

**Document 4**

**Coastal  
Vacations**

**Business Building  
Tools**

**Continues**

# Coastal Vacations

## Literature and Sales Aids

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

Side 1

Purchase Order Please Print

|          |
|----------|
| Ship to: |
|          |
|          |
| Phone:   |

| Sales Aids   | Price                      | Quantity                         | Total  |
|--|----------------------------|----------------------------------|--------|
| Coast Club Vacations Brochure<br>(Purple Brochure) Save →  | \$1.50 each<br>\$1.00 each | <u>        </u><br>x <u>100</u>  | =<br>= |
| Coast Club Travel Service<br>(Gold Brochure) Save →  | \$1.50 each<br>\$1.00 each | <u>        </u><br>x <u>100</u>  | =<br>= |
| Coast Club Condo Vacation Resorts<br>(Pink Brochure) Save →  | \$1.50 each<br>\$1.00 each | <u>        </u><br>x <u>100</u>  | =<br>= |
| Coastal Vacations: The Opportunity<br>(Green Brochure) Save →  | \$1.50 each<br>\$1.00 each | <u>        </u><br>x <u>100</u>  | =<br>= |
| Colorful Carnival Cruise Brochure  | \$1.00 each                | x <u>        </u>                | =      |
| Colorful Carnival Cruise Tri-Fold  | \$1.00 each                | x <u>        </u>                | =      |
| Colorful Camping Tri-Fold Brochures  | \$1.00 each                | x <u>        </u>                | =      |
| Unprinted Carnival Picture Postcards   | 5/\$1.00 each              | x <u>        </u>                | =      |
| Walt Disney World Magazine (Enjoy Florida)   | \$1.00 each                | x <u>        </u>                | =      |
| Alamo Tri-Fold Brochure  | \$1.00 each                | x <u>        </u>                | =      |
| Aruba Magazine   | \$1.00 each                | x <u>        </u>                | =      |
| PowerPoint Disc –Coastal Vacations PowerPoint<br>Seminar Presentation/Business Opportunity Save→                             | 9.95 each<br>5.00 each     | x <u>        </u><br>x <u>10</u> | =<br>= |
| Coastal Vacations Video Seminar Presentation<br>& Business Opportunity Save→   | 9.95 each<br>5.00 each     | x <u>        </u><br>x <u>10</u> | =<br>= |
| Carnival Cruise Video Tape – An Introduction<br>Of the ship by Kathy Lee Save→   | 9.95 each<br>5.00 each     | x <u>        </u><br>x <u>10</u> | =<br>= |
| Coast Club Video Tape – See Condos and<br>Resorts around the World! Save→  | 9.95 each<br>5.00 each     | x <u>        </u><br>x <u>10</u> | =<br>= |
| Florida/Bahamas Vacation Video Tape<br>Resort Stays at Florida & the Grand Bahamas<br>Island. Roundtrip Cruise Passage Save→ | 9.95 each<br>5.00 each     | x <u>        </u><br>x <u>10</u> | =<br>= |

Mix Match Video Tapes or PowerPoint Disc Orders, (quantity of 10 or more). Price is \$5.00 each. (10 x \$5 = \$50)

If you order 100 eight page colorful Brochures in any quantity, Cost is \$1.00 each.

You may Mix Match all 4 Brochures, Tri-folds, Postcards, and Magazines to equal 100 quantity

