

# QuickCoach: Sharing Your Story

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Welcome to QuickCoach, the training library for WorldVentures Reps on the go! Let's talk about Sharing Your Success Story. Congratulations, you've been picked to share your testimony, or what we call a success story, at an event or on a conference call.

Before we share the parts you need to create your story, here's a reminder of what a success story is not. This is *not* the time to re-present, re-sell, give training tips, or try and close the room by telling them to join.

Facts tell but *stories* sell! That's because they're authentic and make a connection. Sharing DreamTrips experiences, if you're a member, and having solid Rep success stories is probably more important than the presentation. When our friends hear from people they can relate to, it'll help them feel more comfortable to get started. And hearing multiple stories validates everything they're seeing.

Ok, grab a pen and paper. It's best if you can write your story down and say it a few times.

Now, our objective is to share a large variety of stories so that we can showcase as many benefits and results as possible. But people will naturally lose attention if this takes too long or there's a lot of repetition.

So, it's critical that you share your story in 30 seconds. That's 30 seconds, or less. Any longer and you may not be asked to share again.

And secondly, if the stories before you sound the same, shifting to highlight a different aspect of your unique story will have a greater impact, so you'll want practice a few options.

There are 5 parts to a powerful testimony:

Your full name  
Where you're from  
What you do, or did, before WorldVentures  
What your objection or problem was  
And  
Your measurable results

Let's break this down. In the first four parts, you'll be talking about your situation before WorldVentures. This is how you relate to the audience. You want to state your full name, where you're from, and what you do. This is what you did *before* WorldVentures. So, that could include your education level, your job or career, your family situation: Are you married? Do you have kids? etc.

Then, part four, say what your objection or problem was when you were introduced to WorldVentures. So if it was related to vacationing, it might be something like, "I always wanted to travel but I never thought I could afford it," or maybe it addressed the opportunity, "my income dropped and the bills kept stacking up," or "I was skeptical but I trusted my friend," or "I was a little nervous because I'd never done something like this before." Basically, any challenge that you overcame while getting started, or a problem that you thought this would help solve.

Next, to transition from part four to part five you want to state that you got started. This is where we are indirectly telling *how* to get started with WorldVentures. It's okay that almost everyone's transition will be the same, that's common.

"So I joined WorldVentures and plugged into the training"

Or if you have the product, talk about being a DreamTrips Member.

"So I became a DreamTrips Members and took a DreamTrip."

Lastly part five: your measurable results. Now, we've noticed that sometimes people think their stories aren't impressive enough, but it's actually the smaller and more recent stories that have the greatest impact. Your truth is good enough. There's no need to exaggerate or embellish. We only want people to become a customer,



a rep or both if it's right for them. So we aren't trying to impress them, especially by sharing your income. You never know how it will be received. Instead, your story should be your *actual* results, and represent the amount of time and energy you put into your WorldVentures business.

And remember: Any time we are presenting our business, or sharing success stories we *must* hand out the Income Disclosure Statement, which can be found at WorldVentures.biz. Follow the IDS usage guidelines found in your back office. Side note: you can *NEVER* talk about anyone else's income, even if the income disclosure statement has been handed out.

If you have the product, some great topics would be how amazing your DreamTrip was, or some daily/local savings you've experienced. And, on the business side, you can mention some achievements or training results like, "After applying what I learned from the trainings and putting in the work, I now have four active customers and WorldVentures is thanking me by waiving my monthly fees." Or, if you've reached a significant achievement like qualifying for your Wheels, or a lifestyle story like, "I now have more time to spend with my kids."

Then wrap it up with gratitude by saying something like "Thanks," or "Thank you WorldVentures," or "I'm so glad my friend introduced me to WorldVentures." Stick to the five key points, and you'll have it in 30 seconds or less with no problem. And of course, smile!

Quick recap:

Your full name

Where you are from

3. What you do, or did, before WorldVentures

4. What your objection or problem was

And

5. Your measurable results

So there you go. Practice your success story a few times to yourself and make sure you have fun and smile while you're sharing it. You'll do great!

Now get back in the game!