

# **The COASTAL**

## **Associates**

presents

## **The Welcome Packet**

Dear Teammates,

We offer the finest support tools to assist you in attaining ALL your dreams and goals. Please complete the following steps.

*A Group of Like Minded Professionals Promoting Exceptional Opportunities for Travel, Affluence and Well-Being.*



# **FAX ON DEMAND**

**(732) 463-6423**



- DOCUMENT #1-** Level I Opportunity Information Profile
- DOCUMENT #2-** Level II Opportunity Information Profile
- DOCUMENT #3-** The Welcome/ Training Pack
- DOCUMENT #4-** Business Building Tools
- DOCUMENT #5-** Condo Specials (Samples)
- DOCUMENT #6-** Coastal Vacation Membership Card Order
- DOCUMENT #7-** Coastal Vacation Condo Order Form
- DOCUMENT #8-** COA Voice Mail Service Application
- DOCUMENT #9-** Payment Plan Application
- DOCUMENT #0-** Coastal Training Seminar Information

## **IMPORTANT PHONE #'S**

- |                               |                |
|-------------------------------|----------------|
| 3 Minute Overview-            | (800) 628-8015 |
| The Pay Plan Explained-       | (800) 628-6435 |
| 20 Min. Testimony Line -      | (212) 461-2748 |
| 24 Hour Q&A Conference Call - | (212) 461-2750 |

## **Web-site Address:**

**[www.coastalincome.com/sample](http://www.coastalincome.com/sample)**

**Pull F.O.D. (732) 463-6423 Doc.#8 For Website application**

## **APPROVED VENDORS LIST** **ADVERTISING**

- |              |                                |
|--------------|--------------------------------|
| Card Decks - | 1-800-348-4460                 |
| USA Today -  | Wolfe Enterprises 919-481-2126 |





## PREPARATION



Welcome to the Coastal Team! We are extremely excited because we have the absolute best **REAL VALUE** in the vacation industry! Below are listed the steps to take to be extremely successful with this amazing opportunity. Please complete the following steps:

- A) Call your local Telephone Company and set up 3-way calling & call waiting. This service is only \$5.00 a month and is necessary for your Director to give you some great 1 on 1 training!
- B) Set up an 800 voice mail #, the charge is only \$49.00 per month flat rate. You will use this # to capture your ad responses. We have found Communications of America to work well. They are a 16 year old company, the largest in North America. They can handle over 500 calls at the same time on the same number. And after just 5 referrals, your Voice Mail is FREE. Pull up the Voice Mail Application at Doc #8 on the same Fax Number 732-463-6423 Doc #8) Remember: Your first month is free when changing over from another Voice Mail company. See your upline Director for their referral Name and #, If they do not have one, Go to their upline director.
- C) Record a greeting on your voice mail. Keep it up beat, positive and under 2 or 3 minutes. Remember your goal is to create curiosity!  
**SAMPLE- Hi, this is \_\_\_ with Coastal. Would you like to earn one thousand dollars per sale working from home and realistically earn a six-figure income in the next six months? It's easy if you have the right vehicle and the right plan. Now this is NOT a multi level marketing company! We are working from home and consistently earning 2-3 thousand dollars each and every week, and absolutely show you how to do the exact same thing!**
- D) Decide what you want to do for lead generation & advertising  
And start using **THE SYSTEM!**
- E) We highly recommend that all associates have their own Web-Site. Even if you don't own a computer, Web-Sites can generate income for you, and add credibility and power to your presentation! We have spent thousands of dollars to create an incredible Web-Sites that can be duplicated for you with your own name and phone #'s listed for only a \$95.00 one time fee! Pull up Web-Site application at Doc #8 on the same Fax Number 732-463-6423 Doc #8).



## USING THE SYSTEM



The Information Gathering SYSTEM utilized by Coastal Vacation Associates is a very simple, highly effective, and powerful means for educating prospective new associates interested in the business opportunity. When the System is used in conjunction with the scripts, a positive attitude, persistence and desire, unlimited success is literally at your fingertips.

Remember, you are a facilitator of the SYSTEM, an informational tour guide. Do not sell or convince. Let the system tell the Prospect about the incredible product and opportunity that Coastal Vacations has to offer.

The following steps will clearly demonstrate how bring a prospect through the SYSTEM. You are presenting Coastal Vacations to your prospect through a formal step by step SYSTEM. This SYSTEM has been developed for you and has proven to be extremely successful.

