



# CET MANUAL



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# YOUR NEW SURGE365 TRAVEL MEMBERSHIP INFORMATION

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YOUR NAME: \_\_\_\_\_

SIGN-UP DATE: \_\_\_\_\_

YOUR ID NUMBER: \_\_\_\_\_

VORTEX WEBSITE DOMAIN NAME: \_\_\_\_\_

SBA WEBSITE DOMAIN NAME: \_\_\_\_\_

TRAVMANITY WEBSITE DOMAIN NAME: \_\_\_\_\_

USER NAME: \_\_\_\_\_

PASSWORD: \_\_\_\_\_

SPONSOR'S NAME: \_\_\_\_\_

SPONSOR'S PHONE NUMBER: \_\_\_\_\_

TEAM BUILDER NAME: \_\_\_\_\_

TEAM BUILDER PHONE NUMBER: \_\_\_\_\_

REGIONAL BUILDER: \_\_\_\_\_

REGIONAL BUILDER PHONE NUMBER: \_\_\_\_\_

NATIONAL BUILDER: \_\_\_\_\_

NATIONAL BUILDER PHONE NUMBER: \_\_\_\_\_

MARKETING DIRECTOR: \_\_\_\_\_

MARKETING DIRECTOR PHONE NUMBER: \_\_\_\_\_

GRAND OPENING "GO" PARTY DATE: \_\_\_\_\_



# WELCOME MESSAGE

Welcome to the Team! Congratulations on becoming integral to our California Expansion Team and Surge365. Your participation marks a significant milestone in our journey, as we extend our presence on a global scale. As we embark on this exciting venture together, you must be fully prepared and geared up for the successes that lie ahead. We are committed to providing the necessary tools, training, and support to thrive and lead in this new role. Our shared objective is to surpass our goals, while expanding the limits of our collective achievements. With Surge365, we set new standards for excellence and innovation, so we expect nothing less than your best efforts. Once again, a warm welcome to the Team. We can't wait to see how you will contribute to our growth and success in this dynamic and ever-evolving landscape.

*Coach Arlyne*  
*Ambassador*

*Marketing Directors*



# COMPANY SURGE365



## ABOUT

We are a company of HOPE. Our purpose is to Help Others Pursue Empowerment and we do that by teaching you to be successful in a company with the most lucrative compensation plan in the industry!

## MISSION

We passionately pursue enriching the lives of our business partners by empowering them to succeed.

## VISION

Build Wealth  
Travel the World  
Make a Difference  
TOGETHER!

## WHERE WE OPERATE

The United States, Canada, Bahamas, British Virgin Islands, plus 30 other countries, and growing

### HOME OFFICE

1301 E Edwardsville Rd  
Wood River, IL 62095  
618-655-2431

# CET QUICK START CHECKLIST

## Complete Game Plan Interview

Purchase Domain Names for the following:

- Vortex - Giveaway Site
- Travmanity - Host Agency Site
- SBA - Sign up Page

Order Business Cards - Vista Print in your Back Office

Download Apps:

- Touch365 - Mobile App

Join the CET Email List (sign up at [bit.ly](https://bit.ly))

Check our team Resource Center - [cetstayconnected.com](https://cetstayconnected.com) for events, resources and building tools.

Schedule your Grand Opening “GO” Party live or virtual (to be held within 2 weeks of sign-up)

Complete list of 25 names (with email addresses & phone numbers)

- Submit a copy to your Sponsor within 48 hours of starting
- Work with Sponsor to invite contacts to zoom or live events

New SBA, welcome! One important step to make sure you get paid on time is entering your Tax ID and Business Type information in your Back Office. Without this, we can’t process your commissions- even if you’ve already earned them.

Additional Items to Complete:

- Watch “Winners Win” with Chris Cokley (located in Back Office)
- Complete “First Class Training” (located in TravManity Back Office)
- Book a personal or group cruise through TravManity or your Wholesale Travel Subscription Membership (optional). Set a goal to earn \$5,000 plus in travel commissions in your first year.
- The best way is to book a group cruise.

**CONGRATULATIONS ON COMPLETING YOUR  
QUICK START CHECKLIST**



# CET GAME PLAN INTERVIEW

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At our company, we believe in providing our team members with the necessary support, tools, and guidance to achieve their desired level of success.

Our Game Plan Interview serves as a crucial step towards creating a clear and attainable blueprint for success. This interview not only ensures accountability for both the team member and their Team Builder, but also provides a comprehensive understanding of expectations and support.

We understand that success is a journey, not a destination, and the Game Plan Interview is the most important step towards starting a successful business. Regardless of previous experience, it is essential to maintain an open mind and remain teachable and coachable in order to learn and implement our proven system. Don't underestimate the importance of this interview in achieving your goals.

We want to extend our warmest congratulations to you for making a decision that can potentially become the start of a legacy for your family and loved ones. We are excited to be a part of your journey and can't wait to see all that you will accomplish! Now that you've made the decision to take action, it's time to begin your process! Let's start this journey together and make your dreams a reality. We are here to support you every step of the way.

Let's Begin.....

# GAME PLAN INTERVIEW

## Getting To Know You

Name:\_\_\_\_\_ Date:\_\_\_\_\_

What was it about this Business that made it appealing enough for you to decide to become a part of it?

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If you had to pick the following choices (1-4) in order of importance, #1 being the most important, in which order would you put these choices?

Having  Helping  Making  Knowing   
Fun Others Money the Facts

If I were to ask your closest family or friends to describe you, what words would they use to describe who you are as a person?

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In order of importance (1-4) when it comes to learning, #1 being the most important, how would you rate your style of learning?

Show  Tell  Let Me  Let Me   
Me Me Do it Figure it Out

# GAME PLAN INTERVIEW

## Goal Setting

How much time at this point can you honestly commit to?

☐

Spare Time (1 - 3) hours a Week

☐

Part Time (1-3) hours a Day

☐

Full Time (4-6) hours a Day

How much money Monthly would you like to make to start? \_\_\_\_\_

In your honest opinion, what would you expect from your Team Builder to do to best help you achieve your goals?

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Would it be OK with you for your Team Builder to hold you accountable for the goals being set by both of you? \_\_\_\_\_

If there is something that you need to improve on from a Personal Development area, what would you like your Team Leader to help you with?