Continue to Side 2

# Coastal Vacations

## Literature and Sales Aids

| Sales Aids  | Price   | Quantity               | Total  |
|---|---|------------------------|--------|
| <b>Audio Tapes – Mix/Match all Audio Tapes (20 or more) prices \$1.50 each</b>  |   |                        |        |
| Coastal Vacations Conference Call<br>Audio Tapes      20 or more tapes      Save →  | \$2.00 each<br>\$1.50 each  | x _____<br>x <u>20</u> | =<br>= |
| Coastal Vacations Product Training Call<br>Audio Tapes      20 or more tapes      Save →  | \$2.00 each<br>\$1.50 each  | x _____<br>x <u>20</u> | =<br>= |
| Coastal Vacations New Associate Training Call<br>Audio Tapes      20 or more tapes      Save →  | \$2.00 each<br>\$1.50 each  | x _____<br>x <u>20</u> | =<br>= |
| Coastal Vacations “Wake Up” Call<br>Audio Tapes      20 or more tapes      Save →   | \$2.00 each<br>\$1.50 each  | x _____<br>x <u>20</u> | =<br>= |
| Disney All –Parks Brochure  | \$1.00 each   | x _____                | =      |
| Universal Studios Brochure  | \$1.00 each   | x _____                | =      |
| Kennedy Space Center Brochure   | \$1.00 each   | x _____                | =      |
| Sea World Adventure Brochure  | \$1.00 each   | x _____                | =      |
| Busch Gardens Brochure  | \$1.00 each   | x _____                | =      |
| Carnival Holiday Tri-Fold   | \$1.00 each   | x _____                | =      |
| Carnival Fantasy Tri-Fold   | \$1.00 each   | x _____                | =      |
| Carnival Ecstasy Tri-Fold   | \$1.00 each   | x _____                | =      |
| Carnival Celebration Tri-Fold   | \$1.00 each   | x _____                | =      |
| Carnival Tropical Tri-Fold  | \$1.00 each   | x _____                | =      |
| Carnival Imagination Tri-Fold   | \$1.00 each   | x _____                | =      |
| Carnival Triumph Tri-Fold   | \$1.00 each   | x _____                | =      |
| Carnival Victory Tri-Fold   | \$1.00 each   | x _____                | =      |
| Carnival Inspiration Tri-Fold   | \$1.00 each   | x _____                | =      |
| Carnival Paradise Tri-Fold  | \$1.00 each   | x _____                | =      |
| Carnival Destiny Tri-Fold   | \$1.00 each   | x _____                | =      |
| Carnival Sensation Tri-Fold   | \$1.00 each   | x _____                | =      |
| Carnival Elation Tri-Fold   | \$1.00 each   | x _____                | =      |
| <p style="text-align: center;">Mail this form to:<br/>N.B. Management<br/>7862 W. Irlo Bronson, Suite 236<br/>Kissimmee, FL 34747<br/>Money Orders, or cashiers checks only,<br/>Made payable to N.B. Management.</p> | <b>Total: Side 1 &amp; 2</b>  |                        | =      |
|   | Shipping & Freight \$10<br>Handling Overnight \$25<br>Triple Freight out of Country |                        | =      |
|   | <b>Balance Due</b>  |                        | =      |

**Mix Match Video Tapes or PowerPoint Disc Orders, (quantity of 10 or more). Price is \$5.00 each. (10 x \$5 = \$50)**  
**If you order 100 eight page colorful Brochures in any quantity, Cost is \$1.00 each.**  
**You may Mix Match all 4 Brochures, Tri-folds, Postcards, and Magazines to equal 100 quantity**

Hello everyone!

We just want to make sure that everyone is in the loop on this...

For almost a year now, we have been partnered with Cutting Edge Media – the nation's leading lead-generation company. They have put together a VERY successful ad program for us that is generating tons of Specific Leads for Coastal Vacations.

**A few weeks ago CEM set us up with their latest technological advancement...a Complete Prospect Management System.** (note: they're only setting up their VIP clients with these systems!)

**And guess what?**

They are giving **EVERYONE** who participates in the Coastal Vacations ad co-op their own personal Prospect Manager – **for FREE!**

That's right...at no additional cost!

**So...what's a Prospect Manager and what will you get with it?**

**FREE! - Contact Manager to manage your prospects online**

Your prospects' information will be **AUTOMATICALLY** saved here after they respond to our ad – no more lost contact info. Plus, you can take notes and search your leads online. . .and have all of that important information in one place!

**FREE! – Professionally written follow-up emails**

You know the importance of following up right away, but sometimes it's easier said than done. With this new technology, your prospects **WILL** receive an email from you the **INSTANT** they respond to our ad to **start the introduction process and get them ready to hear from you!**

**And Introducing – MORE CONTROL OVER YOUR ACCOUNT!**

With this new technology, you can now manage your CEM account online!

