



# **WE WILL WIN TEAM**

## **GETTING STARTED SYSTEM**

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*10 Proven Steps to Success in Your First 30 Days and Beyond*

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**S.Y.S.T.E.M.** — *Save Yourself Stress, Time, Energy, and Money*

# Welcome to the We Will Win Team

Hey, this is C. Anthony Harris, and I want to personally welcome you to the **We Will Win Team** and to your new Travorium business. The fact that you're here right now tells me something about you, you're ready for a change. You're ready to take control of your life, your income, and your future. And I'm here to tell you, **you made the right decision.**

Before we dive into the system, I want to share something with you. I didn't create this system overnight. This system was built from **over two decades of experience** in Network Marketing from the wins, the losses, the mistakes, and the breakthroughs. I started my journey in 1996, and since then I've built an organization of over **200,000 representatives** and helped create **17 millionaires and 143 thousandaires.** Not by luck. Not by talent. **By following a system.** And that's exactly what you're holding in your hands right now.

## What Is the We Will Win Getting Started System?

The We Will Win Getting Started System is a **proven, step-by-step roadmap** designed to help you succeed in your first 30 days and beyond. It's not theory. It's not guesswork. Every single step has been tested, refined, and proven to work by real people getting real results.

This system is built on one powerful principle: **S.Y.S.T.E.M. — Save Yourself Stress, Time, Energy, and Money.** When you follow this system exactly as it's designed, you don't have to figure it out on your own. You just follow the steps, trust the process, and let the results speak for themselves.

## The 10 Steps to Winning

Step	Title
1	Determine Your Why — Your Purpose
2	Set Your Goals
3	Be Committed
4	Build Your List & Get Your 3 for FREE
5	Contact and Invite — Pique Interest
6	Plug into All Weekly Opportunity Zooms
7	Launch Your Travorium Business
8	Register for & Attend the Next Travorium International Event
9	Become Familiar with Your Website & Back Office

Each step builds on the one before it. Don't skip steps. Don't rearrange them. Don't try to reinvent them. Trust the system.

## Who Is This System For?

This system is for **everyone** — whether you're brand new to business, a seasoned entrepreneur, or somewhere in between. If you can follow 10 steps, you can build a successful Travorium business.

I need three things from you:

1. **Be coachable** — accept guidance from leaders who've already walked this path.
2. **Be teachable** — stay open to learning something new, even if you think you already know it.
3. **Be learnable** — absorb this system until it becomes part of who you are.

If you bring those three qualities to this journey, I promise you this system will work for you.

## My Commitment to You

I want you to know something from the bottom of my heart: **the We Will Win Team cares about you.** We are here to support you, guide you, and walk alongside you every step of the way. You are not alone in this journey.

My personal philosophy is simple — *when I help you rise, I rise too.* That's what this team is built on.

We are on a mission to **create 100 Ambassadors** and this system is the roadmap to get there. Your name is on that list. So it starts right here, right now, with Step 1.

Are you ready? I know you are. Let's go build something remarkable together.

**We Will Win!**

# Step 1: Determine Your Why — Your Purpose

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Hey, this is C. Anthony Harris, and we are so excited that you've taken this amazing opportunity and you are here. Welcome to the We Will Win Team!

This is the most important step in your entire journey and there's a reason it's Step 1.

I want you to sit down, get quiet, and really think: **Why are you here?**

- What made you sign up for Travorium?
- What made you take action?
- What's going on in your life right now that made you make this choice?

And please don't let it be only about money. Money comes and goes. What I need you to find is a **why so deep inside you that it hurts.**

Think about it:

- Is it your kids? Your family?
- Is it the desire to provide a better life for the people you love?
- Is it the freedom to travel and experience the world?
- Is it the dream of finally being your own boss?

**If your why isn't waking you up at three in the morning, if it's not the first thing on your mind when you open your eyes it's probably not big enough yet.**

Because when things get tough and they will, your why is what keeps you going. That's exactly why we start here.

## Your Action Step

**Dig deep.** Go to the deepest part of your heart and answer this question:

***“Why am I taking this new adventure? Why am I stepping into something I've never done before? Why do I want this?”***

When you find that answer, the one that moves you, the one that won't let you sit still, nothing will get in your way. Write it down. Say it out loud. Feel it.

**Then share your why with your upline leader.** This is how we start building together.

**Pro-tip:** Get familiar with your Back Office, navigate through it daily, click on all the features.

## Step 2: Set Your Goals

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Hey, this is C. Anthony Harris, and I'm proud that you're on Step 2 of the We Will Win System. In Step 1, you identified your why, and that's the foundation of everything. Now let's talk about **goals**.

