



Talking About SoulMate

The who, how, when, where and what, to say.

Who and What is SoulMate?

SoulMate is a Relationship & Travel Network that connects people through online encounters, spectacular travel and live events.

The SoulMate network offers various online communities to allow our members to meet, travel and grow relationships with those of common interests, values and stages of life.

Singles enjoy the fun and companionship of travel with quality singles. Married couples experience romance and relaxation in paradise-like atmospheres – perfect for building relationships.

SoulMate is growing a quality community through referrals of our members who subscribe to our unique service in order to

- ♦ experience travel like never before
- ♦ meet new people
- ♦ start new friendships
- ♦ find companionship, and
- ♦ grow solid relationships

through online & live encounters, exciting destinations and our Real Love Program featuring Dr. Greg Baer.

SoulMate offers an extensive travel service with featured trips, for our members to experience upscale travel among a friendly community that networks online and at live events. SM members enjoy a bond with others they've met online in fun, relaxing and exotic settings, and have the option to engage in learning relationship skills.

How to share the SoulMate Story

1 Who to tell

The audience for the story of SoulMate is just about anyone, because most people are becoming aware of online social networking and are curious to find out more. Our unique program for creating new, and improving present relationships through spectacular travel and live events is of interest to most everyone. Focus first on contacting those you know who enjoy travel and/or are savvy regarding connecting online, socially and professionally. They understand the excitement of travel and an online social network.

- ▶ Anyone single or married in your circle of family, friends and business contacts who are internet savvy or travel enthusiasts.
- ▶ Talk to at least 10 people, right away.

- ▶ Continue to add to your list as you meet new acquaintances and other people come to mind that you did not think of, initially.
- ▶ Consider approaching groups who are already bonded with common factors regarding the SoulMate Destinations travel network. Once you have a successful appointment explaining what we can offer their group in the way of travel, relationships and networking, show them the benefits of partnering with SoulMate (using their brand or ours) to offer travel and events like no other.

As examples:

- ◆ Singles or Senior Networks & Societies
- ◆ Charity Organizations
- ◆ Apartment Communities (Ex: Those that cater to certain age or demographic, i.e., over 40)
- ◆ Church Groups

Follow-up is key. Keep a record of who you talk to, the status of your conversation with them, and your date/time for follow-up.

2 What to say

Your contacts and acquaintances will be influenced by your enthusiasm for the SoulMate vision as much as what you actually tell them. A guide for what to say will ensure a consistent message regarding what is communicated about this exciting opportunity. In addition, using the same terminology each time will allow new members to easily duplicate the same efforts.

In many cases, you will get their interest in the first few moments, and at any point you detect that interest, invite them to:

- ◆ Listen and watch the SoulMate Experience and Opportunity CD-Rom
- ◆ Listen to the audio message (by phone or online)
- ◆ Direct them to your SoulMate.biz and SoulMate.com web sites

In your own style...

When someone asks what you do, reply with something like the following:

- ▶ I make people happy. (wait for their response > say more only when they ask)
- ▶ I'm involved in a booming business all about great relationships and upscale travel. (wait for their response > say more only when they ask)
- ▶ It's a company that focuses on meeting and keeping the love of your life – in exciting or exotic settings that make people comfortable, relaxed and receptive (responsive).
- ▶ SoulMate pays Partners to refer members to join their network, travel, and find others who want to do the same – the money is powerful – but the trips are just plain fun! Everyone wants to go.
- ▶ It's so easy to find people to use their service, because it seems like everyone is intrigued about it, and wants to be a part of wonderful travel for prices not found anywhere else – with very personal service.
- ▶ Married couples are also getting involved to refer others! It's a great online business to be involved with, because we ALL know people who want to see the world, and meet & keep the love of their lives by grow lasting relationships.
- ▶ And who **wouldn't** be interested in making great money just to tell others about something that fun and exciting?!

See what their response is at this point, before going forward. Share general info about the compensation along the lines of:

- ♦ A revenue sharing plan designed to reward partners for joining our efforts in growing quality online communities and a unique travel network. Focus on the potential volume that is created as our Members refer other members to join, or to travel – in order to earn reward points through the SM Ultimate Rewards program. Our Partners directly benefit by earning the residual commissions on the referrals generated by Members.

The result?

- ♦ The growth for SoulMate Partners extends far beyond their own resources, customers or group parameters.

3 Methods to use

- ▶ Phone calls are preferable over emails, but both have their place to engage interest and arrange a personal visit.

Make a phone call to your closest contacts, and once you've engaged their curiosity with the above information, ask them to:

1. Look out for the email you will send them containing links to the **SoulMate Experience Intro** (<http://soulmate.com/valueProp/vp-experience.phtml>) and your .com and .biz web sites.
 2. Listen to the online audio message on SoulMate.biz while on the phone with them.
- ▶ Invite a group over to your home or office for appetizers to show them SoulMate and make it fun introducing them to **Dr. Greg Baer's Real Love program**, and sharing the **CD-Rom and SoulMate Destinations!**

We all meet people in our daily routine, and this is a FUN subject to start any conversation with... don't miss any opportunity to talk to everyone you come in contact with.

4 Where do they fit in?

It's so important to "check their pulse" and determine their interest, or where they see a fit for themselves with SoulMate.

Make a statement and ask a question like:

- I'm sure you see the fun in this, and the huge potential available.
What excites you about SoulMate?

5 What is their response?

Their answer to the previous question sets up the opportunity to get them signed up right away, once you detect their enthusiasm, and/or answer any questions or concerns they have.

Say:

Well, since you see how simple it is, let's go online and get you started.

6 Next...

Show your new Partners (and Members) how to do the very same! You only have to share the fun and excitement with everyone you know and meet.

Your online Relationship & Travel Network will grow beyond your wildest dreams!!