Get all the details here: <http://www.coastalleads1.com> .

**If you haven't checked out CEM leads yet, we can assure you that they are a surefire way to build your business!** These leads have been tested and proven by some of our top Directors - they've had a lot of success with these leads and **now it's your turn!**

*"I got tons of responses and 1 person joined already! I also have 5 more interested in joining...I really like your program!" - Ellen Ware*

*"We are closing about 1 out of 30-40 leads. It leaves a good profit of \$700+, so there is not a question this is working!" —Nitsa Nakos*

*"I have tried several ways of generating leads, other lead programs, cold calls, using internet search engines etc, and your program is the first that has given me people who are ready and eager to listen when I call them. The 3rd person I talked to signed up." -Tom Ellis*

With these outstanding results in mind, reserve your share of Coastal Specific Leads AND your own Free Prospect Manager today!

Click here to get all the details and get signed up: <http://www.coastalleads1.com> .

# ADS - BUSINESS BUILDING TOOLS

A \$3,000 WEEKLY INCOME with only 3 easy sales, Huge Demand, \$1000 profit, Leads, not MLM 800-xxx-xxxx 24hr. (resorts)

COMPETITORS CRY UNCLE Nobody in MLM delivers like we do. We dare you to keep up with demand. Call 800-xxx-xxxx

I've seen time shares, I've seen Vacation Clubs, but I've never seen anything like this. Vacation one week each month, one time payment of \$1295.00, Keep \$1000.00 commission. Looking for directors.  
Call 800-xxx-xxxx.

It's easy to become a Millionaire if you have the right vehicle to get there. We have the Master Plan.  
Call 800-xxx-xxxx.

TIRED OF SHAKY MONEY GAMES  
Deliver a real \$3145 value for \$1295  
keep \$1000 and happy clients 800-xxx-xxxx resorts, not MLM.

Build a six-figure income. Looking for Directors. Work from home part time or full time. Call 800-xxx-xxxx

NO BULL, THIS IS A FAST TRACK!  
I'll show you how I make \$3,000 weekly from home. No MLM, No Lies.  
800-xxx-xxxx resorts

I LOVE IT!!!! TRAVEL, MONEY, FRIENDS and no traffic, no boss 3 easy sales = \$3,000 weekly from home. 800-xxx-xxxx resorts.

Purchase vacations wholesale, one time payment of \$1295.00 looking for Directors. Earn a \$1000.00 commission per sale. Call 800-xxx-xxxx

Would you be pleased to earn \$1000.00 a sale or \$3000.00 a sale, Working from Home. If you didn't earn \$3000.00 last week, call 800-xxx-xxxx.

## CASH IN NOW!

Huge Demand Sparks Huge Profits  
800-xxx-xxxx

Work our system. People are earning \$2,000.00 to \$3,000.00 weekly, call 800-xxx-xxxx.

# THE STEP BY STEP SALES SYSTEM

**If you take all of your interested prospects through each of these (7) steps, you will be a huge success!**

- 1) Give the basic presentaion.**
- 2) Have prospect get the company profile.**
- 3) Have prospect listen to conference call.**
- 4) Show prospect the value of our pay plan.**
- 5) Take the prospect on a Test Drive.**
- 6) Give prospect references if needed.**
- 7) Have prospect send the check!**

# Leads

Opportunity Connection ..... 800-348-4460

Contact: Carl Hunt

- a) 200,000 Card Deck mailed monthly
- b) Magazine ads
- c) Peel and stick labels

## \* Mailing Lists, Peel and Stick Labels for post card mailing\*

|                                      |              |
|--------------------------------------|--------------|
| Quality List .....                   | 800-356-6392 |
| American List .....                  | 800-240-2839 |
| Encore List .....                    | 800-261-9996 |
| Mascore List .....                   | 800-568-6127 |
| Success List .....                   | 800-382-6815 |
| Mailing List .....                   | 800-223-1882 |
| Williams Co. ....                    | 800-810-9041 |
| Mega Media .....                     | 714-673-2290 |
| Best Mailing List .....              | 800-692-2378 |
| A.B. Data ..... code to income ..... | 414-352-4404 |

Hi and Welcome to The Coast Club information line, my name is \_\_\_\_

I would like to spend the next few minutes with you to give a detailed overview of the fabulous opportunity that awaits you with Coastal Vacations.

