



# TND GAME PLAN INTERVIEW

ONBOARDING Completion Check (5 min)

## TND Game Plan Interview

**Time Frame:** The interview should take 30-45 minutes

**The Format:** 1-on-1 meeting (Zoom preferred; in-person if convenient) In this document, you will find the tools to conduct a successful interview.

### The Purpose of the Game Plan Interview

To create a customized success plan that aligns this business with the new team member's schedule, priorities, and goals.  
The objective is to position them for rapid results and guide them toward achieving success in the shortest time possible.

#### 1. Welcome, Reconnect & Set the Tone

Welcome your new business partner again.

**Reconnect to excitement:** 'Before we start, what's got you most excited about joining this business?'

**Ask early, directly:** 'Do you want to move fast or slow? Because success loves speed, and the faster we move, the quicker you can start seeing results.'

#### 2. Discovery Questions

Why did you get started? **What's your WHY?**

**Possibility Question:** 'A year from now, what would you like to be able to do — because of the income you're earning here — that you can't do right now?'

#### 3. Financial Goals & Time Commitment

**Comfort income:** What amount would knock a few bills off the table?

**Financial freedom:** How much per month would make you financially free?

**Initial income target:** How much do you want or need to make to start? \_\_\_\_\_

**Time frame:** In how many months do you want to achieve that? \_\_\_\_\_

**Weekly time commitment:** How many hours per week can you commit to building this business? \_\_\_\_\_

**Schedule Breakdown:** (Indicate the number of hours you will allocate to each activity below)

- \_\_\_\_ Monday Night Team Zoom
- \_\_\_\_ Weekly Briefing (N/A)
- \_\_\_\_ Prospecting
- \_\_\_\_ Following Up
- \_\_\_\_ Travel Party's/PBR (Private Business Reception)

#### 4. Experience & Mindset

Is this your first time in Network Marketing? (Yes/No)

**Explain the 3 Phases of the Industry:**

1. Putting in the work — may feel like the money does not match.
2. Putting in the work — checks coming in.
3. Putting in the work — money flowing at comfort level. (**Most don't make it to Phase 3.**)

Are you coachable? We give plays, you run the plays.'

Are you open to learning?'

Do I have your permission to push you?'

#### 5. Business Focus

Is your primary focus: Booking travel (ITA) or Sharing the opportunity?

**If building the business:**

- Rank Advancement Goals: Bronze by: \_\_\_\_\_, Silver by: \_\_\_\_\_, Gold by: \_\_\_\_\_
- Begin 'First Check' plan.
- Plug into team calls & training.

**If travel-focused:**

- Travel Goals for First Month: Number of bookings: \_\_\_\_\_, Trip types/specialties: \_\_\_\_\_
- Plug into travel webinars and back office resources.

#### 6. Grand Opening - Next Steps

Review making a list — **at least 25 names**, then prioritize the list together.

**Review the Three-Step System (PS3):** Pique interest, Share a tool, 3-way validation.

Practice the invite script with them.

- Make first 3-5 calls together during this session.

Schedule two travel party dates:

- Date 1: \_\_\_\_\_ and Date 2: \_\_\_\_\_

Assign a personal development reading or video.

Give specific income-producing action steps for the next 48 hours.

Schedule next check-in or work session.

#### 7. The Ten Core Commitments

1. Get Started Right — Game Plan
2. Commit To 2 Exposures A Day
3. Attend Weekly Meeting
4. Attend A Weekly Training
5. Target Market Exposures (Outside of your personal market)
6. Attend all Super Saturdays and Corporate Events
7. Attend Convention
8. Commit To Personal Development
9. Get A WorkOut Partner & choose a mentor
10. Be here a year from now

#### 8. Make a 12 - Month Commitment

Explain ups and downs.

**"Never jump out the matrix!"**

**Network Marketing works — most people just don't stay long enough.**

It takes time to learn and build the skillset necessary to win.

'Stay long enough to get strong enough to earn the money you deserve!'

This means gain the skillset and the mindset necessary to win. This comes with becoming a student of the industry.

#### 9. Event Commitment

**Business Builders:**

- Purchased ticket to first Weekly Briefing if available in their location.
- Purchased ticket to first Super Saturday.
- Committed to purchasing ticket to convention.

**Travel-Focused Partners:**

- Attend ITQ Convention.
- Complete Dream Maker Certification.
- Those pursuing \$10K+: Commit to Pinnacle Training.

#### 10. The Four Mental Enemies

1. People will deceive you!
2. People will reject you!
3. Apathy — (People tend to revert back to their comfort zones. They become apathetic)
4. Attrition — People will quit long before they physically leave you!

- Downloaded & Set Up Global Success System App
- Completed F.O.R.M. Survey
- Viewed 3 welcome emails (PlanNet, IntelTravel, Paylution)
- Joined TND Facebook Group, TND Chat, and Agent Departure Lounge
- Logged into IntelTravel University
- Watched Mindset Video
- Scheduled Welcome to the Team Call
- Watched training videos in the Coaching section of the Rapid Funnel App