INTERNATIONAL
DAY TRADING
ACADEMY

Your Ambassadorship

IDTA Affiliate Training

Thursday, 28th May 2020

TRADING BETTER TOGETHER

INTERNATIONAL
DAY TRADING
ACADEMY

Ambassadorship 2020

Training Webinar

Follow Up & 3 Way Calls

How to Manage Questions & Objections

with Remie Watkins, Kevin Wong & Kevin Justice

TRADING BETTER TOGETHER

Ambassadorship 2020

The new Affiliate program, due to popular demand, is the Next Gen evolution of our Trader Rewards Program. It will soon supersede Trader Rewards as we know it.

As a valued member, you are offered the opportunity to become an IDTA Ambassador.

Our desire is to empower our members to earn extra income and be able to live life on their own terms while doing what they love, and working from home.

Today's Agenda

- Overview
- Your Ambassador Checklist & Agreement
- Managing Questions & Objections
- How to Have a 3-Way Call

Next Training Webinars:

1. 7pm AEST Monday 15 June 2020
2. 7pm AEST - Tuesday, 30 June 2020

REGISTER HERE>>
https://us02web.zoom.us/webinar/register/WN_jvSZMt_RRge5pFI1anaptw

Ambassadorship 2020

Becoming An Ambassador Affiliate Partner

Leadership, Accountability, Respect, Responsibility, Care and Abundance

Affiliate marketing in its simplest terms, is a performance-based model that rewards our Ambassadors for being affiliate partners.

It helps broaden our audience. Your Trading Tribe, Community and our Membership.

These Partnerships grant the opportunity to expand out into new markets that we might not have otherwise explored in the past.

You are all our stand out Ambassadors who are an extension of IDTA, our brand and our community.

An affiliate business can be extremely cost effective and lucrative.

Fast Start

FAST START 90 Day Game Plan

How to Earn Double the Dollars $$$...

1. Your 3 months start upon signing your Ambassador Agreement.
2. Refer an average minimum of 2 new members per month over your first 3 consecutive months to be eligible for this higher rate of commission.
3. That is 6 new members total over the first three months. You are eligible even if your 6 referrals join in one of the first three months.
4. When they become a member you will receive 10% of the Essentials program sale.
5. Maintain the ongoing target of two new members per month, every month thereafter to retain the bonus commission of the 10%.
6. You will receive an Ambassador Starter Kit, with a Product Guide and Training Resources.

Your Ambassador Checklist

Welcome to our new IDTA Ambassador Affiliate Program.
Here is your checklist to **Get You Started**:

These action items and resources were emailed to you last week:

1. Please read and sign your **AMBASSADOR AGREEMENT,** it has been emailed to you. *If not, and you are new, please let me know.*
2. Download your Getting Started Checklist from your Ambassador email.
3. Watch Your How to Get Started Webinar.
4. Commit to attending Weekly Your Training & Support Webinar, or watching the recording.
5. Download WhatsApp on your phone if you want to receive Ambassador support, tips and reminders.
6. Get a bound or hard cover A4 notebook for your Ambassador Business
7. Set up an “IDTA Ambassadorship” folder under “My Documents” on your computer or GDrive etc. to save all of your files and resources.

Your Ambassador Checklist

Welcome to our new IDTA Ambassador Affiliate Program.
Here is your checklist to **Get You Started**:

By now most of you have completed the first step to set up your personalised Ambassador landing page. To do this we require the following:

1. Please confirm your correct email address for **ALL** IDTA and Affiliate Communication.
2. Send us your desired landing page URL ie: www.idta.com.au/ambassadorname
3. Write your introduction
   - Approximately 200-300 words
   - This is an overview of who you are, what you do and why you want to share the learn to trade opportunity with your loved ones and the wider community.
4. Send us your favourite **high res clear picture** of you doing what you love.