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## CONGRATULATIONS

# BASICS

## HOW TO...

### **A-Log into your Back Office**

- Log in to your SURGE365 Back Office ([my.surge365.com](http://my.surge365.com))  
Use email and password when you joined

### **B-Log onto your Membership website**

- Log in to your SURGE365 Back Office ([my.surge365.com](http://my.surge365.com))  
insert the email and password when you joined
- Then click on WHOLESALE TRAVEL SUBSCRIPTION ACCESS

### **C-Access your SURGE365 Marketing Website**

- To access your Marketing Website go to [www.surge365.com/userid](http://www.surge365.com/userid)
- This is the site you will send to others to view your Marketing information

### **D-Sign up someone**

- Go to your Marketing Website ([www.surge365.com/userid](http://www.surge365.com/userid))
- Click Join Now
- Follow the procedures
- Or on your Touch365 mobile app, Follow the same procedures

### **E-Order Business Cards with SURGE365, VORTEX or TravManity Logo**

- Log into SURGE365 Back Office
- Look at the upper right hand corner under Marketing Materials
- Click on the Business Card link

### **F-TRAVEL AGENCY ACCESS**

- Go to your SURGE365 Back Office ([my.surge365.com](http://my.surge365.com))
- Enter your username and password
- Look at the pictures in the middle of the page
- Click on TRAVEL AGENCY ACCESS (Career Path Access)  
[TravManity.com](http://TravManity.com)/user id for travel booking website and log into back office  
[My.travmanity.com](http://My.travmanity.com) to log into travel website back office



# TEST DRIVE HOW TO...

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## **VORTEX**

- Open your Vortex Site – Play the 40 second Vortex Video
- Then show them how simple it is to log in, Name/E-Mail and they create a password
- Then let them know they will receive a confirmation e-mail, that they must click on and acknowledge
- Once they are confirmed they will have the opportunity to start booking right away.
- Book a hotel for one week and show them how much they will earn as they receive 100% of whatever the customer saves.
- Show them that we have Southwest on our site.
- Let them know our website converts every currency and over 14 languages.

## **THE MEMBERSHIP SITE**

- Go from left to right ... **(Hotels, Cruises, Cars, Flights, Homes, Weeks, Marketplace, Activities, Lifestyle, Timeshare Owners.**
- Show an International trip and domestic trip.
- Book (Dubai) as the rooms are less than \$100 a day for some 5 star **hotels (be sure to click on the price comparison for other booking sites).**
- Book hotel, air and several activities.
- Be sure to share the shopping rewards and gift cards for the upcoming holiday season.
- Remember to let them know they can pay with cash or reward credits
- Ask for the close – and be ready to LEVEL UP!!!!

## **TRAVMANITY SITE**

- Pull up Travmanity site
- Show the tabs on top
- Scroll to bottom of pages show different extras
- Point out Travel Guard, Ticket Master, Honeymoon Wishes, Passports & Visa's, Groups

# HOST A GRAND OPENING PARTY

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A GO Party (*Grand Opening*) is the MOST effective way to get started with your business. It is the best way to inform others about the incredible benefits of your Membership Club.

## **Success Key #1 – Schedule Your SURGE365 GO Party.**

Schedule your Grand Opening within 24/48 hrs. of joining.

## **Success Key #2 – Prepare For Success.**

- Have enough seats for your guests to be comfortable.
- Have light music playing before and after the presentation.
- Turn off/unplug the telephone to minimize distractions.
- Make sure all animals, children & phones (vibrate) are put in their place to not distract from the presentation.
- Make arrangements for small children
- Make sure your computer has a solid Internet connection.
- Be sure that your computer can hook up to your TV or projector with an HDMI cord.
- The host should open the meeting by welcoming all guests and edifying the presenter(s).

## **Success Key #3 – Avoid Common Pitfalls.**

- When inviting, remember ... The less you say can increase your pay. Do not try to explain the Membership Club or the website – use your marketing tools.
- Limit food and beverages to something wet (i.e. water, soda or juice) and something dry (i.e. chips or crackers). The key is to keep it simple. Have light refreshments available. NO ALCOHOL. All refreshments (except drinks) are served AFTER the presentation.
- Start the presentation on time. Remember, this is a SURGE365 Vacation Travel Party. Having people wait is considered rather unprofessional and can be a turn off.
- NEVER interrupt the speaker during the presentation. Follow up with your sponsor on another day if you have questions or comments.

# HOW TO INVITE TO GRAND OPENING

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1. Set up a time for your sponsor to come to the location of travel party.
2. Invite them out to the travel party location on the Pre-determined date. The invitation can also be mailed.
3. Invite 30 minutes before start time-as most people are usually late
4. Tell your guests to bring friends with them. (This increases our chances of showing this to more people)
5. Follow up the day before your event to those who RSVP'd
  - (1) to remind them of the event on the next day
  - (2) ask each one to bring one of the following: bag of ice, coke, chips/dip, plates to have them more committed

## **Script for Inviting to Grand Opening**

Hi \_\_\_\_, I can't talk long but I wanted to tell you that I've started my very own Travel Membership Club & you are invited to my Grand Opening on \_\_\_\_\_ at \_\_\_\_o'clock. I'm so excited and I'm looking forward to seeing you there. The address is \_\_\_\_\_. (if they try to get more information by asking questions, get off the phone ASAP by saying "listen I have lots of calls to make, you'll get all your questions answered when you come, see you there".

## **Script for Inviting to a Travel Party**

Hi \_\_\_\_\_. I can't talk long, I am having a get together on \_\_\_\_\_ at \_\_\_\_o'clock. Please arrive on time. The address is \_\_\_\_\_. NOTE: Who ever doesn't make it to your 1st grand opening/travel party, schedule a personal test drive of the Website with them and invite them to the next one. Keep scheduling grand openings and test drives until everyone has been exposed to your business.

# CONNECTING DOMAIN NAME

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- Log in to your GoDaddy.com Account
- Go To: QUICK LINK
- Click on: A domain to Forward.
- Select/Click the Domain Name you want to Forward.
- Go to: DESTINATIONS
- Scroll to find: Forward to Any Site
- In the box: Enter your Surge365 URL Click:NEXT
- YOU WILL SEE:
  - When User goes to:
  - “Your Domain Name”
  - They’ll be redirected to:
  - “Your URL”
- Click: FINISH BUTTON
- Your Domain Name has now been forwarded to your URL....  
ALL DONE!