### Step 1 - The Initial Contact/ Marketing & Advertising

- Available for your use are many different ways to find the prospect, Cold Calling, Postcards, Classified Ads, Internet Leads, and Signs around town, to name a few.

### Step 2 - The Qualification

- Retrieve prospects name and # from your voice mail.
- Qualify for desire. Take notes of their Hot Buttons. The interview questions are asking them about their desire.

### Step 3 - The Presentation

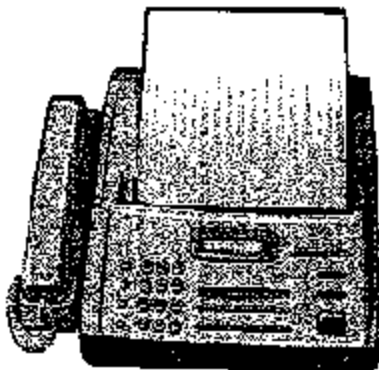
- Give presentations and have your Prospect listen to the recorded overview. This will determine whether they have interest or not.
- When you have an interested prospect you will then have them pull the F.O.D. and schedule them for a live conference call.

### Step 4 - The Wrap Up

- Requirements to qualify as a director are reviewed by your Director.
- You will 3-way your guest to your Director or another Business Associate for third party credibility and testimonies.
- **HAVE THEM SEND THE CHECK! YOU JUST MADE \$1,000+!**

USA Today is a good place to start advertising this opportunity! Contact Wolfe Enterprises at (919) 481-2126, for about a 40% Discount.

Also check your local library for listings of newspapers all around the country that you can start advertising in!



# HOW TO DEVELOP LEADS!

## No Budget/ Low Budget Approach (0-\$50.00 Per Week)

- Place a Classified ad in a paper.
- People you know & know of. Make two lists, people who might be interested in a great vacation package and people who are income opportunity seekers.
- Referrals, Churches, and other group affiliations.
- Flyers at Swap Meets, Colleges, Malls, ECT.....
- Hand out business cards to EVERYBODY!
- Give out Prospecting audio or videotapes.
- Cold Calls from a phone book ect....



## Medium Budget Approach (\$50.00-\$300.00 Per Week)

- Everything above, plus multiple ads.
- Fax and e-mail Blasting.
- Mail Postcards
- Vacation and Travel Magazine Display Ads.



## High "Let's Make it Happen" Approach (\$300.00+ Per Week)

- Everything Above
- Card Decks for Opportunity Seekers
- Home-Based Business Seminars & Opportunity Meetings.

REMEMBER EVERYONE'S A  
PROSPECT

## SAMPLE PRESENTATION

Hi, is \_\_\_ there? Hi \_\_\_ this is \_\_\_ with \_\_\_\_\_. You responded to an ad that said \_\_\_\_\_. Well, I'm returning your call with the information you requested. \_\_\_\_\_ I work with a group called \_\_\_\_\_ and we sale a Vacation Package and as sales representatives we make \$1,000 on each sale! Now \_\_\_ our vacation package has a retail value of \$15,000. Our members can stay at over \_\_\_ thousand Hotels and Condominium resorts at a fraction of the normal rates. For example a luxury 3 bedroom vacation condo rents for about \$1,500 a week, our clients only pay about \$400 per week for the same exact condo. Our customers also stay at hundreds of hotels, many of which are 5 star. These include The Sheraton, The Marriot, and The Hilton! \_\_\_\_\_ the Vacation Package has many other benefits including \_\_\_\_\_. The bottom line is that our Vacation Package has a total value of \$15,000 and we sell it for only \$1295! As an added bonus that makes the sale almost automatically for us is that we give a FREE Carnival Cruise for 2 adults for 4 days and 3 nights to the Caribbean or Mexico with all meals and on-board entertainment included! All at no extra charge! And we still make \$1,000 on each sale! I'm working from my home and consistently earning \_\_\_\_\_ thousands dollars per month. What I want you to do now is call our 24 hour Fax on Demand and read our company profile with all of the benefits of our Vacation Package then call me right back because there is a couple of things I need to go over with you.

REMEMBER BE A FRIEND!



## SAMPLE PRESENTATION

Hi, is \_\_\_\_\_ there? Hi \_\_\_\_ this is \_\_\_\_\_ with COASTAL and you responded to an ad that said \_\_\_\_\_, do you have a few minutes? \_\_\_\_\_ what I'm going to do is find out a little about your work experience and I'll tell you what I'm looking for and we'll see if we have a match O.K.? \_\_\_\_\_ what type of work have you been doing? What's most important to you in an opportunity? (GET HOT BUTTONS)

Great!, \_\_\_\_\_ I'm looking for just a couple of people this week that I can train to use our step by step system. The name of our group is COASTAL VACATIONS .....

