



Foster Perry Travel

*QUALIFYING CLIENTS*





# AGENDA

- Hello there – Check In
- Quick Updates
- Qualifying Your Clients
- Time to Chat



# HELLO THERE!

Since last we met:

- Sheila
- Jeanetta
- Liz
- Vivian
- Mechall
- Leanne
- Tiffany
- Henry
- Dionne





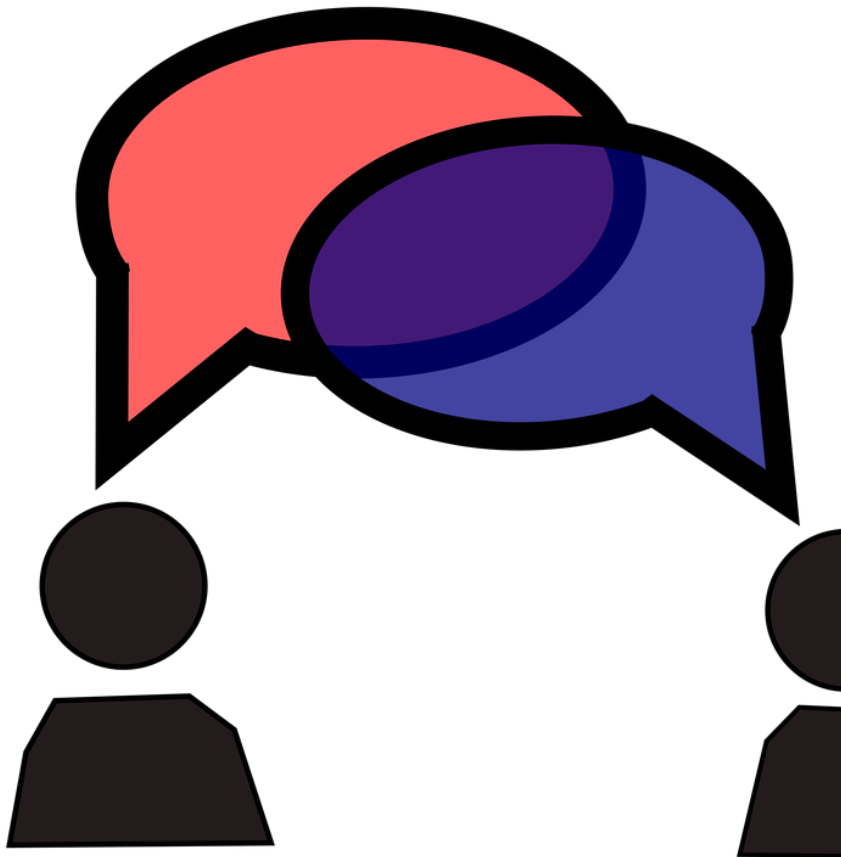
**FACEBOOK GROUP**

**EMAILS**

**WEBSITE**



# QUALIFYING



- A fancy name for an interview
- So what do you need to know
  - Who
  - What
  - Where
  - When
  - Why
  - And HOW MUCH \$\$\$\$\$



# 3 SCENARIOS



- Who – how many people and what ages (if more than 2 ppl talk about rooms, they are small in Europe 😊)
- What – do they want to do. History, wine, food, the Top 5?
- Where – do they want to spend all of their time in one place or move around?
- When – how long can they be gone for (include travel days)
- Why – what makes them want to go to Italy?
- And HOW MUCH \$\$\$\$\$ - total for the trip, and make sure they are clear on whether or not that includes AIR!





- **Who** – how many people and what ages / how many cabins are they thinking
- **What** – cruiseline are they interested in? and why?
- **Where** – do they want to leave from and go to?
- **When** – how long can they be gone for (include travel days)
- **Why** – what makes them want to go – is it the ship, the ports, what is important to them
- **And HOW MUCH \$\$\$\$\$** - be clear about what will and won't be in the price – cabin, taxes and fees, gratuities, excursions, beverage packages, wifi, etc





- **Who** – how many people and what ages . Does this mean adults only or kid friendly?
- **What** – kind of vacation are they looking for – active, beach?
- **Where** – do they want to go – country, island, resort, and have they been before
- **When** – how long can they be gone for (include travel days)
- **Why** – what makes them want to go – what do they want to get out of the trip
- **And HOW MUCH \$\$\$\$\$** - be clear about what will and won't be in the price – would they want to upgrade their room, garden view vs beachfront, etc.



# THE NEXT 60 DAYS

- Follow us on FB and IG
- Download Grasshopper App for phone
- Headshots and Bios
- Your TOP 10 list of suppliers
- Complete Signature Travel Expert Certification
- Complete Signature Embark Level 1 Training
- Biweekly calls focused on different areas:
  - Managing Information Overload
  - Qualifying Clients
  - Marketing (social, microsites, landing pages, etc)
  - Networking
  - Incentives
  - TravelJoy
  - Travefy
  - What else?