# MAKE MORE. TRAVEL MORE **SAVE MORE**

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## **In this section you'll**

- Create your Contact List
- Create sub-lists that will help you prioritize

## **Why do I need a Contact List?**

Creating a Contact List is one of the most important tools for getting your Surge365 business going. Surge365 isn't about selling or recruiting or convincing - it's about sharing money saving products and an amazing opportunity. Your list is your first step in reaching out to hundreds or thousands of people about enhancing their lives!

## **Drivers start your pencils!**

Take a few minutes to write down the names of everyone you know and everyone who knows you. Include family, friends, neighbors, community workers, colleagues and friends of friends. Don't waste time thinking about who may or may not be interested - just write and NEVER pre-judge! Scroll through your contacts in your phone, social media and any other contact lists you may have. You'll be amazed at how many people are a part of your life!

# WHO DO YOU KNOW?

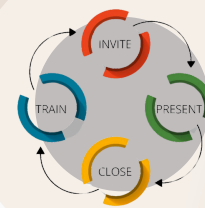
## MEMORY JOGGER

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- Who is dissatisfied with their job?
- Who are Social Workers
- Who is in the Military
- Your Dentist
- Your Doctor
- Who will help you
- Who works for the Government
- Who are unemployed
- Who attends self-improvement seminars
- Who reads self-help books
- Who reads books on success
- Your children's friends
- Your parents friends
- Who you've met while on vacation
- Who waits on you at restaurants
- Who cuts your hair
- Who was your boss
- Who sells Avon or Mary Kay
- Who sells Tupperware
- Who wants freedom
- Who likes team sports
- Your children
- Who works on cars
- Who your friends know
- Who wants to go on vacation
- Who works to hard
- Who was injured at work
- Who lives in your neighborhood
- Who delivers your mail
- Who calls you at home
- Who you call at work
- Who handles your gardening
- Who watched your children
- Who attends your church
- Who you met on the street
- Who you met through your friends
- Who bags your groceries
- Who wants a promotion
- Who is health conscious
- Who recycles
- Who buys bottled water
- Who has a lot of friends
- Who exercises regularly
- Who belongs to the Chamber of Commerce
- Who does your nails
- Who does your taxes
- Who emails you
- Who do you email
- Who has been in network marketing
- Who needs a new car
- Who is unhappy with their income
- Who is money oriented or money motivated
- Who owns their own business
- Who enjoys being around high energy people
- Who quit their job or is out of work
- Who needs extra money
- Who bought a new home
- Who answers classified ads
- Who is retired
- Who was laid off
- Who gave you a business card
- Who you went to school with
- Your aunts & uncles
- Your cousins
- Your friends

# CYCLE OF SUCCESS

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- Of these 4 things, the most important is the INVITE
  - It is the most important skill
  - Become an expert in inviting people to see the business
  - The invitation should not take more than 45 seconds
  - The less you say, the more you do
- 
- You should never confuse an invitation with a presentation. The less you say, the more you do
  - Never explain the business over the phone: remember this; “it would be like trying to get a haircut over the phone, it’s impossible”
  - Don’t email the presentation or video: if you send it to them without a strategy, they will almost never watch it, much less will they join
  - Don’t post the presentation or video on Facebook either - people are tired of it. People are being bombarded with it.
  - The right way that always works is...call the person and schedule an IN-PERSON appointment or a ZOOM CALL

## HOW TO SHARE THE VIDEO EFFECTIVELY

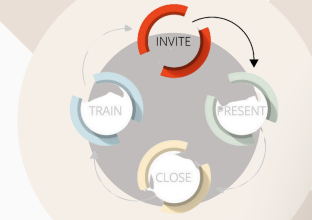
- The **Surge365 Video Presentation** is the main tool for building your business
- It should not be shared just to be shared.
- It’s important that there’s an effective strategy behind it when sharing it.
- Before sharing the video with someone, you should always ask about the person’s time availability at that time.
- If the person has the time available at that time, then share the video, otherwise, ask what time they will be available.

## Telephone - 4 steps:

1. You should always establish that you are in a hurry
2. Neutralize the date
3. Always mention “I have something important to share with you”
4. Confirm the date, time, and location



# CYCLE OF SUCCESS **INVITE BY PHONE**



## Telephone - 4 steps:

1. You should always establish that you are in a hurry
2. Neutralize the date
3. Always mention “I have something important to share with you”
4. Confirm the date, time, and location

## HOW TO SHARE THE VIDEO

### Example #1:

**You:** Hi \_\_\_\_\_, do you have 10 minuets available now? I want you to see something that’s important to me.

**Prospect:** Yes of course I do

**You:** Great! I’m going to send you a video this is 10 minutes long, please watch it entirely and I’ll call you back in 15 minutes, okay?

### Example #2:

**You:** Hi \_\_\_\_\_, Do you have 10 minutes available now? I want you to see something that’s important to me.

**Prospect:** Sorry, not right now

**You:** I understand. When will you have 10 minutes today?

**Prospect:** Today at 7:30 PM I will have time.

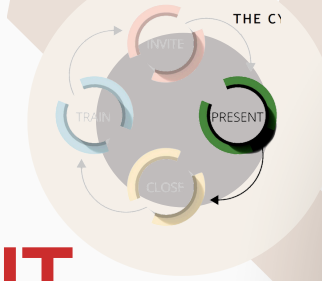
**You:** Perfect, I’ll call you at 7:30 pm. Thank you very much

+At 7:30 PM you’ll call the person and say...

I’m going to send you the video now it’s 10 minutes long, please it’t important to me that you watch it entirely. I’ll call you back in 15 minutes, okay?

+It’s that siimple, there’s no reason to complicate the invitation.

# CYCLE OF SUCCESS **PRESENT**

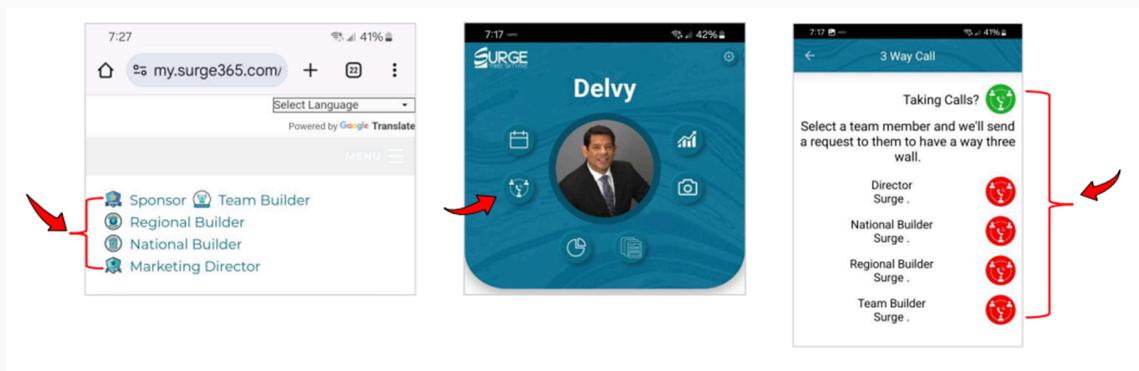


**Let something or someone do the presentation for you**

- Send Video Presentation
  - Let the video work for you
- Zoom Meetings
  - Let your leader work for you

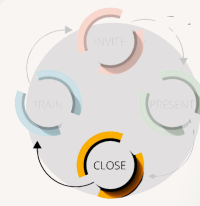
**While they watch the video**

- You are going to call your Team Builder Leader or those above to let them know you have a person watching the video.