Build Your Business

Review

So far we have covered:

1. Getting Started Checklist
2. How to use your landing page
3. Goal Setting
4. How to Build Your Contact List of 50 -100 referrals
    - Memory Jogger
    - Your Top 10 Hot List and Keeping 10 in Play
    - 2 A Day - Share the opportunity at least 2 x daily
5. The Pathway to Success - Your Referral Cycle
6. How to promote IDTA Facebook Live Events
7. Your Third Party Tools
8. IDTA Free Events for your referrals
9. Attraction Marketing on Facebook
10. Your Ambassador Rhythm, Making Calls and Script Ideas

Ambassador Events...

FREE Introductory Events

Please register for these events as part of your trading and training knowledge, also direct your referrals to these FREE Online Events:

1. **Next Wednesday 3rd June, LIVE Learn to Trade Intro Webinar** - https://www.idta.com.au/webinar
   - Also FB LIVE Broadcast - opportunity to start social media sharing with your landing page link
   - Opportunity to email, sms, people to register for the webinar

2. **Saturday, 13th June - 1 Day Learn to Trade Live Stream Workshop** - https://www.idta.com.au/workshop
   - Also FB LIVE Broadcast - opportunity to start social media sharing with your landing page link
   - Opportunity to email, sms, people to register for the workshop

3. **16-18th June - LTR Trial** - https://www.idta.com.au/live-trading-room-tour
   - Opportunity to email, sms, people to register for the workshop
   - Facebook LIVE to be confirmed

Sample Month

Plan your 90 Day Fast Start Game Plan

2 A Day
Commit to a minimum of 2 conversations per day with your hottest prospects for referral.

Plan and Track your Activity
Blank Monthly Calendar
https://templates.office.com/en-nz/blank-monthly-calendar-tm16400639