First a word about our product - The Coast Club Travel Program has been exclusively available through resort properties, they use it as an alternative product for their vacation club prospects that are not interested in a vacation club purchase at this time. The program sells \$2500 and provides a wide selection of travel and lodging options at the industries lowest rates. As a Coastal director you can sell the same exact program for only \$1295, include a free 4 day fun ship Carnival Cruise and make a \$1000 profit.

The beautiful resort properties in our condo rental program are vacation club properties from across the country and around the world. Rather than have the unsold and unused units remain vacant and unproductive we are able to provide them to our members at a huge savings. Typically the weekly rental, at one of our resorts is \$50 to \$100 over an owners one week maintenance fee at an average total cost of \$400. With your membership, you can do this as often as you wish.

But that's not all, the package also includes

- \* The Quest International Card - This renowned discount travel card provides a 50% discount on over 2000 first class luxury hotels internationally, Plus 25% savings at over 300 wonderful restaurants.
- \* Superior RV campsites for only \$10 at any good neighbor parks nationwide.
- \* The golf Card - Receive Discounts at 1000s of top Gold Course.
- \* Deep discounts at select golf resorts.
- \* Airfares at membership only prices.
- \* Outstanding savings on the best cruise lines.
- \* Big savings on car rentals.
- \* Specially priced tours and packages.
- \* 35mm Camera & 200 Rolls of Kodak Film.
- \* 3 Piece Matching Luggage Set.
- \* 2000 in Free Air Travel.
- \* Over 20 Great Vacations with more to be added.

All this and a free four day Carnival Cruise is yours for only \$1295.

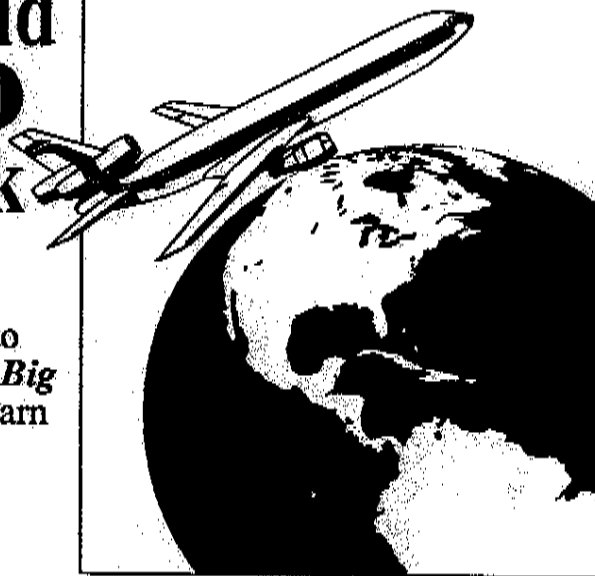
If you wish to market the program, you must complete a total of three sales, (Yours plus two more). Those two training sales are completed by working with your director by using three way calling. After you have completed your two training sales your director will provide you with a directors release allowing you to purchase direct from the wholesaler. Your director retains and assists your two training sales in becoming directors. You go on to build your own group earning \$1000 per sale and helping each of them to make two sales, so they may become a director, helping those two get two each, then helping those four get two each, and so on and so on. Soon all of your time will be spent helping others qualify as directors with you earning \$1000 on each sale. Is it any wonder that directors are making several thousand each week.



**Where Would  
\$3,000  
Every Week  
Take You?**

A real world opportunity to travel the world and *Make Big Money!!!* If you did not earn \$3,000 last week, call

**1-800-**



**THE NATION'S GREATEST TRAVEL BARGAIN**

- 1) Deep Discounts on Stays at Fabulous Luxury Resort Condos Worldwide.
- 2) 50% Off Lodging at Many of the Nation's Best Hotels.
- 3) For RVers Deluxe Campsites for \$10 per night at Good Neighbor Campgrounds
- 4) Huge Savings at Gorgeous Golf Resorts.