\* At this point you can either explain the value of our product or three way them into one of the recorded overviews and have them pull the Fax on Demand.

Next, schedule a time to 3-way them to a live conference call.

### AFTER THE CONFERENCE CALL

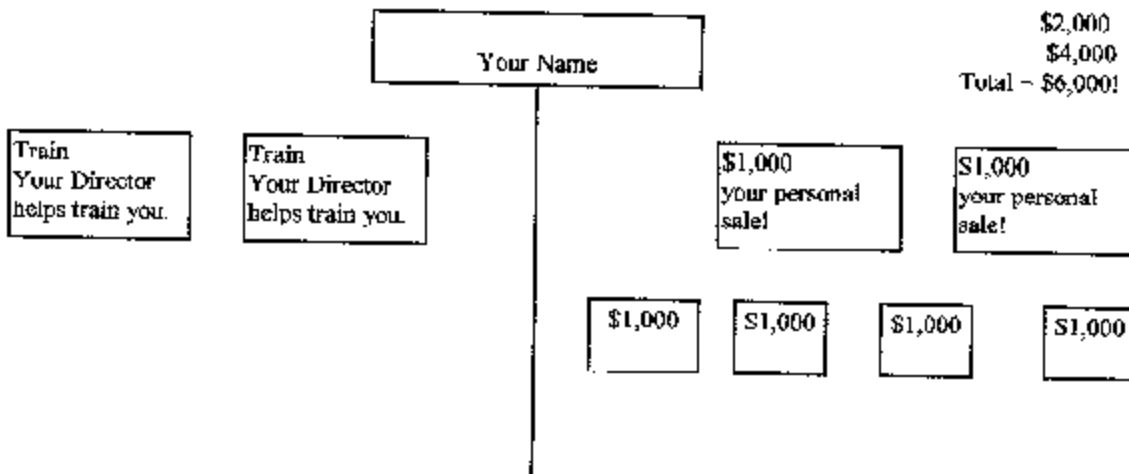
\_\_\_\_\_, incredible isn't it!? Do you see how you can .....  
(List Hot Buttons)

\* Now 3-way them to your Director for the close!



# MAKING THE SALE

\_\_\_\_, grab a pen and a blank piece of paper and I'll show you how easy it is to make money with our program. First draw a box with your name in it and draw a line down the center of the page under that box. Now on the left side of the page under your name draw 2 more boxes right next to each other. These are your 2 training sales that I do with you and show you how to do this business step by step. After we make these first 2 sales you're a Director and order the Vacation Package direct from our wholesaler! Now on the right side of the paper draw 2 more boxes, which will represent your first 2 personal sales after you're a director. At \$1,000 per sale, you just made \$2,000 right?! Next to your name write \$2,000 on top of the page. Now along with the retail sales of the Vacation Package you can help these 2 people get started marketing the COASTAL package. Let's say for example the following week these two people just make two sales each, draw 4 new boxes under the first two people you got started which represents their first 2 sales each, that's \$4,000 you get to keep! Because you keep the profit from the first 2 sales of everyone you start in the business! Add this \$4,000 profit to your \$2,000 and you've made a total of \$6,000! Do you see the potential here and why we make so much money?



# **COASTAL VACATIONS**

## **Our Mission: TO MAKE DREAM VACATIONS AND FINANCIAL FREEDOM... A REALITY!**

Coastal Vacations is committed to providing the highest quality vacation and travel benefits in the industry. Working with thousands of resorts and leaders in the field of travel and leisure, Coastal Vacations pursues this commitment by creating benefits and services that meet the needs of current and prospective customers. Coastal Vacations consistently seeks out the best vacation and travel values in the industry and makes them available to clients at wholesale rates.

Coastal Vacations is clearly dedicated to being the consumer's first and best choice for turning dream vacations into beautiful realities. For more than 25 years, the companies represented by Coastal Vacations have successfully met the vacation and travel needs of hundreds of thousands of individuals and families around the world.

Coastal Vacations is an association of entrepreneurs and business professionals. Inspired by America's relentless pursuit of Independence and Freedom Coastal Vacations has created an income opportunity that is unparalleled in the business world today. Our programs is truly "turn-key" in that much of the sales and training needed to build a large income is provided by the SYSTEM itself, ready for you to take advantage of any time you wish. The Coastal Vacations financial opportunity is clearly one of the most profitable home-based businesses on the planet today. According to Opportunity Magazine in the January, 1998 issue the T.I.A. (Travel Industry Association of America) vacation and travel sales hit an all time high and are estimated at over \$481 BILLION in the U.S. alone! Vacation and Travel is now the third largest retail industry in America!