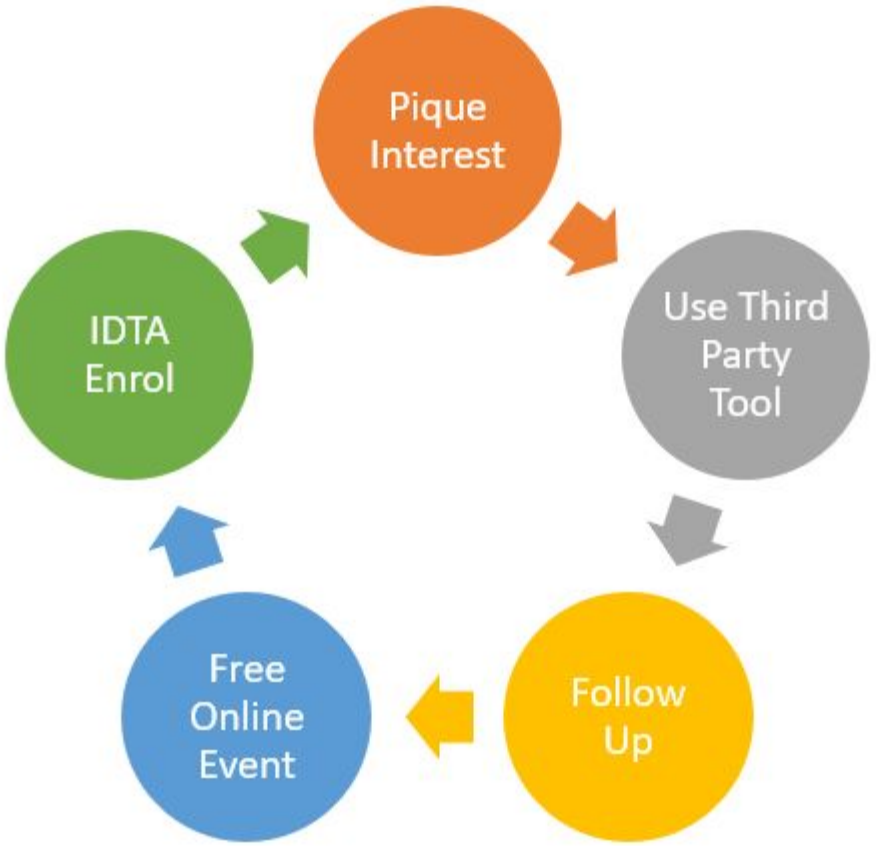
Month Year Calendar

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
2AD	2AD	2AD	2AD	2AD	2AD	2AD
	Get you referrals to Register for Wednesday's Learn to Trade Webinar		Promote & Participate in Weekly Learn to Trade Webinar on FB Live	Attend Weekly Ambassador Training & Support Webinar		
2AD	2AD	2AD	2AD	2AD	2AD	2AD
	Get you referrals to Register for Wednesday's Learn to Trade Webinar		Promote & Participate in Weekly Learn to Trade Webinar on FB Live	Attend Weekly Ambassador Training & Support Webinar		
2AD	2AD	2AD	2AD	2AD	2AD	2AD
	Get you referrals to Register for Wednesday's Learn to Trade Webinar		Promote & Participate in Weekly Learn to Trade Webinar on FB Live at 7:00pm AEST	Attend Weekly Ambassador Training & Support Webinar		
2AD	2AD	2AD	2AD	2AD	2AD	2AD
	Get you referrals to Register for Wednesday's Learn to Trade Webinar		Promote & Participate in Weekly Learn to Trade Webinar on FB Live at 7:00pm AEST	Attend Weekly Ambassador Training & Support Webinar		Get you referrals to attend the Monthly Learn to Trade LIVE Stream Workshop
2AD	2AD	2AD	2AD	2AD	2AD	2AD
	Get you referrals to Register for Wednesday's Learn to Trade Webinar		Promote & Participate in Weekly Learn to Trade Webinar on FB Live at 7:00pm AEST	Attend Weekly Ambassador Training & Support Webinar		
2AD	2AD	2AD	2AD	2AD	2AD	2AD
	Get you referrals to Register for Wednesday's Learn to Trade Webinar		Promote & Participate in Weekly Learn to Trade Webinar on FB Live at 7:00pm AEST	Attend Weekly Ambassador Training & Support Webinar		Fast Start Game Plan Monthly Total

Build Your Business

Master 2-A-Day and 10 in Play

1. **Pique Interest.** Start the conversation by sharing what the IDTA education and community has done for you and share your landing page.
2. **Use Third Party Tool.** Third party tools allow you to be the messenger, not the message. Say less and let the tools say more!
3. **Follow Up.** Check in with your referrals about the information you have shared. Ask them what they like most about the opportunity so far.
4. **Free Online Event.** Direct your referral to an event or meeting:
   - A 3 Way Call with an experienced trader or hub leader
   - A FREE Live or Online Event
   - 1:1 Meeting for a chat over a coffee for your personal attention
5. **Enrol.** Once your referral attends an event and starts asking about how to join, hand them over to IDTA HQ.