**PLUS Unbelievable Bargains On:**  
Cruises, Package Tours, Meals, Airfare and Car Rentals.

**BONUS: FREE CARNIVAL CRUISE WITH PURCHASE**

**HUGE INCOME:** Our directors make \$1,000 on each sale and although results vary, you can easily earn \$3,000 or more each week with our proven system working only a few hours a week from home. (*THIS IS NOT MLM*).

The demand for this product is unprecedented. If you would be pleased to earn \$1,000 a sale or \$1,750 a sale and are serious about making a substantial income from your home, you need this extraordinary, real world opportunity.

*If you didn't earn \$3,000 last week, call*

**1-800-**

Card Deck -----1-800-348-4460

Carl Hunt

200,000 Card Deck, to be mailed

**WHERE  
WOULD  
\$4000  
EVERY  
WEEK  
TAKE  
YOU?**



**TO:**

**THE NATION'S  
GREATEST TRAVEL BARGAIN**

Deep Discounts on Stays at Fabulous Luxury Resort Condos Worldwide.  
50% Off Lodging at Many of the nation's Best Hotels.  
For RVers Deluxe Campsites for \$10 per night at Good Neighbor Campgrounds.  
Huge Savings at Gorgeous Golf Resorts.

**Plus Unbelievable Bargains On:**  
Cruises, Packages Tours, Meals, Airfare and Car Rentals.  
This Program is Usually Sold Exclusively by Resort Properties for \$2500 and more.

**OUR PRICE IS ONLY \$1295**  
**BONUS: FREE Carnival Cruise With Purchase**  
**MONEY - CALL NOW!**

**HUGE INCOME:** Our Directors Make \$1000 on each sale and although results vary a few hours from home. (THIS IS NOT MLM).  
an easily earn \$2000-\$5000 or more each week with our proven systems working only a

**The demand for this product is unprecedented.**  
If you would be pleased to earn \$1600 a sale or \$3000 a sale and are serious about making a substantial income from your home you need this extraordinary, real world opportunity.  
If you didn't earn \$3000 last week call

**1-800-**

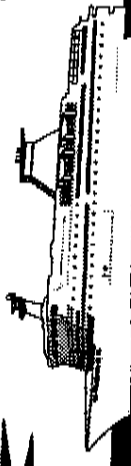


**Earn \$1,000 Commission  
On Each Sale!**  
**Sell The Nation's Greatest Travel Bargains**

- 1) Deep Discounts on Stays at Fabulous Luxury Resort Condos Worldwide.
- 2) 50% Off Lodging at Many of the Nation's Best Hotels.
- 3) For RVers Deluxe Campsites for \$10 per night at Good Neighbor Campgrounds
- 4) Huge Savings at Gorgeous Golf Resorts.
- 5) Plus Unbelievable Bargains On Cruises, Package Tours, Meals, Airfare & Car Rentals.
- 6) \$2000.00 in FREE Airfare with any Airline - Transferable to friends & family.
- 7) FREE Carnival Cruise for 2 Persons - 3 days, 2 nights. This cruise is good for 1 year.
- 8) FREE 35mm Camera & 200 rolls of Kodak film.

**BONUS**  
**FREE CARNIVAL CRUISE**  
**WITH PURCHASE**

*Our Coast Club Travel Package  
is the BEST REAL VALUE in the Industry!*

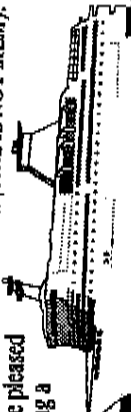


**1-800-**

**Our Coast Club Travel Package is the BEST REAL VALUE in the Industry!**

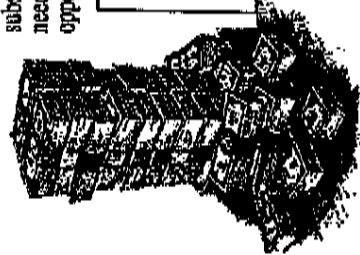
Sell this over \$5,000 value Package for only \$1,295 & Earn a \$1,000 Commission on each sale.  
• Work from home / part-time or full time. • Be your own Boss.  
• Sell a product that makes your clients happy.

