

COASTAL VACATIONS DOCUMENT 10

COASTAL TRAINING SEMINAR

*** Next Scheduled Seminar ***

*** Seminar Ticket Purchase Order Form ***

*** Why Attend the Training Seminars ***

“We’re Taking the Nation, on Vacation”

“Where you’ve been is not half as important as where you’re going.”

-Anonymous

N.B. Management
7862 W. Irlo Bronson, Suite 236
Kissimmee, FL 34747
Phone: 800-283-1526

Date:

Coastal Vacations Training

Seminar Purchase Order

- \$99.00 per Person -

Please Print

Mail Ticket To:

Name: _____

Address: _____

City/ State/ Zip: _____

Phone: _____

You will receive your confirmation and ticket to Seminar in 7 to 10 days
All funds must be received 10 days before event.

Yes No

 Have you purchased a Coastal Vacation Travel Package?

 Are you a Level I Director?

 Are you a Level II Director?

**Mail this Form for Seminar Reservation
with \$99.00 per person to:**

N.B. Management
7862 W. Irlo Bronson, Suite 236
Kissimmee, FL 34747

If possible, use a courier with tracking number. Cashiers Checks or
Money Orders Only. Made Payable to N.B. Management

When? Where?

Time: March 12th, 13th, and 14th, 2004
Friday, Saturday, and Sunday!

Location: Disney's Contemporary Resort
Orlando, Florida

Title: 'Formula for Success' Training Seminar

Friday 12th

Start: 5:00PM TO 7:00PM
'Getting Acquainted Party'
Fantasia Ballroom – Contemporary Resort
(Don't miss this opportunity to mingle with Leaders and enjoy complimentary light foods and as open bar!)

Saturday 13th Fantasia Ballroom

Start:	8:30AM – 9:00AM	Registration
	9:00AM – 12:00PM	Seminar
	12:00PM – 2:00PM	Lunch
	2:00PM – 5:00PM	Seminar

Sunday 14th Fantasia Ballroom

Start:	9:00AM – 12:00PM	Seminar
	12:00PM – 2:00PM	Lunch
	2:00PM – 5:00PM	Seminar

What do I do NOW?

Make your reservations now for the Next Coastal Training Seminar
'Formula for Success'

At Disney's Contemporary Resort!

March 12th, 13th, and 14th, 2004

Make your reservation now while rooms are available!

At over 20 Different Resorts by calling **407-934-7639!**

Instructions

- 1) To order the Coastal Training Seminar; Fill out the Coastal Training Seminar Purchase Orders form enclosed, or on Doc. 10. Mail this Purchase Order to Shipping Center only with \$99.00 cashier check or money order only. All tickets are \$99.00 per person. You will receive your confirmation and seminar ticket in 7 to 10 days.
- 2) When you step up to Level II and receive your Level II International Travel Package & Carnival Cruise (over a 20,000 value) from the Shipping Center, you will also receive a complimentary ticket to our Coastal Vacations Training Seminar.
- 3) After mailing Purchase Order to shipping center (**\$99.00 Cashiers Check or Money Order**) you will receive seminar confirmation by mail within **7-10 business days**. If you do not receive your ticket and confirmation within this time period, immediately contact the Shipping Center at **1-800-283-1526** and leave a message along with your Name and Coastal Member ID Number.
- 4) As soon as you have mailed your Purchase Order for the Coastal Training Seminar, you need to make your two night reservations at Disney's Contemporary Resort, in Orlando, FL! Call **407-934-7639** to make your reservations. The Training Seminar is **March 12th, 13th, and 14th, 2004!** Remember to tell them you are with Coastal Vacations! You may also use your Coastal Travel Package. You may want to activate some of your vacations, use your Car Rental Card, Golf Card for golf resorts, Condo Card or Hotel/Motel Resort Cards. You have many choices available to you! By using your Travel Package, you will have your own personal testimonies to document in your Vacation Portfolio.
- 5) The seminar will start Friday evening with a getting acquainted Party at Disney's Contemporary Resort in the **Fantasia Ballroom**. Join us for **complimentary light food and an open bar!** Don't miss this, plan to arrive early enough to attend!
- 6) Saturday morning **Pre-Registration starts at 8:30AM**. Please arrive early to register since the Seminar will start promptly at 9:00AM. Sunday's program will start promptly at 9:00AM as well. Sundays program concludes at 5:00PM EST, please arrange your return departure (Flight, etc.) so you can **attend the entire Seminar!**
- 7) Proper attire is Business or Business Casual!