**If you don't know what you want and when you want it, you're just wandering around.** Goals give you direction. Goals give you something to chase.

### SMART Goals

- **S — Specific:** What exactly do you want? Be clear.
- **M — Measurable:** How will you track your progress? Put a number on it.
- **A — Attainable:** Is this something you can actually reach in a specific time frame?
- **R — Realistic:** See the end from the beginning, but be honest about what's possible right now.
- **T — Time-Bound:** Every goal needs a deadline. Without a date, it's just a wish.

### Dr. Edwin Locke's 6-Point Goal System

1. **Written** — Put it on paper. A goal that isn't written down is just a thought.
2. **Specific** — Be crystal clear about what you want to accomplish.
3. **Date** — Attach a deadline. When will you achieve this by?
4. **Plan** — Map out the steps you need to take to get there.
5. **Sacrifice** — Identify what you're willing to give up to make it happen.
6. **View Daily** — Read your goals every single day.

### Your Action Step

Right now — not later, not tomorrow — **write down your goals**.

***“Where do I want to be 30 days from now? 90 days? One year? My personal & professional opinion is get your 3 for FREE done ASAP and become a Platinum Director.”***

**Then share your goals with your upline leader.** When you say your goals out loud, they become real.

You know your “WHY.” Now you know where you're going — you are going to Platinum Director with your 3 for FREE. Let's keep building.

**Pro-tip:** Get familiar with your Back Office, navigate through it daily, click on all the features.

## Step 3: Be Committed

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Hey, this is C. Anthony Harris, and congratulations, you're on Step 3. You've identified your why. You've set your goals. Now it's time to **make commitments**.

I learned something powerful from **Chris Bailey and Todd Strand** — commitment isn't just about saying you'll do something. It's about showing up every single day with a plan and executing it.

**You are now in the Travel and Tourism industry, an 11.5 trillion-dollar industry.** You have access to something that can change people's lives — wholesale travel. But it only works if you're willing to commit to sharing it every single day.

**Your Daily Commitments should be just like mine — 4 things:**

### 1. Contact 5 People Per Day

This is your daily outreach target, non-negotiable. Every day, reach out to 5 people and introduce them to your new travel business.

### 2. Follow Up Immediately

Follow up immediately after they have reviewed the overview; whether it's a Zoom, one on one, a 3-way or a launch party. The fortune is in the F/U.

### 3. Lose the Fear

Fear will tell you that you're bothering people. **Don't listen.** You're not selling, you're sharing something that helps people travel better, travel for less and build real income.

### 4. Enroll and Activate Your First 3 Members

When someone says yes, enroll them, activate them, and **plug them into the We Will Win System** immediately.

### Your Daily Action Plan

- Contact 5 new people. Follow up with previous 5 from yesterday.
- Get 5 people on the daily Zoom presentations. Enroll and activate new partners.
- Plan your first travel destination. Visit your back office for your Free Trip Incentive.

Commit to these Action Steps daily. Write them down on paper, not in your head.

***“Am I willing to commit to changing my life and other people's lives every single day, even when it's uncomfortable?”***

**Remember, don't do this alone, do this with your We Will Win Partner.**

**Pro-tip:** Get familiar with your Back Office, navigate through it daily, click on all the features.

## Step 4: Build Your List & Get Your 3 for FREE

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I'm excited to tell you about Step 4. Think about what you've already accomplished:

- Step 1: You determined your why — your purpose.
- Step 2: You set your goals.
- Step 3: You are committed.

Now you're here on Step 4 — Building Your List. This step is where your business truly begins.

### Why Your List Matters

**First, you want to refer your first 3 prospects, so your monthly membership is FREE.**

This must be a priority. Your first 3 referrals promote you to Platinum Director and you begin earning Daily pay.

**Second, it's a duplicatable system.** This is one of the first things every new partner does. When you build your list, you're modeling the process for everyone who joins after you. That's how we grow.

**Third, it forces you to be intentional.** You're thinking about who you want to build with. The people you think of first. The people you want to do business with. Those are the people you want to bring in, especially your first 3.

### The Color System: Reds, Greens, and Blues

When I mastered this system, my business grew exponentially to over 200,000 representatives.

#### ■ Reds — Your Top Prospects

Open to opportunity. Positive mindset. Open mind. They lean in when you share. Start with your Reds — they're your momentum builders.

#### ■ Greens — Interested but Skeptical

Curious but need proof. **Use the tools.** Don't try to explain everything yourself. Let the presentations and the system do the heavy lifting.