**HUGE INCOME:** Our directors make \$1,000 on each sale and although results vary, you can easily earn \$3,000 or more each week with our proven system working only a few hours a week from home. (THIS IS NOT MLM).  
The demand for this product is unprecedented. If you would be pleased to earn \$1,000 a sale or \$1,750 a sale and are serious about making a substantial income from your home, you need this extraordinary, real world opportunity.



- The Company:**
- 25 Year Old
  - Customizing Packages For Resorts • Own Resorts & RV Parks
  - Worth Over \$500,000 Million In Early 90's
  - One Million Clients Call Annually
  - 25 to 30 Operators Answering Phones

*If you didn't earn \$3,000 last week, call*  
**1-800-**



**WHERE  
WOULD  
\$3000  
EVERY  
WEEK  
TAKE  
YOU?**



USE OUR SIMPLE THREE STEP SYSTEM TO SELL  
**THE NATION'S  
GREATEST TRAVEL BARGAIN**

- 1) Deep Discounts on Stays at Fabulous Luxury Resort Condos Worldwide.
- 2) 50% Off Lodging at Many of the Nation's Best Hotels.
- 3) Deluxe RV Campsites for \$10 per night at Good Neighbor Campgrounds.
- 4) Huge Savings at Gorgeous Golf Resorts.

**PLUS Unbelievable Bargains On:**

Cruises, Package Tours, Meals, Airfare and Car Rentals.

This Program is Usually Sold Exclusively by Resort Properties  
for \$2500 and more.

**OUR PRICE IS ONLY \$1295.**

**BONUS: FREE Carnival Cruise, Plus 2000 in FREE Air Travel  
With Purchase.**

**HUGE INCOME:** Our Directors earn \$1000 on each sale and, although results vary, you can easily earn \$3000 or more using our proven system working only a few hours each week. (THIS IS NOT MLM).

**The demand for this product is unprecedented.**

If you would be pleased to earn \$1000 a sale or \$3000 a sale and are serious about making a substantial income from your home, you need this extraordinary, real world opportunity.

If you didn't earn \$3000 last week

complete this form and fax to \_\_\_\_\_

NAME \_\_\_\_\_

FAX \_\_\_\_\_

PHONE \_\_\_\_\_

# PROSPECT LIST

## FAMILY MEMBERS

\_\_\_\_ Parents \_\_\_\_\_  
\_\_\_\_ Grandparents \_\_\_\_\_  
\_\_\_\_ Step-parents \_\_\_\_\_  
\_\_\_\_ Brothers \_\_\_\_\_  
\_\_\_\_ Sisters \_\_\_\_\_  
\_\_\_\_ Aunts \_\_\_\_\_  
\_\_\_\_ Uncles \_\_\_\_\_  
\_\_\_\_ Cousins \_\_\_\_\_  
\_\_\_\_ \_\_\_\_\_  
\_\_\_\_ \_\_\_\_\_  
\_\_\_\_ \_\_\_\_\_

## NEIGHBORS

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

## PREVIOUS NEIGHBORS

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

## CURRENT JOB

\_\_\_\_ Boss \_\_\_\_\_  
\_\_\_\_ Manager \_\_\_\_\_  
\_\_\_\_ Owner \_\_\_\_\_  
\_\_\_\_ Co-Workers \_\_\_\_\_  
\_\_\_\_ \_\_\_\_\_  
\_\_\_\_ \_\_\_\_\_  
\_\_\_\_ Suppliers \_\_\_\_\_  
\_\_\_\_ \_\_\_\_\_

## OLD CLASSMATES

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

## FRIENDS

(Include Kiwanis, Moose Lodge, Church Groups, PTA, Jaycees, Fraternities, Clubs, etc.)