Who will be speaking?

Some of our speakers include well known professionals such as...

Gary Coxe

You are who you associate with...

Success Coach & Life Strategist, Gary Coxe has experience. That's probably why his name sounds so familiar. Gary has shared the stage with such internationally known motivational and training professionals as Zig Ziglar, Brian Tracy and Jim Rohn.

Gary's been seen all over...

But his notoriety doesn't stop at the stage. Gary has been seen by millions of viewers on *The View*, *The Gordon Elliott Show*, *The Gabrielle Show*, *The Charles Perez Show*, *The Danny Bonaduce Show* and 6 times on *The Maury Povich Show*. In fact, he's been invited back by popular demand many times! You might remember him as the guy with the tarantula. One of Gary's more interesting abilities is his work on curing phobias ~ you see people literally change before your eyes within minutes! So you can imagine the impact when he teaches students how to overcome something like the fear of cold-calling, fear of rejection, procrastination, etc. He also speaks about 'Going Beyond Positive Thinking!' Positive thinking is a must, but saying positive things doesn't make them believable to the person saying them. Positive thinking is like spray paint on rust - it won't last long! Gary actually shows his audience how to recondition their thought process, which, in turn, develops a positive mental attitude that can last a lifetime!

Or maybe you've just heard Gary...

Gary regularly appears on dozens of stations nationwide discussing success, motivation or one of his newest programs! Gary has been used by clients like AAA, ERA, Kirby Vacuum, Saladmaster, Century 21, Coldwell Banker, Remax, Sandals Resorts, Xerox, and MLM companies to motivate & train their teams. Take advantage of this rare opportunity to meet Gary Live and in person!

Tom Goetschius

Tom is among the elite of sales and management trainer/consultants in the Resort Development Industry. He holds the prestigious "Registered Resort Professional" designation, the highest recognition bestowed by the American Resort Development Association (ARDA). His seventeen-year career in the resort industry has provided him with successful hands on experience with everything from salesperson to sales manager and project director. He has served as a corporate vice president or director of training and personnel development for industry giants Orange Lake Country Club, Fairfield Communities, Cooper Communities and Hilton Grand Vacation Company.

He started Tom Goetschius Associates in 1995 and serves a client list of the most recognizable industry leaders. They include companies selling everything from fixed week vacation ownership to points driven vacation clubs, high end fractional programs, recreational land and whole ownership condominiums. He is the industry's undisputed authority on the leading edge "Relationship Approach To Sales", which is described as non-manipulative, non-self serving and life enhancing. His manager training is the model for the industry. Additionally, he offers courses in Hospitality and Guest Experience based on the Disney model of "Quality Service". (see "Mousters Degree" below)

Tom Goetschius Associates also provides certification in Management Research Associates' (MRA) Personality Profiling Technology. He rounds out his offerings with experiential problem solving, team building, leadership and communications activities that are interactive, effective and entertaining.

Goetschius, a former college professor of Speech & Theatre at the State University of New York, holds a Master's Degree in Interpersonal Communications. He has also been awarded a "Mousters Degree" from Disney University by completing professional development courses in "The Disney Approach To People Management", "The Disney Approach To Quality Service" and Disney's "Foundations Of Leadership".

And Many, Many More.....!

***Please note: Speakers are contractually obligated however unforeseen occurrences due occur and speakers may be substituted if needed!**

Why Attend the Training Seminars?

Hear it from those who have been there!