Trends lead to financial success and define our lives. We either make money or spend money on trends depending on where we position ourselves. For example Bill Gates is the richest man in the world because he positioned himself in front of one of these hot trends: The Computer Revolution!

John Naisbitt, the world's leading authority on trends, defines in his book Global Paradox, one of today's most important trends – Travel – at \$4.4 TRILLION annually, the world's largest industry. It employs 10.6% of the world's workforce and is growing 23% faster than the world economy! Travel will create 144 MILLION new jobs by the year 2005.

With overwhelming debt plaguing the average household, the associates of Coastal Vacations are determined to help free individuals from this rising problem by successfully marketing a proven, ethical product, that has unbeatable value for the consumer, as well as tremendous financial rewards for our associates.



# **The Vacation Package**

## **Summary of Benefits:**



### **CONDO VACATIONS**



With the Condo Resort Membership you can stay at thousands of Condo Resorts for as little \$250 per week instead of the usual \$1,000-1,500 per week rates or a time-share purchase of \$15,000. Each resort provides a broad spectrum of fully furnished choice accommodations that include fireplaces, private Jacuzzi's, massages, horseback riding, golf, tennis, boating, fishing, swimming and activities for children. Also included are hundreds of Bed and Breakfasts worldwide! (See Our 200 Page Web-Site!)



### **HOTELS**



Experience dream vacations and save 50% at over 8,000 hotels nationally and internationally including Hawaii, Italy, Mexico, Las Vegas, the Cayman Islands, England, and France! Choose from some of the worlds favorite 4 & 5 star hotels such as Hilton, Marriott, Loews and many more with the Hotel International, Quest, and International Travel Card. ( 4 Directories Included)



### **GOLF**



This is your opportunity to play at over a thousand of the world's most beautiful golf courses at up to 50% off green fees. Also receive huge discounts on golf equipment, clothes, driving ranges, and cart rentals. ( Directory Included )



### **CRUISES**



Enjoy your favorite cruises around the world on cruise lines such as Carnival, Norwegian, and Royal Caribbean at 35% to 85% off retail prices. ( See Doc.#1 on F.O.D. )



### **AIRFARE**



Receive up to 25% off flights! You receive \$2,000 in airline discounts for family and friends to use on all the major airlines. ( Voucher Books Included )





## SKIING



If being on the slopes is your idea of a great vacation be sure to take advantage of this program. We have over 260 resorts nationally and internationally which gives you over 100 FREE lift tickets and 2 for 1 deals as well as 50% savings on lodging, dining, lessons, rentals and group packages. ( Directories Included )



## CAMPGROUNDS



Our rapidly growing network includes hundreds of Good Neighbor RV Campgrounds in the U.S. and Canada. One of our exciting parks is Disney's Fort Wilderness. Each park welcomes members for only \$10.00 a night! ( Directory Included )



## RECREATION & THEME PARKS



With Recreation Access International, you and the kids can enjoy your favorite amusement parks at up to 50% savings at parks such as Busch Gardens, Universal Studios, Sea World, Wet & Wild and many more. ( Directory Included )



## CAR RENTALS



Receive tremendous benefits with Alamo's personalized service as well as FREE upgrades and \$25.00 off Alamo's already low basic rates.



## THE COASTAL PHONE CARD



As a member of Coastal Vacations you receive 1 hour of FREE long distance phone calling to use while vacationing or to kick start your new business



## THE DINING CARD



Savor your favorite gourmet meals at over 7,000 elegant and family restaurants worldwide. Since 1984 thousands of people have enjoyed dining at their favorite restaurants with up to 25% off with the Dining Card. ( Directory Included )

*Free!*

## \*SPECIAL FREE OFFER!

*Free!*

Receive a **FREE** Carnival Cruise for 4 days & 3 nights to the Caribbean or Mexico (2 Adults) when you purchase your **COASTAL VACATIONS PACKAGE!**

Also receive an additional **30** bonus vacations **FREE!** Including a 5 day 4 night Disney World Vacation, additional Cruises for two, a romantic 3 day 2 night Hawaii and Las Vegas vacation, plus many more! ( See Doc. #1 On F.O.D. For More Info )