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

The next step is very simple. We're going to determine who on that list we should contact in what order. For this we use a very simple system:

A B C



# QUALIFYING PANEL

1

|         |       |     |
|---------|-------|-----|
| Name    |       |     |
| ( ) -   | ( ) - |     |
| Phone   |       | Fax |
| Address |       |     |
| City    | State | Zip |

2

|         |       |     |
|---------|-------|-----|
| Name    |       |     |
| ( ) -   | ( ) - |     |
| Phone   |       | Fax |
| Address |       |     |
| City    | State | Zip |

3

|         |       |     |
|---------|-------|-----|
| Name    |       |     |
| ( ) -   | ( ) - |     |
| Phone   |       | Fax |
| Address |       |     |
| City    | State | Zip |

4

|         |       |     |
|---------|-------|-----|
| Name    |       |     |
| ( ) -   | ( ) - |     |
| Phone   |       | Fax |
| Address |       |     |
| City    | State | Zip |

5

|         |       |     |
|---------|-------|-----|
| Name    |       |     |
| ( ) -   | ( ) - |     |
| Phone   |       | Fax |
| Address |       |     |
| City    | State | Zip |

6

|         |       |     |
|---------|-------|-----|
| Name    |       |     |
| ( ) -   | ( ) - |     |
| Phone   |       | Fax |
| Address |       |     |
| City    | State | Zip |

7

|         |       |     |
|---------|-------|-----|
| Name    |       |     |
| ( ) -   | ( ) - |     |
| Phone   |       | Fax |
| Address |       |     |
| City    | State | Zip |

8

|         |       |     |
|---------|-------|-----|
| Name    |       |     |
| ( ) -   | ( ) - |     |
| Phone   |       | Fax |
| Address |       |     |
| City    | State | Zip |

9

|         |       |     |
|---------|-------|-----|
| Name    |       |     |
| ( ) -   | ( ) - |     |
| Phone   |       | Fax |
| Address |       |     |
| City    | State | Zip |

10

|         |       |     |
|---------|-------|-----|
| Name    |       |     |
| ( ) -   | ( ) - |     |
| Phone   |       | Fax |
| Address |       |     |
| City    | State | Zip |

11

|         |       |     |
|---------|-------|-----|
| Name    |       |     |
| ( ) -   | ( ) - |     |
| Phone   |       | Fax |
| Address |       |     |
| City    | State | Zip |

12

|         |       |     |
|---------|-------|-----|
| Name    |       |     |
| ( ) -   | ( ) - |     |
| Phone   |       | Fax |
| Address |       |     |
| City    | State | Zip |

13

|         |       |     |
|---------|-------|-----|
| Name    |       |     |
| ( ) -   | ( ) - |     |
| Phone   |       | Fax |
| Address |       |     |
| City    | State | Zip |

14

|         |       |     |
|---------|-------|-----|
| Name    |       |     |
| ( ) -   | ( ) - |     |
| Phone   |       | Fax |
| Address |       |     |
| City    | State | Zip |



# AREA CODES LIST

(A) ATLANTIC - 1 PM  
 (E) EASTERN - 12 PM  
 (C) CENTRAL - 11 AM

(M) MOUNTAIN - 10 AM  
 (P) PACIFIC - 9 AM  
 (K) ALASKAN - 8 AM

| Time Area              | Time Area              | Time Area              | Time Area              |
|------------------------|------------------------|------------------------|------------------------|
| <u>ZONE CODE STATE</u> | <u>ZONE CODE STATE</u> | <u>ZONE CODE STATE</u> | <u>ZONE CODE STATE</u> |

E 201 New Jersey  
 E 202 District/Columbia  
 E 203 Connecticut  
 C 204 Manitoba, CAN  
 C 205 Alabama  
 P 206 Washington  
 E 207 Maine  
 M 208 Idaho  
 P 209 California  
 C 210 Texas  
 E 212 New York  
 P 213 California  
 C 214 Texas  
 E 215 Pennsylvania  
 E 216 Ohio  
 C 217 Illinois  
 C 218 Minnesota  
 E/C 219 Indiana  
 C 287 Texas  
 C 281 Texas