# CYCLE OF SUCCESS **CLOSE**

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- Closing is easier than you think
- People do not join because they are not invited to join
- INVITE THEM TO JOIN!
- Ask open questions, let them talk and don't interrupt them

## **INVITE THEM TO JOIN!**

### **Ask 3 simple questions**

- The purpose of the questions is to open the door for them to tell you that they are not interested in your business.

## **ASK 3 SIMPLE QUESTIONS**

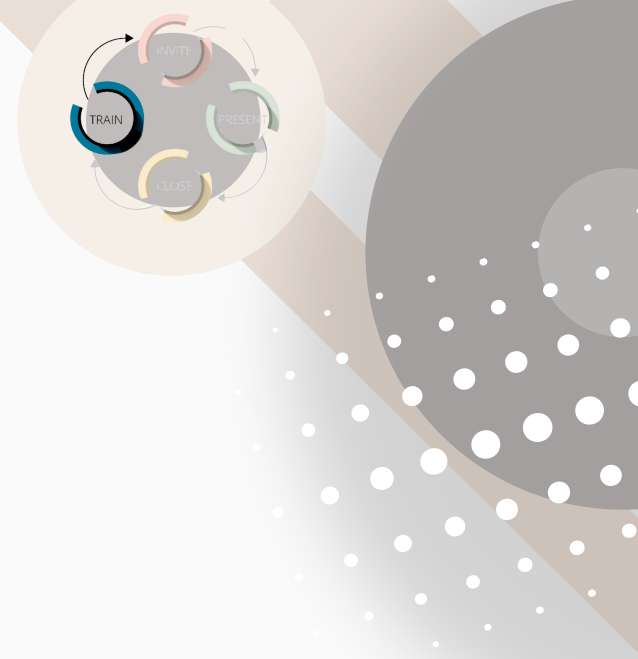
- What did you like most about what you saw?
  - Always agree with them
- Did you see an opportunity with us?
- Is there anything stopping you from starting with us right now?

You gave them 3 opportunities to say no. If they answer the questions, there should be no reason in this world for them not to sign the person up right away.

## **IF THEY HAVE QUESTIONS**

- Call your leader
  - Make a 3-way call
- Edify your leader, not your prospect
- Let them talk and you remain silent, never interrupt

# CYCLE OF SUCCESS TRAIN



I'm not asking you to train them...  
I'm asking you to pass on the information

## PLUG THEM INTO THE SYSTEM

- Become an expert at inviting people to events
  - Live events
  - Zoom calls
- Direct them to where they can get the information in the back office.

## THEY JOIN....NOW WHAT?

### FAST DUPLICATION - “SCORE IN 24”

Enroll someone within 24 hours of enrolling

### MAKE SURE YOUR NEW MEMBER “SCORE IN 24”

- Always schedule the first appointment to introduce the business with your new SBA as soon as they sign up. Ideally within 24 hours.
- Schedule the day
- Give a quota (2 guests minimum)

### DON'T KNOW WHO TO CALL?

1. Ask each new SBA to make their first call in the first 24 hours.
2. “If you get sent to jail, you need \$499 bail and you only have ONE phone call, who are you going to call?”

“SCORE IN 24”

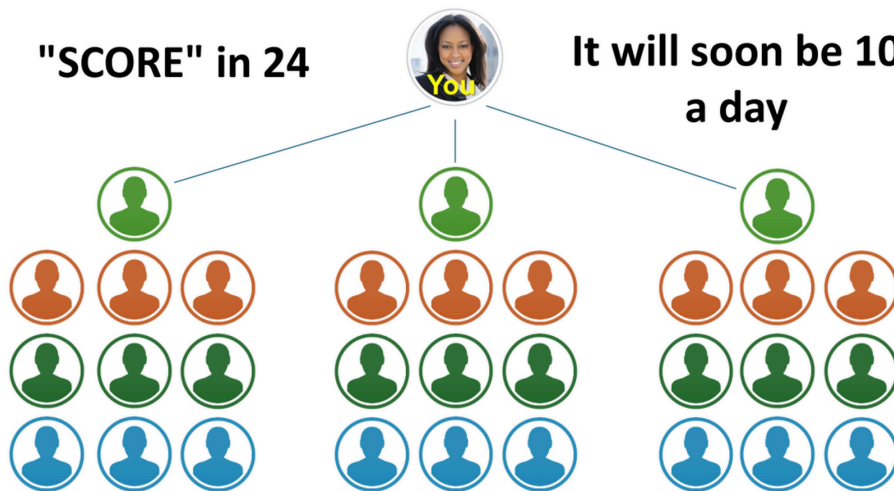
# CYCLE OF SUCCESS SCORE IN "24"