# MARKETING YOUR WAY TO FINANCIAL FREEDOM!

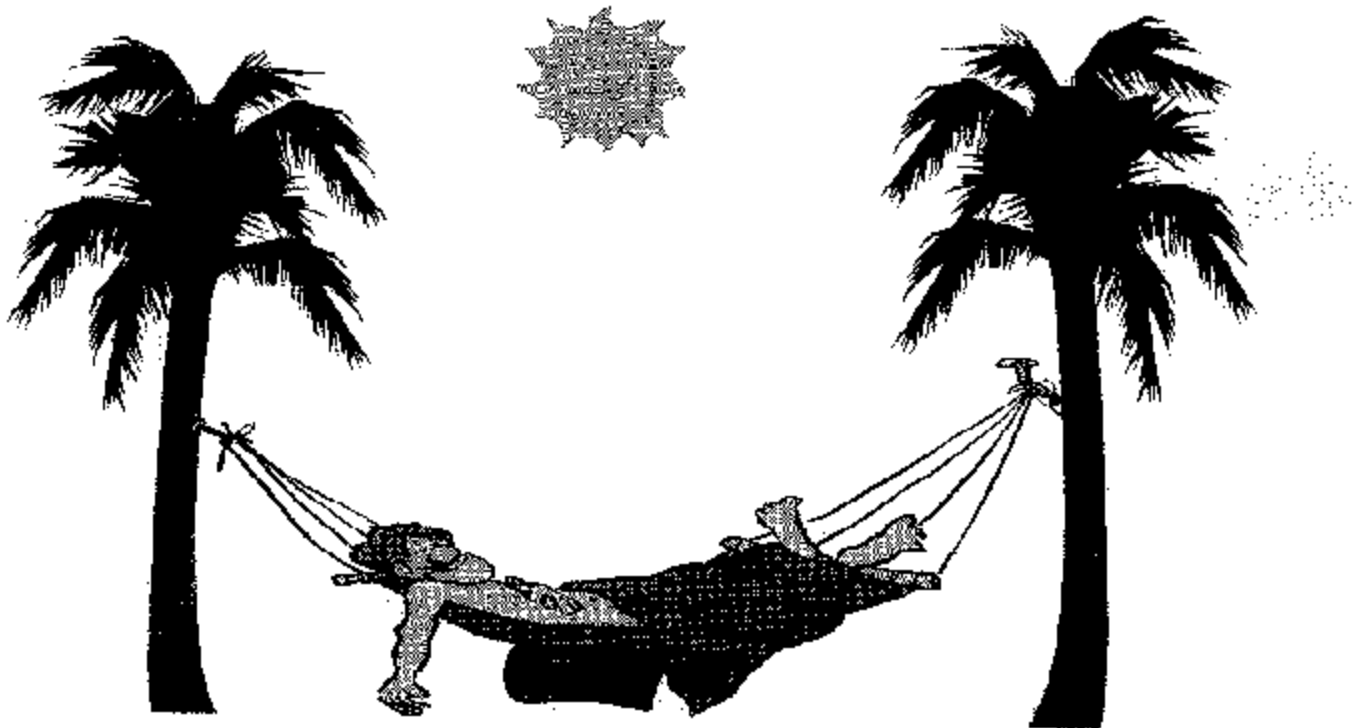


You can earn money as an associate primarily in three ways:

- 1) **Personal sales to consumers:** You purchase the packages wholesale, market them retail, and keep the substantial difference as profit!
- 2) **Training Sales:** With your support, each new associate will make 2 training sales to qualify as a level 1 Director. You receive the profit from those 2 training sales!
- 3) **Qualification Sales:** Your associates will advance to the Level 2 and Level 3 Director positions which require additional qualification sales. You receive those profits!

All new members who participate in the marketing program are required to make ( with their Director's help ) 2 training sales. After this you're promoted to a Director and may now purchase wholesale and earn \$1,000 on each additional sale. As a new Director you will help your new associates get started with Coastal. (Have a Coastal Rep. explain this )

Level 2 & 3 Director status is attained by the same method as Level 1. Your purchase plus 2 qualifying sales. At this stage, you will notice your Level 1 sales happening even faster, creating an income stream of enormous magnitude. You will see in a very short time that the potential for this opportunity is beyond anything you could have ever imagined!