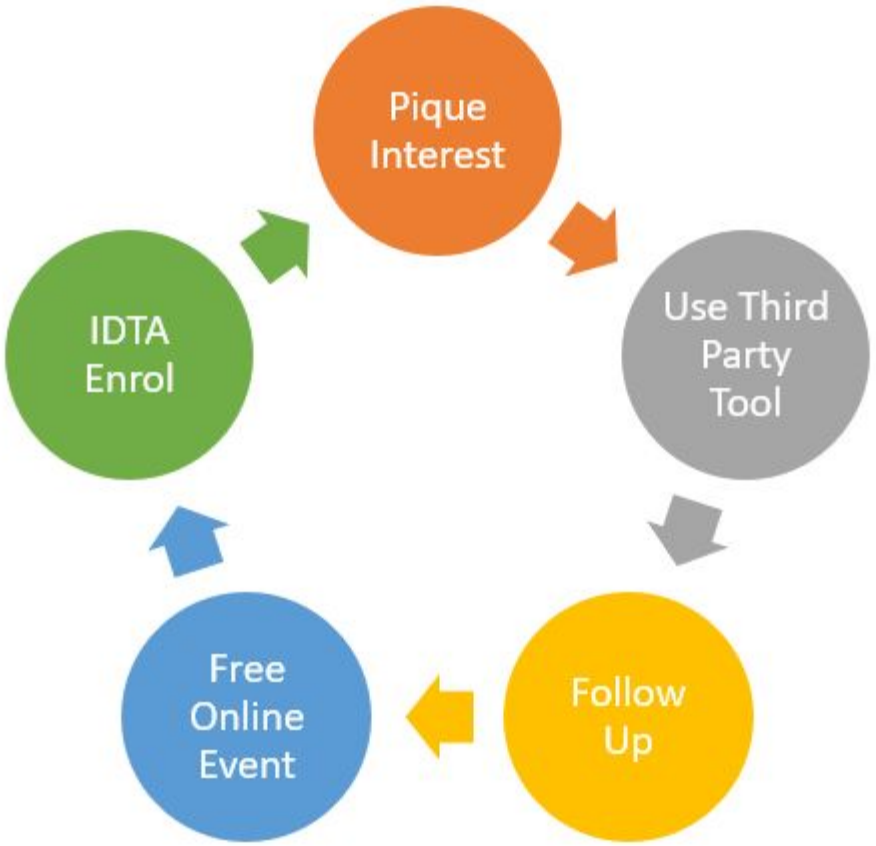


Build Your Business

Master 2-A-Day and 10 in Play

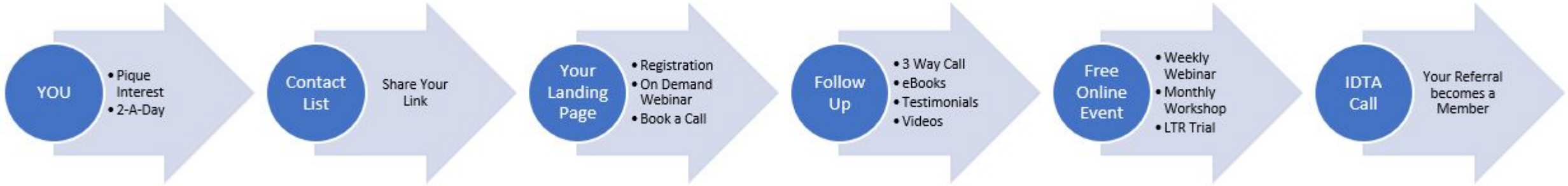
How to Get the Conversation Started

1. **Work with a Buddy.** Ask another Ambassador to be your Accountability Buddy.
   - Set times to call at the same time.
   - Agree on how many calls and who you are going to call.
   - Practice your scripts with your buddy.
   - Set goals and align on your desired outcomes.
   - Report back to each other afterwards.
2. **10 in Play.** Write down you top 10 prospects. Your hottest prospects are:
   - The people who have already asked you about trading and what you are up to.
   - People that are looking for new opportunities and solutions due to changing times
   - People looking for home based opportunities
   - People looking for extra income



Next Steps

REMEMBER: Use This Tool As Your Roadmap



Ambassador Training

Today we are going to focus on Follow up with a 3 Way Call and how to manage:

- Questions
- Objections
- A 3 way call with a Successful Trader, Hub Leader and Ambassador in our community.

Answering Questions & Objections

Refer to your Resources & Tools

1. *It's a scam? Credibility?* IDTA is governed by ASIC Regulations, is AFSL Licenced and in a highly regulated industry. We have an impeccable track record, no fines or blemishes.
2. *Can I make money?* Refer to income earners on ATO Report
3. *Are you a successful profitable trader?*
4. *How long did it take you to make money, or how long will it take me?*

3 Way Calls

How to Call on IDTA Leader's Success Story

Your Go-To Ambassadors

Some of the IDTA Leaders, Traders and Ambassadors you can call on for a three way conference call.

1. Alan Davies - Melbourne
2. Greg Sinclair - Newcastle
3. Dani McLeod - Perth
4. Kevin Justice - Gold Coast
5. Kevin Wong - Gold Coast
6. Remie Watkins - Perth

Next Steps...

The Fortune is in the Follow Up!

- Keep track of your referrals. Once they have registered call them to have a chat about trading and their experience so far. Listen to where they are at and the next best step may be for them.
- We (our system) will capture and track your referrals, and we can give you monthly reports on request so you know which of your referrals are active.