#### ■ Blues — Not Ready Right Now

Closed-minded, not open to opportunities. Don't spend your energy convincing Blues. Keep the door open and move on.

### Your Action Step

**Aim for at least 50 names.** Categorize each one: Red, Green, or Blue. Then share your list with your upline leader.

**Pro-tip:** *Get familiar with your Back Office, navigate through it daily, click on all the features.*

## Step 5: Contact and Invite — Pique Interest

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Here we are at Step 5. You're building momentum now. Now it's time to do the thing that made me millions and allowed me to create **17 millionaires and 143 thousandaires: prospecting.**

### What Prospecting Really Is

Prospecting is **not** sending out massive text messages with links. It's not throwing your opportunity all over Facebook. Real prospecting is **picking up your phone, putting it to your ear, and making a phone call.** Remember, we are in one of the largest industries on the planet — 11.5 trillion — this is worth a professional conversation.

When you call someone, be excited yet serious. This is business. Big business.

### Make It a Daily Activity

*Everywhere I go, I'm prospecting and inviting.*

At Lowe's, the grocery store, Home Depot, Costco, the gas station, my granddaughter's gymnastics lessons, at church. Always looking, always ready.

### Who Are You Looking For?

- **Friendly people** — warm and approachable.
- **Happy people** — positive energy and good attitude.
- **Like-minded entrepreneurs** — willing to do something about life's challenges.
- **Servants** — genuinely care about others.
- **Fun people** — people you want to be around and build this business.

I'm grateful for **David Hart** for making our company bulletproof — the Netflix of travel. And like my mentor always said:

*Share the plan. Share the plan. Share the plan.*

### Your Piquing Interest Script

Your invitation has to be consistent — like a commercial. Here's what I say:

**"I've Discovered A Way To..."**

- Earn money this year vs. last year
- Travel the world for pennies on the dollar
- Earn money in my sleep

- Take back my hard-earned tax dollars
- Capitalize on the 11 trillion-dollar travel/tourism industry
- Make money by showing other people how to save money on travel
- Stay at home with my children
- Create my own economy
- Own my dream life
- The Netflix of Travel
- Retire early
- Make money from home/online
- Add more fun in my life

***"Are you open to taking a look at what I discovered?"***

Just invite, don't overthink it. Remember: **Some Will, Some Won't, So What, NEXT.**

Contact and invite daily and have fun with it. Gamify piquing interest.

**Pro-tip:** Get familiar with your Back Office, navigate through it daily, click on all the features.

## Step 6: Plug into All Weekly Opportunity Zooms

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You've made it to Step 6. This is where everything starts to click, because now you're putting people in front of the plan.

How important is it to participate in our weekly Opportunity Zooms? **Extremely important.** We have them every Monday through Friday, in multiple languages, plus Saturday training. Stay plugged in is the most effective way to learn & be informed.

### The Power of Zoom

One of the best things to come out of COVID was Zoom. It changed the game in Network Marketing. You can plug into the system consistently without ever leaving your home.

### Why You Need to Be on Every Call

I get on every call because I want to hear everybody's rhythm. I'm doing **R&D — Rip Off and Duplicate**. That's the fastest way to learn, earn, and copy what successful Ambassadors are doing.

*The Zoom you miss is most likely the Zoom you needed.*

### Build Trust and Relationships

Everything we do is about **building trust and relationships**. The stronger your relationships, the more income you and your team will make.

Just imagine — if you follow our system and talk to 5 people per day, you will always have someone new viewing your Travorium business. Just invite them to join you on the Zoom.

### Your Action Step

1. Plug into the weekly Opportunity Zooms — make them non-negotiable.
2. Attend the Saturday trainings — sharpen your skills every week.
3. Always invite guests to the Zooms.

**Share your Zoom activity with your upline leader.**

**Pro-tip:** Get familiar with your Back Office, navigate through it daily, click on all the features.

## Step 7: Launch Your Travorium Business

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Hey, this is C. Anthony Harris, and welcome to Step 7. Now it's time to **launch your Travorium business** and tell the world.

When you launch, you're making a big announcement. You're creating energy and momentum.

### Multiple Ways to Launch

We don't leave you on your own. We build with you and provide all the tools, strategies, insights, love and confidence.

#### Home Launch Party

Your team leader comes to your home and does a LIVE presentation in the comfort of your home in front of all your guests.

#### Zoom Launch Party

Your team leader provides you with your very own private Zoom link, so you can invite all your guests to attend virtually.

You can do an **unlimited amount of Launch parties**. Our team leaders will help you plan it, prepare it, and provide all the tools needed.