# **Position Yourself for Success!**



## **Level 1 – Coastal Vacations Cruise / Vacation Package**

This core package consists of the finest vacation values in existence combined into one super package – The Level 1 Vacation Package – (see summary of benefits). Included in this comprehensive membership are up to 50% off at exclusive condo properties and resort hotels, cruise line discounts, golf discounts, RV and car rental discounts, ski resort discounts and much more. We have also added a FREE Carnival Cruise for 2 people, \$4,000 in airline discounts, as well as 20 bonus vacations. The total value of this package is well over \$15,000, available exclusively through YOU, our associate, for only \$1,295.

## **Level 2 – Coastal Vacations Leadership Seminar Package**

The level 2 Leadership Seminar is held at a beautiful Luxury Resort! Enjoy a relaxing vacation with all your favorite activities while attending our Level 2 Event. You will hear expert sales trainers and motivational speakers (many of them internationally acclaimed) as they assist you in increasing your personal effectiveness, marketing techniques, and motivational skills. Next, you will rub elbows with the top income earners and hear how they prospect, train, and develop their business. This training will allow you to model their success. The purpose of this event is to provide you with the tools and techniques that will improve your life, grow your business and, best of all, enjoy a fabulous resort vacation. The total cost for the Vacation / Seminar Event is \$3,500.

## **The Premiere Package!**

The Premiere Package is the combination of the Level 1 and Level 2 Packages, for those with the desire to "fast start" their income, and position themselves for two levels of Directorship. Purchasing the Premiere Package not only saves you \$800, but it also positions you to qualify for increased earnings potential more quickly. Many new associates choose to "jump-start" their new business with the Premier Package and move immediately into a position of leadership. Total cost for The Premiere Package is \$3,995.

***WHERE WOULD \$5,000 A WEEK TAKE YOU?***



### Level 3 – THE COASTAL VACATIONS MILLIONAIRE MAKER EVENT!

The Level 3 MILLIONAIRE MAKER EVENT takes place at an elegant tropical location or aboard a luxury liner. Nothing has been spared in the way of luxury with respect to this event. You will enjoy a first-class luxury vacation and see top industry leaders that will bring you to a new level of success and prosperity. You will learn advanced strategies for managing life and business. You will be educated on how to earn millions in your business by applying advanced administrative technologies. Financial experts will introduce you to the secrets of managing the tremendous income that you have now generated in your business. Subjects such as offshore banking, asset protection, tax reduction and privacy will all be addressed. You will also be introduced to some of the most elite marketers in the country, and have the opportunity to take meetings and speak with them personally. By week-end, you will be enlightened as to how you can boost your income to the next level and have personal contacts with high level individuals that can help you earn and manage that income. The cost for this life changing Level 3 MILLIONAIRE MAKER EVENT is \$7,000.

Fax on Demand-

(732) 463-6423

3 Minute Overview-

(800) 628-8015

The Pay Plan Explained-

(800) 628-6435

20 Min. Testimony Line-

(212) 461-2748

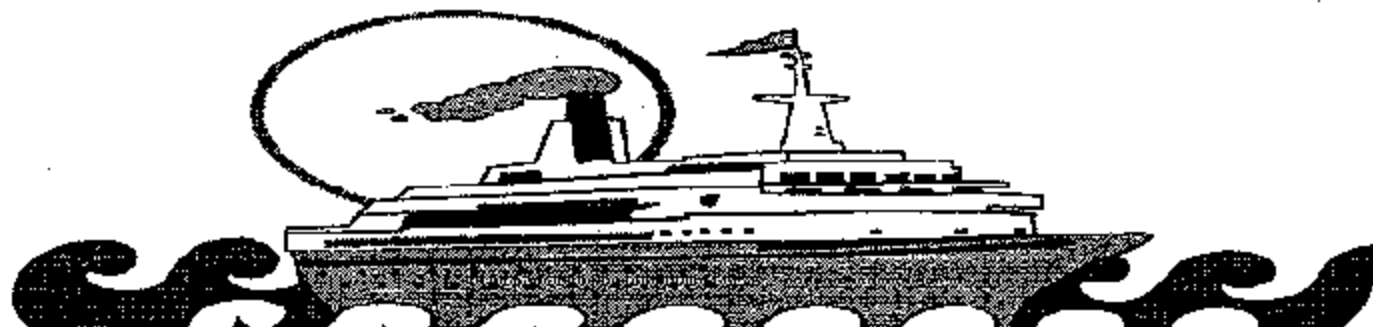
24 Hour Q&A Conference Call-

(212) 461-2750

Visit Our Web Site!

