step 3) After Your Travel Party:

- Thank your business partner(s) for their time in front of your guests.
- Take interested guests over to speak with your business partner(s).
- Have non-interested guests go into another room (i.e., the kitchen) with another business partner so that those guests can become your customers.
- Bring out light refreshments. Serve the refreshments only **AFTER** the travel party presentation is over.

The thinkBIG Team Experience



March 7 – 10 2024
New Orleans, LA

Trainings And Events



To register for PlanNet Events, login to your PlanNet Virtual Office.
A National Event is pictured below (it will change, from year-to-year).



Important Business Information

TEAM CONFERENCE CALLS	
Weekly Team Calls:	Additional Team Calls:
Day _____	Day _____
Time _____	Time _____
Number _____ PIN _____	Number _____ PIN _____

WEBSITES	
Team Website	www.JoinTTBTeam.com
Plumbing Website:	www.YourWealthHere.com

Your Customer Service Phone Numbers

PlanNet Customer Service Phone Number: 1 (470) 443-9330

IntelTravel Customer Service Phone Number: 1 (800)-873-5353