### Why Launching Matters

A launch creates **urgency and excitement**. You're drawing a line in the sand. That energy is contagious. A strong launch gives your business momentum right out of the gate.

#### Your Action Step

**Schedule your first Launch party with your leader within your first 5–7 days.** Tip: Have at least three (3) Grand Openings in your first 30 days.

**Pro-tip:** *Get familiar with your Back Office, navigate through it daily, click on all the features.*

## Step 8: Register for & Attend the Next Travorium International Event

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I'm glad you've made it to Step 8. Big respect and congratulations — let's recap how far you've come:

- Step 1: Determine your why.
- Step 2: Set your goals.
- Step 3: Be committed.
- Step 4: Build your list and get your 3 for FREE.
- Step 5: Contact and invite — piquing interest.
- Step 6: Plug into all weekly Opportunity Zooms.
- Step 7: Launch your Travorium business.

**Register now** so you can receive the **Early Bird Special price** for the next International Event.

These Events are only done **twice per year** — one in February and one in August.

Our next event will be held in the entertainment capital of the world, **Las Vegas, Nevada**.

These events are a powerful two-day experience designed to spark momentum, sharpen your vision, and elevate your business.

- You can be promoted and cross the stage.
- Transform the way you approach business and leadership.
- Meet the entire Travorium & We Will Win team from across the world.
- Connect with like-minded builders and innovators.
- Gain strategies from Ambassadors to accelerate your results.
- Experience an atmosphere designed to inspire you into action.

This is a **cannot afford to miss event**.

**Go into your back office and register today** and receive the early bird special price.

**Pro-tip:** *Get familiar with your Back Office, navigate through it daily, click on all the features.*

## Step 9: Become Familiar with Your Website & Back Office

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Hey, this is C. Anthony Harris, and congratulations — you've made it to Step 9. You are almost at the finish line, and I'm proud of you. Now let's talk about something very special: Your Travorium Website and Back Office.

### Getting Started in Your Back Office:

1. Log on to your Travorium Website at [www.travorium.com/ID](http://www.travorium.com/ID)
2. Click on "Partner Login" — enter your email address & password
3. You are now in your back office
4. Click to Verify Your Identity
5. Click on Start Now to go through the Welcome to Travorium Series
6. Explore the Menu Tabs on the left of your back office
7. Do this DAILY so you can become familiar with your B.O.

If you need any support or get lost, contact your We Will Win Team leader. **Remember we are a Team to support you, so don't do this alone.**

***Pro-tip:** Get familiar with your Back Office, navigate through it daily, click on all the features.*

## Step 10: R&D; — Rip Off and Duplicate the System

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Hey, this is C. Anthony Harris, and I am truly excited about Step 10 — the final step. To me, this might be another important step of all.

### **Duplicate Yourself. Duplicate the Process. Duplicate the System.**

**You're either going to win or you're going to lose.** Everything in these 10 steps works — if you follow it. But if you mess it up, your team will mess it up too.

### **A Lesson I Learned the Hard Way**

In 1996, my mentor had a proven 10-step system. But I thought I knew better. I cut it to 5 steps. **My 5 steps didn't work.** I wasted 90 days and lost team members. We lost thousands of dollars over that 90 days.

I immediately went back to the original proven 10 steps. **Don't mess with what works.**

### **Why You Must Not Deviate**

The We Will Win System is **S.Y.S.T.E.M.** — designed to Save Yourself Stress, Time, Energy, and Money. It's simple. It's proven. It works.

### **Be Coachable. Be Teachable. Be Learnable.**

- **Coachable** — accept guidance from those who've already walked the path.
- **Teachable** — stay open to learning something new every single day.
- **Learnable** — absorb the system until it becomes second nature.

### **Now It's Your Turn to Lead**

You've completed all 10 steps. But this isn't the end — **this is the beginning.**

Your job now is to **teach and lead your new business partners through this same system.** That's duplication. That's how we create 100 Ambassadors together.

I want to say Congratulations. We are blessed to have you on our Team. Now go build, duplicate, and win.

**Pro-tip:** *Get familiar with your Back Office, navigate through it daily, click on all the features.*

**The We Will Win Team Getting Started System — All 10 Steps**

Step	Title
1	Determine Your Why — Your Purpose
2	Set Your Goals
3	Be Committed
4	Build Your List & Get Your 3 for FREE
5	Contact and Invite — Pique Interest
6	Plug into All Weekly Opportunity Zooms
7	Launch Your Travorium Business
8	Register for & Attend the Next Travorium International Event
9	Become Familiar with Your Website & Back Office
10	R&D — Rip Off and Duplicate the System

**WE WILL WIN!**