[www.coastalincome.com/sample](http://www.coastalincome.com/sample)

***WHERE WOULD \$30,000 A  
MONTH TAKE YOU?***



# Coastal Vacations

## Most Asked Questions

Q. Are these vacations genuine? How can they possibly sell such an expensive package for such an incredibly low price?

A. Absolutely genuine! Resorts as well as marketing companies have been selling similar vacation packages for 25 years and generally selling them at much higher prices. Nearly all hotels, resorts, cruise lines, etc. have vacancies on an ongoing basis. They find that participating in Vacation Package programs is a viable form of "advertising" to bring in guests-who obviously then spend money in their restaurants, bars, shops, etc.. Then, these trips have long been a mainstay for several agents. Today many savvy travelers use promotional packages such as this for their vacations saving thousands of dollars each year. After all, who visits an empty hotel or resort?

Q. Are their expiration dates on the various offers?

A. Your first two free vacations certificates that come with your package are good for one year. All your other free vacations are good for one year after the date you mail in the voucher to activate that particular vacation. The 12 travel discount membership cards can be renewed as a group for only \$49.95 per year. Many regular cardholders pay from \$50 to \$199 a year to renew a single card. None of our clients take 20 plus vacations with 5 cruises each year. By activating each vacation when your ready, you can take every vacation at your leisure.

Q. Are the individual vacations and airline discount coupons transferable?

A. YES!!! Most families simply could not take advantage of the wide array of great vacations in this package. So why not use the ones you want and share the rest with family and friends. The membership cards, (issued in your name), are not transferable.

Q. How far in advance must we make our reservations?

A. Plan ahead as you would for any major vacation, choosing several preferred time periods. Through your club membership you will also have access to "shorter notice" trips (if they are not sold out) at huge discounts for cruises, vacations and condos worldwide.

Q. Are there any restrictions on when we can travel?

A. Generally speaking the vacation packages will not be available during the heaviest peak seasons and during the major holidays. Some providers will ask you to submit three choices as to when you want to travel - and they'll nearly always accommodate you. With so many available destinations you should be able to travel almost any time you wish.

Q. With such great bargains can I resell some of these individual vacations?

A. No. These are promotional vacations and are not to be individually resold. But you can give them away to others. You might even donate a vacation to a non-profit organization or school raffle. If you own business, reward your best employees. Or use some of the vacations as incentives to increase sales of big-ticket items.

### BUSINESS

Q. Why is this not MLM?

A. There is no monthly purchases required. Usually with MLM a large downline or group is required in order to make a sizable income, decreasing on each lower level - but our bonuses remain the same on each level and since they are so large you can be in profit very quickly. In most MLM companies, they take your money and pay over a period of time (2 weeks or 4 weeks) about 5% of the clients make money, the other 95% help them. With Coastal you work for yourself, not for a company. The company works for you. Coastal will not send you a 1099 because they don't pay you anything. You get paid first.



Q. Do I have to approach my family and friends?

A. No. However most clients get so enthused about this program and the packages that they feel compelled to share it. There are many others who are eager to be contracted and to begin using this very effective program.

Q. Do I have to quit my job?

A. No many clients continue their current employment until they reach the level of income they desire. Others choose to quit sooner so they can focus all of their efforts toward earning a faster return with Coastal. Obviously this is a personal decision.

Q. How much money can I make and how fast can I start to make it?

A. You determine your level of income based on your efforts. Many begin earning one or more thousands their very first week. You can begin immediately upon faxing your completed pre-application to your director, who will provide you with a Fast-Start Pack.

Q. What is the product?

A. Our product is the lowest priced, most extensive vacation package in the market. It is valued at over \$15,000 but we sell it for \$1,295!! Travel agents and other places sell it much more—from \$2,500 to \$3,500 and even more!

Q. What if I don't have \$1,295 right now?

A. There is a no money down plan available; all you need is a checking account with a maintained balance of \$150.00. You must ask yourself, "If I don't make a financial change now where do I see myself in 2 months?" Where will earning \$1,000 to \$3,000 or more a week put you in 2 months?

Q. What do you mean by "this is a typically sold timeshare style"?

A. After hearing a timeshare presentation and a potential client decides not buy the timeshare, he/she is given the option to purchase a custom package similar to Coastal's but not so extensive and they sell these package for much, much more.

Q. Let's say I'm not a salesperson – how can I become successful?

A. There really is no selling involved – you're just giving information. You can make a couple of thousand dollars a week from home, where people will call you and you just give them the information, similar to a tour guide. We let the tools do the selling for us.

Q. I have never owned a business. How can I become successful?

A. Most of our clients were in a similar situation. You can do the same as they do, use the tools that are provided and direct people to these quality tools. Since the majority of people spend many hours each week working for an employer who collects the profits, you can apply a portion of that same effort to build your own business by following our proven system – and you'll receive far greater rewards.