"SCORE" in 24



One each in their first 24 hours

"SCORE" in 24



It will soon be 10 a day

This is 300 people a month

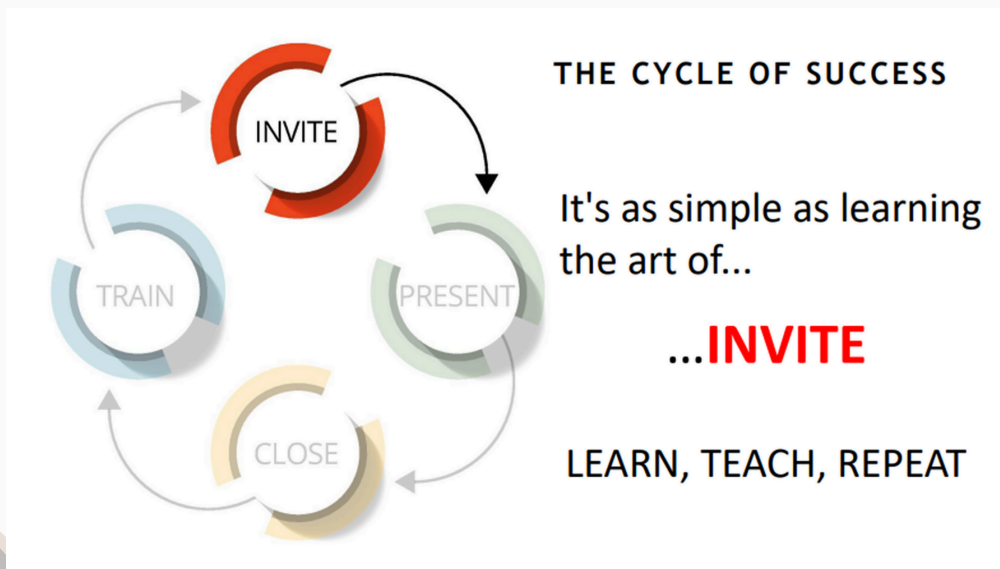
## HOW TO QUALIFY THE PEOPLE ON YOUR LIST?

NAME	CONFIDENCE LEVEL	PHONE	LEADER?	TRAVEL?	BUSINESS?	HAVE THE MONEY?	TECHNOLOGICAL?
1. John	10	???		X	X	X	X
2. Mary	9		X	X	X		X
3. Ashley	8		X	X	X	X	X
4. Ray	7		X	X		X	
5. Jenn	6		X	X	X		X
6. Dave	5		X	X			X
7. Mickey	4		X		X		X
8. Lilly	3			X	X		X
9. Rose	2			X			X
10. Jimmy	1						X

Extreme confidence 8 - 10 | Confidence 5 - 7 | Little confidence 3 - 4 | You barely know them 1

# CYCLE OF SUCCESS THE VISION

- Travel industry = **\$10 Trillion** = The Largest in the world!
- Larger than the **#2, #3y #4** combined
- The Coffee Industry = approx. **\$200 Billion/Annual** Starbucks has captured approx. **16%** of the market **\$32 Billion** company per year
- Weight Management Industry = approx. **\$142.58 Billion/Annual** Herbalife has captured approx. **4%** of the market **\$5 Billion** company per year
  - Cosmetics Industry = approx. **\$374.18 Billion/Annual**. L'Oreal has captured approx. **12%** of the market. **\$44.53 Billion** per year!
- If Surge365 captures the **12%** of the market as L'Oreal...
  - **\$1.2 Trillion** company per year! If Surge365 captures only the 0.5% of the market...
  - **\$50 Billion** company per year!
- We would be by far the largest travel company in the world.



# COMPENSATION PLAN

## Surge365 Compensation Plan

### \$100K 200 Day Challenge

Registering as a Junior Executive (SBA) automatically qualifies you for this challenge to earn over \$100,000 in your first 200-days after your Team Builder Promotion with Surge365. And the best part, you can offer this same challenge to everyone you know. So here's a question to ponder, who do you know that could not use an extra \$100,000 in the next 200 days?

Chances are you said nobody, which means everybody you know needs to hear about this. Here's the best part. The more people who hear about this through you, the greater the odds you qualify yourself. So how does it work? Qualify to start your Team Builder Group which many have done in less than a week by working closely with their Support Team Leaders.

Work with every Junior Executive (SBA) in your Team Builder Group to help them qualify for Team Builder. They get a \$500 Bonus and you get at least 5 Travel Technology Package (TTP) sales and 5 more people to work with. Do the same thing with those 5, help them qualify for their Team Builder promotion.

And then work with those 25 to help them do the same thing, get to Team Builder. This all started with one person and has grown to more than 100. We're not saying this is easy, but it is very simple. Here's the math.

- 100 TTP sales in your Team Builder Group @ \$50 each	\$5,000
- \$1,000 Bonuses for every 7 Team Builder TTP sales	\$14,000
- Bonus for having 100 active TTP from your Team Builder Group (TBG)	\$10,000 *
- Bonus for 20 Team Builder Promotions in TBG in first 100-days	<u>\$25,000 *</u>
- Total earnings for 20 TB Promotions and 100 Active Team Builder TTP sales in first 100-days	\$54,000

You also qualify for the Fast Start Promotion to Level 1 Director which includes the following benefits.

- Director Jacket
- \$500 Monthly Bonus every month you have 125 people paying \$99.95 monthly fee
- Additional \$20 to \$60 on all TTP sales in your Team Builder Group
- Additional \$2 - \$6 monthly residual on your Team Builder Group
- Get another chance to earn \$54,000 or more in the next 100-Days

And it should be easier to do it the second time because you are starting with at least 100 SBAs in your Team Builder Group instead of just one. Doing it again brings your total income to at least \$108,000 in your first 200-Days, which qualifies you for the \$100,000 Wealth Builder Ring.

What's the first step? Schedule your Orientation with your Support Team Leader right now. If you have a significant other, it is crucial for success to align your schedules and attend the orientation together. Your Support Team Leader will show you exactly what you need to do to qualify for Team Builder this week.

Congratulations on your decision to become a Surge365 Business Associate in our Junior Executive Program! Our company vision is to

### Build Wealth - Travel the World - Make a Difference - Together

Our roots run deep in the world of travel. Our Founders started a travel company in 2001 that is still thriving today. And while travel is the product and service that you provide as a Junior Executive (SBA), our goal is to empower you to be the best version of you that you were created to be. What our Founders have learned in their decades of industry experience is that regardless of the product or service you are providing you must improve your leadership skills to succeed.

As Dr. John Maxwell says, "Everything rises and falls on leadership."



# COMPENSATION PLAN

## Surge365 Compensation Plan

And the beautiful thing about it, you can take these skills that you will learn as a Junior Executive (SBA) and use them on your job, in your community, in your church, in your home and in taking your Surge365 Business to the heights you dream of. Our compensation plan is unequalled in the industry. It is our goal to help you achieve success and make the dream of financial freedom a reality. Let's get started!

### Getting Started

As a Junior Executive (SBA), the team you build will generate commissions, overrides, bonuses and monthly residuals by selling the Travel Technology Package (TTP).

As a Travel Technology Package Owner (TTP) you are able to plan journeys for travel clients and provide exclusive discounts to customers. Additional benefits include compensation, wholesale travel opportunities, and rewards for personal travel.

