

# 20 Minute ZamZuu "Test Drive" Presentation (if slow computer, 30 minutes)

**Live ZamZuu TEST DRIVE Presentation Call  
7 Days per Week**

One YTB Rep generated 47 PowerTeam enrollments in 35 days using this "Test Drive Presentation"  
Be In Front of Your Computer!

**Call 712-432-0075 PIN 135930#**

8:30 pm Eastern  
7:30 pm Central  
6:30 pm Mountain  
5:30 pm Pacific

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## The Written Test Drive Presentation Process Overview

### The Process - The Power of the Test Drive

Note of Support: There is a 24/7 Test drive by phone for back up, and put the person on 3-way with the number if you don't feel comfortable just yet doing the test drive on your own. **DIAL 218-844-0950 PIN 738-037#, then press # again. Follow the instructions of the 24/7 recorded guide.**

The number one thing you will do is **EXPOSURE, EXPOSURE, EXPOSURE**. Minimum 10 exposures a day to your business. Remain vague because the idea is to get an appointment into a "Controlled" environment. Curiosity is what will get them there.

#### Let's look at a step by step:

1. The Introduction - It's designed for people to see what you have  
"I have my own eCommerce Internet website where I am able to generate commissions back into my household. I would like just 20 minutes of your time where you can be in front of your computer to show you. Would 7:30 or 8:00 work best for you?"
2. Remain vague. Do not give more information (although it's tempting). Secure the appointment.
3. Show the value. That's what the Test Drive is for. By taking them on a tour of the website in the comfort of their home, it makes them more comfortable and will be able to see that they can do this

Be sure the listener types the URL address in the URL bar at the very top of the page. Not in Google or Yahoo search, etc.

Start with the Travel Booking Engine. Click TRAVEL GUARD at the bottom.  
Then click Passports/Visas, Then Foreign Currency. This shows the value that the U.S. Government as well as a renowned travel insurance giant, Travel Guard, would not be on the site if it were any question of being legitimate and legal.

**Next, click FLIGHTS**  
**Click CARS** (rentals)

**Click HOTELS (also packages)**

**Click VACATIONS** (all inclusive trips with top names in the industry. Apple Vacations, Pleasant Holidays, Spring Tours, Collette Vacations--which itself is 100 yr old company alone.

Click **CRUISES**: For example, if someone took a cruise that was \$1000 on Carnival Cruise Line, Carnival sends 16% to YTB. YTB in turn sends 60% of that 16% to the site owner. Commissions can go all the way up to 80% with specialty trip privileges when a site owner completes the First Class Training, offered FREE for a limited time in the site owner's back office (\$149 value)

Click **EXTRAS**: Pay attention each of the tabs. Expedia, Kayak, Travelocity, Orbitz, Priceline only give back a confirmation. YTB sends you a confirmation, a check, and an entire staff of people to help you and your clients with the best travel deals on the internet. Best yet, YOU get to take a tax deductible PAYcation!

Click **GROUPS** to show how even if the site owner didn't set up a particular group, they still get paid 60% of the commissions.

4. Transition to the purple and green ZAMZUU tab in the middle on the far right of the travel booking engine.
  - a. Restaurants.com (*make sure you know the Code word*)
  - b. Drugstore.com

Top Tab next to HOME: Click on **ALL STORES** – show  
(W) Wal-Mart  
(C) Circuit City  
(F) Fandango

Emphasize the value with the Cash Back: 60 cents of every dollar sent to YTB goes back to you when using the shopping or travel website areas. Affiliates create their own free account in the upper right corner of either the travel booking or the ZamzUU shopping portal. When they shop on your site as a free affiliate, they receive 30 cents from every dollar sent to ZamzUU thru YTB, and you get a 100% match.

Explain how these stores bought into the Online concept so there must be a market out there where people are shopping online.

**Wrap up.** Sandy Botkin, Tax expert and Author says a person has to be, and this is a quote "BRAIN DEAD" not to have a home based business. Google or Youtube him (Sanford "Sandy" Botkin) to see the books he has authored.

**Lastly, ask the 3 questions:**

What part of this business doesn't make sense? (*wait for an answer*)

Tell me where for \$199.95 you see yourself losing

What would stop you from partnering with \_\_\_\_\_ tonight (*close the sale*)

You have now completed the Test Drive and closed the sale. Let your prospect know they will be assigned a Success Coach to mentor and guide them. By following these simple steps, you are continually showing the value of site ownership with YTB, and you have just completed a duplicatable

process where your new business partner can follow.

Be consistent in doing the Test Drive. Study your website and follow the steps above. Stay disciplined and focused to the process. Keep in mind, you can customize the Test Drive for who you are attract, using the link [www.ZZSECRET.com](http://www.ZZSECRET.com) to review the videos.

Stay plugged into your business. **EXPOSURE, EXPOSURE, EXPOSURE**, and never, ever give-up.

FOR ORGANIZATIONS ([Click here for the pre-recorded webinar Pastors'/also info applies to any non-profit group](#)) [Presentation](#) Computer Speakers required. (The page remains blank first few minutes during the speaker's introduction before the video starts.)