Q. How does the association offer assistance to me?

A. We have every type of lead-generation program available. We have national camera-ready materials, national advertising, fax blasting, post cards, internet sites, e-mail letters, scripts, audio tapes, video tapes, quality brochures, lists of names of prospects who are expecting to be called and who want to get involved in a home-based business. Additionally we have weekly live conference calls, periodic optional seminars, training calls, new associate calls, testimony lines, 3 minute message lines, web-site, and much more.

Q. Is the training schedule made to fit around my schedule?

A. Yes. Your sponsor will be available to assist you around your schedule as much as possible. However, the best times to work with clients is Monday through Thursday and Saturday afternoons, in the wintertime. Most of our group only work part time during these days.

Q. How can you give all this value for \$1,295 and still make \$1,000 profit?

A. One reason is because Coastal has been in business for many years, which is longer than all the others, and now buys these packages in very large quantities. Also is it the best interest of the properties to make sure their facilities are filled to capacity, both for appearances sake and to cover their expenses.

Q. Will I need to go through a sales pitch to get a free cruise?

A. No. All you need do is submit a request for your preferred dates and you will be notified when you are scheduled to totally enjoy your cruise.

Q. How can I get started the FASTEST?

A. First study over all the materials that your director provided you with and make a list of any questions you may have. Get these questions answered so you'll know what you are talking about when you begin contacting others. Meanwhile make a list of people you know who are entrepreneurial and likely to be keenly interested in a business where they could make \$1,000 per sale. Remember, you want to work only with people who are interested and who will actively work at this. You do not want to have to sell!! - nor should you have to. If someone is not interested that is fine - do not waste their time, and yours, by trying to convince them!! When your Vacation Package arrives you can probably sell a few just by "showing and telling" method people, because what you are offering them is such an exceptional bargain! Imagine every time someone decides to take advantage of just ONE of the major vacations will have more than their money's worth!!

Q. Outside of people I know, how can I find those wanting to build a business with us?

A. Advertise!! If you want to work locally gather up samples of local shoppers, newspapers, magazines, etc., examine their Biz Op Sections, and decide where you're most likely to reach the men and women you want to attract. There are also dozens and dozens of publications that cater to opportunity seekers. With a bargain such as we offer, plus the gigantic \$1,000. per sale earnings, just a simple, inexpensive classified ad should be more than enough to keep you busy!

Q. What should I say in my ad copy?

A. Look at what others are saying, then create copy that you think is even better.

Example:

NO HYPE - NO BULL!!  
\$1,000 to \$3,000 your first week!  
No selling system in place 1-800-000-0000

If you want to work nationwide, one of the most read national papers is USA Today, especially the weekends edition. Ask your Director about discount ad agencies where you can get 40% off your USA Today and other advertising. We have sample ad copies on our fax on demand service - 716 - 420-2776, Doc 3 and 4.

Q. What support system should I put in place?

A. Get a voice mailbox so multiple incoming calls can be received at once, 24 hours a day. Ask your director about vendors, Order 3-way calling from your phone company. Set up a fax machine, preferably on a dedicated line. Set up an office area where you can get and stay organized with our paperwork and follow-up files. For only \$95 you can have your own personalized web-site.

Q. Are there live opportunity/ training calls or prerecorded, 24-hour presentations?

A. Yes. Ask your director for the schedule of live calls and training calls. Send all of your prospects to these calls. For convenience we have a series of 24-hour prerecorded numbers that tell our exciting story.



# QUALIFYING PANEL

1	Name Phone ( ) - ( ) - Address City State Zip
2	Name Phone ( ) - ( ) - Address City State Zip
3	Name Phone ( ) - ( ) - Address City State Zip
4	Name Phone ( ) - ( ) - Address City State Zip
5	Name Phone ( ) - ( ) - Address City State Zip
6	Name Phone ( ) - ( ) - Address City State Zip
7	Name Phone ( ) - ( ) - Address City State Zip
8	Name Phone ( ) - ( ) - Address City State Zip
9	Name Phone ( ) - ( ) - Address City State Zip
10	Name Phone ( ) - ( ) - Address City State Zip
11	Name Phone ( ) - ( ) - Address City State Zip
12	Name Phone ( ) - ( ) - Address City State Zip
13	Name Phone ( ) - ( ) - Address City State Zip
14	Name Phone ( ) - ( ) - Address City State Zip