"The Coastal Training Seminar had an air of camaraderie; we are in this together. Tactics were shared between directors and the two days were jam-packed with interesting, informative, and challenging information. Finally, after listening to the conference calls, it was good to be able to put a face with each voice. **I would recommend the Coastal Training Seminar to anyone!**"

- Bonnie, NJ

"Getting trained on the ins and outs of the business was spectacular for confidence building, we were shown product knowledge we needed to become successful including the many ways to build the business and the forms and paperwork needed to be successful! As a bonus, we also received **highly sophisticated training** by talented motivational speakers! I really enjoyed having my **FIRST** Coastal Training Seminar because it made me proud to be associated with this incredible opportunity and I'll have a dozen people join me at the next one, for sure! The nice thing about The Training Seminars is not only do you get to hear how the major money earners are doing it... but also you begin to see yourself succeeding with the opportunity just like them."

- Karl, VA

"I just attended my first Coastal Training Seminar, held in Daytona Beach at a fabulous oceanfront resort. **The Seminar is a MUST-ATTEND-EVENT!** I met so many successful Coastal associates, and learned how they each market. Everyone was so helpful, and I got many ideas concerning different marketing techniques. The program was well-planned, the speakers were great and as Al says every Wednesday night on the Coastal Training Seminar Conference Call... 'After you attend, you'll be so motivated, you'll go home and make 100 sales.' I second that, Al! **You can count on seeing me at every Coastal Training Seminar Event!**" **-Sylvia, LA**

"I recently purchased the Level II International Travel Package and received a bonus Coastal Training Seminar. I wanted to attend the Seminar, meet the people who conduct our conference calls each night, and also meet other like-minded individuals who would be at the Seminar. I want to say that I was not disappointed in any way. Coastal had planned a wonderful get together for us upon arrival Friday evening, with delightful food, an open bar, and other refreshments. The seminar for the next two days was well worth coming for. In addition to the two days of helpful and useful information, I exchanged business cards and learned some new ideas on how I can make my Coastal Business more successful. **If you take only one vacation this year, make it the Coastal Training Seminar wherever the next one is held. I will see you there!**" **-Lottie, LA**

"I originally made the mistake of not emphasizing the Coastal Training Seminars. Never Again! The Coastal Training Seminars are outstanding! So much training and education, it's unbelievable. Plus, it is awesome to meet the Directors from around the World! **I will never deprive myself or my group from the motivational training experience there is available at the Seminars.** I regularly attend every Coastal Training Seminar and I look forward to meeting you in person soon!" **- Aaron, NY**

"I have been building my business full time with Coastal over the past 9 months. I have been averaging 5 sales a week with some of those being Level II Sales. I make it my goal to attend all the Training Seminars Coastal provides. After each one I find that my sales abilities sky-rocket. I am able to stay motivated and keep my eyes on my goals. **This truly is the best business opportunity in the World!!!!**" **- Camaron, GA**

"We had people come all the way from England to receive one on one training. They used their Level I Travel Package to get great room rates, recreational ideas and they spent the weekend in Coastal's Informative Seminars. How could it get any better? We chatted with several members of the Board of Directors with Coastal as well as exchanged ideas on product promotion and new ways to introduce new clients to the travel opportunity. **Don't miss the next fantastic opportunity if you really want your business to explode... I know I'll be there!**" **-Julie, OH**

"I encourage everyone to attend Coastal's Training Seminars. Where are you going to learn how to earn \$50,000 every month if you don't attend the Seminar that shows you how-from those who are already doing it!! The Training Seminars are a life-changing event. **It can cause a dramatic change in your immediate financial future. Be there!!**" **-Marty, CA**

"I am new to Coastal and I am thankful I went to the last Training Seminar in Daytona Beach, FL! It was a treasure to meet the Board of Directors, top Coastal income earners and other Coastal Directors. **Everyone was so helpful and shared proven ways they have grown their Coastal Business to incredible heights!** I made many new friends and most importantly I'm making many new sales! Thanks Coastal!! **- Lindsey, GA**

QUALIFYING PANEL

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