### Support Team Assignment

All Junior Executives (SBA) are provided with a group of upline mentors who are ready to help you get started and grow your business. These are company leaders who are incentivized to teach and train. They are mentors who have been where you are and are ready to get you educated and connected in Surge365! A new Junior Executive (SBA) is assigned an upline Support Team immediately upon signing up as a Junior Executive (SBA).

You will receive an online Back Office with all of the tools, reports, and communications you need to successfully manage your exciting anywhere-based business! Plus, you will receive Touch365, the state-of-the-art Surge365 Mobile App so you can work your business on the go. You will also receive Hurdlr, the ultimate expense tracking system that will help you maximize your business tax deductions! And you're never on your own. Experienced trainers will help you every step of the way and you will be virtually trained by the Founders themselves. We believe you are in business for yourself, but never by yourself. Welcome to the opportunity of a lifetime!

### Junior Executive Program (SBA)

Initial Fee: \$19.95 + tax where applicable | \$19.95 Monthly Subscription Fee + tax where applicable

Surge365 has the most lucrative compensation plan in the Industry with multiple ways to earn compensation on personal and team Travel Technology Package (TTP) sales that include: Unlimited \$1,000 & \$10,000 Team Builder Bonuses | Overrides & Residuals on Team Builder Group sales PLUS 6 Team Builder Generations | \$100K 200-Day Challenge | Regional Builder Overrides and Residuals | National Builder Residuals | Industry's Premier Rewards and Recognition Program For Directors | Overrides and Residuals paid on 3 Director Generations | 10% Travel Builder Bonus paid on all Travel Bookings (6% paid to the National Builder and 4% paid to the Marketing Director).

As a special incentive, the \$19.95 initial fee is applied to Travel Technology Package (TTP) upgrades completed within the initial 10 days, ensuring you maximize your benefits from the outset.

### Travel Technology Package (TTP)

Our comprehensive Travel Technology Package is your key to a seamless and rewarding travel experience. Unlock a world of possibilities with:

- Consumer-Facing Booking Engine: Effortlessly plan your journeys with our intuitive booking engine designed for the modern traveler.
- Vortex Customer Site (Password Protected Discount Site): Your customers can save money on travel through your Vortex. You earn 100% of what they save and Reward Credits in your Member Portal for your own personal travel.
- Member Portal: Dive into wholesale travel opportunities and save more on your adventures through our Member Portal.

# COMPENSATION PLAN

## Surge365 Compensation Plan

### Travel Technology Package (TTP) Continued

But that's not all!

Your Travel Technology Package comes loaded with extra value:

- Travel Advisor Package Access: Enjoy the perks of our Travel Advisor Package (Valued at \$149 Initial Fee / \$49.95 Monthly Fee) without the extra cost.
- Jr. Executive Initial Fee Waived: Save \$19.95 with the waiver of the Junior Executive (SBA) Initial Fee.
- Anniversary Reward Trip: Celebrate your first-year milestone with up to 7-nights accommodations at resorts around the world (Valued at over \$1,000. Must be active for 12 consecutive months to qualify. Complete details are located on the homepage of your Back Office).

As an added bonus, purchasing the Travel Technology Package (TTP) qualifies you to earn 100% of the Surge365 Compensation Plan, ensuring you never miss out on overrides you are eligible to earn from your team.

Elevate your travel experience and rewards with our Travel Technology Package – the ultimate companion for your journey.

### Personal Sale Compensation

As a newly enrolled SBA in our Junior Executive Program at Surge365, you will earn a \$50 Direct Sale commission on every personally sold Travel Technology Package (TTP).

### 25% Matching Bonus

You will earn a 25% match on the commissions, overrides and residuals generated by your personally sponsored Junior Executives (SBA)! You must be QTO to earn the 25% Matching Bonus (see Qualified to Override section). With the exception of all bonuses and the match itself, the 25% Matching Bonus is paid on everything in the comp plan.

### 3 and FREE\*

As a Member with Surge365 you can enjoy a waived monthly fee by simply having three (3) active personally sponsored Travel Technology Package Owners. When three (3) TTP Owners cover their monthly subscription fee your next month's fee is automatically waived! Reactivations also count toward your 3 & Free qualification as long as their original purchase date is on or after November 1, 2020!

### Team Builder Level

Get prepared for a significant increase in earnings with your promotion to Team Builder! You will qualify at the Team Builder Level once you and your team have enrolled five (5) trained Junior Executives (SBA)<sup>1</sup> with two (2) being personally sponsored and have accumulated a total of five (5) Travel Technology Package (TTP) sales with two (2) being personally enrolled by you. There is no time limit to qualify at this level. You begin building your Team Builder Group with your first personal enrollment following your promotion.

As long as you remain QTO, Team Builders earn \$50 for every Travel Technology Package (TTP) sale made within their Team Builder Group. This includes all of your personal sales, as well as any sales made by the Junior Executives (SBAs) in your group who have not yet become Team Builders. If you are a Team Builder and you make a personal Travel Technology Package (TTP) sale, your total commissions on the sale would be \$100 (\$50 Direct Sale commission and \$50 Team Builder commission).

IMPORTANT NOTE: Being QTO is a requirement for earning Team Builder Commissions and Bonuses (see Qualified to Override section).

1 - Trained SBAs have completed the initial training and acknowledgements. New SBAs are prompted to complete their training upon logging into the Surge365 Back Office.

# COMPENSATION PLAN

## Surge365 Compensation Plan

### **\$500 Team Builder Promotion Bonus**

Junior Executives (SBA) who reach Team Builder are eligible for a \$500 bonus! The \$500 bonus is generated when sales and recruits meeting the Team Builder promotion requirements are no more than two levels down.

### **Team Builder Bonuses**

As a Team Builder you will unlock additional income opportunities! Every seven (7) Travel Technology Package sales in your Team Builder Group will unlock a \$1,000 Bonus!

### **\$10,000 Bonus**

Every time your Team Builder Group grows by 100 active sales, you will earn a \$10,000 bonus. An active sale is any active Travel Technology Package (TTP) sale in your Team Builder Group. To qualify for this bonus you must have 100 active sales in your Team Builder Group at the end of any given month, designated as your "Qualifying Month." You must then maintain a minimum of 100 active sales on the last day of the following month, your "Maintain Month." Brace yourself, because your \$10,000 Bonus will be paid on the 11th day of the next month, your "Award Month." Example: A Team Builder achieves 100 active sales in their Team Builder Group on March 31st and is qualified for the bonus. They must have 100 active sales on April 30th at 11:59 PM CT in order to receive the \$10,000 bonus on May 11th. Team members enrolled after the 100th qualifying sale will be credited towards your next \$10,000 Bonus.