Learn to Trade Live Introductory Events

- On your follow up call your options include inviting your referral to register for the next Learn to Trade Intro Webinar or Workshop.
- If the workshop is a week or two away we have other resources and eBooks to offer your referrals to keep them engaged and their momentum going until the workshop. The workshop is ultimately your best tool.

Ambassador Resources

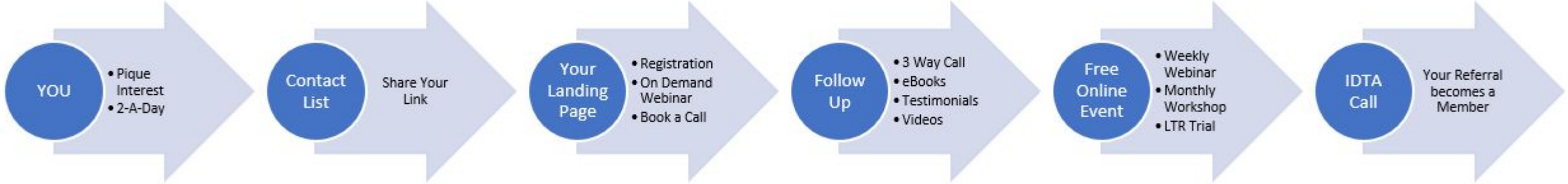
Third Party Tools

- IDTAtv YouTube Channel - https://www.youtube.com/user/IDTAtv
- Futures Foundation Course - https://www.idta.com.au/futures-foundations
- Volatility Playbook - https://www.idta.com.au/playbook/
- Introduction to Day Trading - Lachy leading this 90 min webinar
  - https://www.youtube.com/watch?v=H3EQ8d9Qg5w&t=1809s
- Introductory to Day Trading - Cam leading this 90 min webinar
  - https://www.youtube.com/watch?v=JPObG3Yx0LA&t=390s
- Trade up and Down: https://www.youtube.com/watch?v=-I1b3GvbctY
- LTR Trial Video: https://www.youtube.com/watch?v=xEGcJSEfalA
- Interview with Louie : https://www.youtube.com/watch?v=2pvVJOuw-Sg
- Recent Testimonials
  - Rod: https://www.youtube.com/watch?v=TEanRxItbIY
  - Carmel: https://www.youtube.com/watch?v=c-h5Y8fOspY
  - Anita: https://www.youtube.com/watch?v=ykEEtuQrpUQ
  - Greg: https://www.youtube.com/watch?v=PJRLu38tj8o

Build Your Business

Your Pathway to Success

1. Set Clear Goals with your Buddy.
2. **2-A-Day** = Consistency
3. Top 10 List - Always have ***10 in Play***
4. The fortune is in the ***Follow Up - Utilise 3 Way Calls***
5. Attend Your Weekly Training & Support Webinars
6. Attend all of our FREE Events with your guests
7. Be Committed. Keep you Word. Follow the Rhythm!



Your Role as Ambassador

- **It is up to you how much you wish to earn and active you wish to be with your Ambassadorship.**
- Call your guests to start the conversation, share your landing page and invite them to a free event. And follow up with a call after the event.
- Invest time in studying your toolkit, become familiar with all of your resources, the webinars and events it offers and attend your monthly training and support webinar.
- Register yourself and login into the Learn to Trade Live Stream Webinar & Workshop to HOST your guests. **We conduct these webinars and events in Zoom.*
- Introduce your guests, that are most interested and ready to have a conversation about joining the IDTA Community, to one of our dedicated team at IDTA to support them to become a member.

What's Next...

Ambassador Training & Support Webinars

1. 7pm AEST Thursday, 18 June 2020
2. 7pm AEST - Tuesday, 30 June 2020

Email jacki@idta.com.au training topics you would like support with next week.

REGISTER HERE >>>

https://us02web.zoom.us/webinar/register/WN_jvSZMt_RRge5pFI1anaptw

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Thank You

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