### **Regional Team Builder Level**

The next level of leadership is the Regional Team Builder. Your path for promotion to Regional Builder will foster success for your team members while ensuring mutual growth and prosperity. You will achieve Regional Team Builder status by mentoring and developing three (3) individuals from your Team Builder Group to achieve the Team Builder status themselves<sup>1</sup>. Once you are promoted to Regional Builder you begin building your Regional Team Builder Group with your next personal enrollment. As long as you remain QTO, the earnings at this level rise significantly! Regional Team Builders earn an additional \$20 on personal and team Travel Technology Package (TTP) sales made in their Regional Team Builder Group. You will also earn \$20 on Travel Technology Package (TTP) sales made by Junior Executives (SBA) who report to a Team Builder within your Regional Team Group.

### **National Team Builder Level**

The next level of leadership is the National Team Builder. As a Regional Builder you've honed your leadership and mentoring skills. Leverage this experience to continue guiding and developing more Team Builders. By promoting five (5) Team Builders<sup>1</sup> while at the Regional Builder level, you will reach even greater heights and be promoted to the prestigious level of National Team Builder! You will start building your National Team Builder Group with your first personal enrollment following your promotion to National Builder. As long as you remain QTO, you unlock ongoing financial rewards and the potential for significant residual income! You earn \$2 per person in your National Team Builder Group every month! As your National Team Builder Group grows those residual earnings will multiply!

1 - SBAs enrolled on or after 10.29.21 and have completed the initial training count toward promotion level requirements.

# COMPENSATION PLAN

## Surge365 Compensation Plan

### Quick Reference Charts For New Sales For Each Builder Level Travel Technology Package

Sale Type	SBA	Team Builder	Regional Team Builder	National Team Builder	Marketing Director
Personal Sale	\$50	\$100	\$120	-	\$140
Sales by your Team Builder SBAs who are NOT TB	-	\$50	\$70	-	\$90
Sales by your Team Builders who are NOT Regional Team Builders	-	-	\$20	-	\$40
Sales made by Regional Builders	-	-	-	-	-
Sales made by National Builders	-	-	-	-	\$20

### Travel Builder Bonus\*

The Travel Builder Bonus adds even more income opportunity for those SBAs who successfully achieve their National Team Builder level promotion! The Travel Builder Bonus is based on travel commissions earned by active members in your team. The first upline National Team Builder earns 6% of the total travel commissions paid to everyone in their National Team Builder Group\* and Directors earn 4% of the total travel commissions received by everyone in their Director Region\*! That's everyone! Not just the ones who enrolled after your promotion. That's an additional bonus opportunity of up to 10% of the total commissions earned by agents in your team!

### Qualified to Override (QTO)

Junior Executive's (SBAs) are considered QTO once they have enrolled one Travel Technology Package (TTP) in a calendar month. A Junior Executive's (SBA) own Travel Technology Package (TTP) will count toward QTO qualification. You maintain QTO status by having one (1) active personally sponsored Travel Technology Package (TTP) Owner or by your own active Package. You must be QTO to earn Team Builder Commissions and Bonuses.

### Team Builder Generations and Commissions

Team Builders earn \$10 on new Travel Technology Package sales through six (6) Team Builder Generations! A Team Builder Generation will start when one of your Team Builder Junior Executives (SBA) starts their own Team Builder Group. Their Team Builder Group is considered 1st Generation to you. When a 1st Generation Junior Executive (SBA) starts their Team Builder Group, that Group is 2nd Generation to you. This continues for six (6) Generations. The initial fee commissions on Travel Technology Package (TTP) sales on Team Builder Generation 1 through 6 are \$10 per sale:

### The Power of Residual Commissions

Residual commissions are paid on active subscriptions every month. The residual commission rate paid is based on where the subscription was sold within your team. As your team grows and changes, your monthly residual commission will reflect those changes.

Residual Commission Levels for the Travel Technology Package (TTP)

Team Builder - \$2.00 | 6 Team Builder Generations - \$2.00

Regional Builder - \$2.00 | National Builder - \$2.00

### Commission Cycles

The weekly commission cycle runs Friday through Thursday with commissions being paid the following Friday. Monthly commissions (residuals) are paid on the 11th of each month for the prior month's activity. Weekly and monthly marketing commissions are only paid to active associates. In support of continued success, direct sale commissions and bonuses may still be paid out during a period of inactivity, but only once the associate returns to active status.

\$10,000 Bonuses are paid on the monthly residual check following the "Maintain" month (see \$10,000 Bonus section above for full details).



# COMPENSATION PLAN

## Surge365 Compensation Plan

### Go Full-Time with our Director Program

In addition to monthly Director bonuses\*\*, as you achieve higher Director levels, you may qualify for a company paid for car, a Presidential Rolex, exotic cars, and the ultimate achievement award - the \$1,200,000 yearly bonus! (see chart below). Director qualification starts when you satisfy the qualification requirements outlined below in the Level 1 Marketing Director section and sign the Director agreement. Further details are provided as you approach these achievements.

### Level 1 Marketing Director

Level 1 Marketing Director qualification is achieved when your total team size reaches 250 Active Members balanced across 3 legs with no more than 40% coming from one leg. As with all promotions, as long as you remain QTO you are qualified to receive even more compensation on Travel Technology Package (TTP) sales. Plus, as a Level 1 Marketing Director you earn an additional \$2 Monthly Residual on all Active Executive Owners paying the \$99.95 Monthly Fee in your Director Region!

Qualified Level 1 Directors will also receive a \$1,000 Monthly Bonus with a \$2,000 Monthly Income guarantee.

### Levels 2 - 8 Marketing Director

Now let's check out what you receive whenever you qualify as a Level 2-8 Marketing Director!

Director Position	Active Owners	Max Per One Leg	Bonus ***	Bonuses / Extras
Level 2 Marketing Director	500	200	\$1,000 + \$2 monthly residual on Active Members in Director Region	Jeep Wrangler *****
Level 3 Marketing Director	2,000	667	\$1,000 + \$2 monthly residual on Active Members in Director Region	BMW 428i, Mercedes CLA 45 AMG, Jaguar XF / Own after 2 years
Level 4 Marketing Director	5,000	1,667	\$1,000 + \$2 monthly residual on Active Members in Director Region	Choice of Presidential Rolex or Dream Vacation
Level 5 Marketing Director	10,000	3,334	\$1,000 + \$2 monthly residual on Active Members in Director Region	Bentley 2 or 4 door, Ferrari Portofino, Lamborghini Huracan / Own after 2 years
Level 6 Marketing Director	25,000	8,334	\$1,000 + \$2 monthly residual on Active Members in Director Region	\$1 Million Bonus
Level 7 Marketing Director	50,000	16,667	\$1,000 + \$2 monthly residual on Active Members in Director Region	Vacation Home, Yacht, or Motor Coach
Level 8 Marketing Director	100,000	33,334	\$1,000 + \$2 monthly residual on Active Members in Director Region	\$100,000 Monthly Bonus Guaranteed for 10 years

### Director Generations and Commissions

Directors earn \$10 on new Travel Technology Package (TTP) sales and \$1 every month on active subscriptions through three (3) Director Generations! A Director Generation will start when one of the Junior Executives (SBA) in your Director Region becomes a new Marketing Director. That new Marketing Director is considered 1st Generation to you. When a 1st Generation Director produces a new Marketing Director, that Marketing Director is 2nd Generation to you. This continues for three (3) Generations.

# COMPENSATION PLAN

## Surge365 Compensation Plan

### Additional Support

Not sure you completely understand? You have access to a pool of expert perspective and advice with your upline Support Team. Your Home Office Team is also here to help you! You can contact us by entering a Support Ticket from your Back Office or by calling 618.655.2431 Monday through Friday from 8:00 AM - 4:30 PM CT. We are here to help you. So join the team, have fun, and get empowered today to achieve your dreams!

Travel Builder Bonus\*: Earnings applied to package owner who enrolled on or after 7.1.20

\$10,000\*: See \$10,000 Bonus Section

\$25,000\*: The \$25,000 is paid in 5 monthly consecutive bonuses of \$5K each and begins the month following your qualification, your Qualifying Month. Upon closing the subsequent 5 months, your Award Months, with 80 active credits in your Team Builder Group the \$5K will be paid on the 11th of the following month. Should you fall below the requirement you will forfeit the 5K for that specific month but can requalify in subsequent months.

3 and FREE\*: Surge365 National Builders & Marketing Directors are challenged to meet an additional quarterly requirement to remain qualified for 3 & Free. National Builders and Directors qualify for 3 and Free by maintaining 3 active personally sponsored \$99 users AND making 1 or more personal membership sales during the previous calendar quarter OR Earning 1 or more 1K bonuses during the previous calendar quarter. The quarterly requirement applies to your 3 and Free status for the following quarter. Not achieving the quarterly requirement will block you from qualifying for 3 & Free until the next quarter.

\*\* Marketing Directors earn a \$2 Monthly Residual on all Members who pay the \$99.95 Monthly Fee.

\*\*\* Active Sales are defined as a Member who is paying the monthly fee.

\*\*\*\*Car must be turned in to Surge365 in order to receive the car at Level 3 Marketing Director.

# SURGE365 POWERLINE

## Secure Your Position Now In The New Surge365 Powerline!

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We're thrilled to announce the launch of our exciting new Surge365 Powerline program! Designed by Surge365 CEO Dr. Christopher Cokley and International VP Delvy Santiago, the Powerline is a groundbreaking way to boost your business growth by positioning you strategically within a rapidly growing network. You can check out the announcement of this program along with all of the details and examples of payouts in the below video!

### Here's why timing matters:

Activate by May 31st, 11:59 PM CT – Secure your spot in the Powerline by ensuring both your Surge365 Membership (at the current \$99.95 monthly fee) and your Surge365 Business Associate account are active.

Early Positioning Advantage – Activating now means you'll lock in your position ahead of everyone who reactivates later. Those who miss this deadline will be placed at the end of the Powerline, losing significant momentum and potential.

### Two Important Notes:

- 1) The Surge365 Powerline program is completely separate from the Surge365 genealogy.
- 2) The first Powerline payout will occur in September 2025, based on activity from August 2025.

### How the Powerline Payout Works:

You will qualify for the highest payout pool based on your current SBA level if you meet the following criteria at the end of August 2025:

- ▶ Active SBA status
- ▶ Active TTP Membership at the \$99.95 monthly fee
- ▶ Your SBA Level in August 2025 is a Team Builder or higher
- ▶ Earning a \$1,000 Bonus during any weekly commission cycle ending on August 7, 14, 21, or 28
- ▶ Required number of active TTPs below you in the Powerline

Reactivate or upgrade your account easily from your [Surge365 Back Office \(my.surge365.com\)](https://my.surge365.com). If you've forgotten your login details, simply follow the prompts on the login page to request a password reset directly.

Have questions? Reach out directly to your upline Marketing Director or contact our Surge365 Home Office team—we're here to support your journey!



# IMPORTANT CONTACTS

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**Ambassador Coach Arlyne 951-529-8910**

## **Marketing Directors**

Glenda Rowe - 805-341-4398

Clifton Sutton - 323-610-1046

## **ARIZONA**

Dr. Jamila Williams 503-351-3835

## **CALIFORNIA - INLAND EMPIRE**

Angelique Davis - 951-243-4706

Dennis Mott, Jr - 951-226-5728

## **CALIFORNIA - LOS ANGELES AREA**

Clifton Sutton - 323-610-1046

## **CALIFORNIA - BAY AREA**

Sharon & Cindan 408-210-2614 or 2616

Diane Oates - 510-432-4404

## **CALIFORNIA - LANCASTER / PALMDALE / ANTELOPE VALLEY**

Glenda Rowe - 805-341-4398

Rhonda Cade - 661-974-0265

## **CET TRAVEL SPECIALISTS**

Sharon - 408-210-2614

Diane Oates - 510-432-4404

Cyndi Duvall - 786-857-8017 (text)

Rhonda Burgett - 314-913-4069

Jeanetta McDow - 661-674-5864





## The background features a collage of geometric shapes in muted colors: a large light beige circle with a grey center, a large grey circle with white dots, and various beige and grey triangles and polygons. On the left side, there is a white rectangular area with horizontal brown lines, resembling a notepad.



# YOUR JOURNEY **HAS BEGUN**

Let's Grow Together

*Coach Arlyne*

Empowering Entrepreneurs for the 21st Century