E 401 Rhode Island  
 C/M 402 Nebraska  
 M 403 Alberta, CAN  
 E 404 Georgia  
 C 405 Oklahoma  
 M 406 Montana  
 E 407 Florida  
 P 408 California  
 C 409 Texas  
 E 410 Maryland  
 E 412 Pennsylvania  
 E 413 Massachusetts  
 C 414 Wisconsin  
 P 415 California  
 E 416 Ontario, CAN  
 C 417 Missouri  
 E 418 Quebec, CAN  
 E 419 Ohio  
 E 423 Tennessee  
 E 441 Bermuda

C 601 Mississippi  
 M 602 Arizona  
 E 603 New Hampshire  
 P 604 BC, CAN  
 C/M 605 South Dakota  
 E/C 606 Kentucky  
 E 607 New York  
 C 608 Wisconsin  
 E 609 New Jersey  
 E 610 Pennsylvania  
 C 612 Minnesota  
 E 613 Ontario, CAN  
 E 614 Ohio  
 E/C 615 Tennessee  
 E 616 Michigan  
 E 617 Massachusetts  
 C 618 Illinois  
 P 619 California  
 C 630 Illinois

M 801 Utah  
 E 802 Vermont  
 E 803 South Carolina  
 E 804 Virginia  
 P 805 California  
 C 806 Texas  
 M 807 Ontario, CAN  
 H 808 Hawaii  
 E 809 PR Islands  
 E 810 Michigan  
 E/C 812 Indiana  
 E 813 Florida  
 E 814 Pennsylvania  
 C 815 Illinois  
 C 816 Missouri  
 C 817 Texas  
 P 818 California  
 E 819 Quebec, CAN  
 C 847 Illinois  
 E 860 Connecticut  
 E 864 South Carolina

E 301 Maryland  
 E 302 Delaware  
 M 303 Colorado  
 E 304 West Virginia  
 C 305 Florida  
 C 306 Saskatchewan, CA  
 M 307 Wyoming  
 C/M 308 Nebraska  
 C 309 Illinois  
 P 310 California  
 C 312 Illinois  
 E 313 Michigan  
 C 314 Missouri  
 E 315 New York  
 C 316 Kansas  
 C 317 Indiana  
 C 318 Louisiana  
 C 319 Iowa  
 C 320 Minnesota  
 E 330 Ohio  
 C 334 Alabama  
 E 352 Florida  
 P 360 Washington

C 501 Arkansas  
 E/C 502 Kentucky  
 P 503 Oregon  
 C 504 Louisiana  
 M 505 New Mexico  
 A 506 N Brunswick, CAN  
 C 507 Minnesota  
 E 508 Massachusetts  
 P 509 Washington  
 P 510 California  
 C 512 California  
 E 513 Ohio  
 E 514 Quebec, CAN  
 C 515 Iowa  
 E 516 New York  
 E 517 Michigan  
 C 518 New York  
 E 519 Ontario, CAN  
 M 520 Arizona  
 E 540 Virginia  
 P 541 Oregon  
 P 562 Oregon  
 C 573 Missouri  
 C 580 Oklahoma

C/M 701 North Dakota  
 P 702 Nevada  
 E 703 Virginia  
 E 704 North Carolina  
 E 705 Ontario, CAN  
 E 706 Georgia  
 P 707 California  
 C 708 Illinois  
 A 709 Newfoundland,  
 C 712 Iowa  
 C 713 Texas  
 P 714 California  
 C 715 Wisconsin  
 E 716 New York  
 E 717 Pennsylvania  
 E 718 New York  
 M 719 Colorado  
 E 770 Atlanta  
 C 773 Illinois  
 E 732 New Jersey  
 P 760 California

C 901 Tennessee  
 A 902 Nova Scotia C  
 C 903 Texas  
 E 904 Florida  
 E 906 Michigan  
 K 907 Alaska  
 E 908 New Jersey  
 P 909 California  
 E 910 North Carolina  
 E 912 Georgia  
 C 913 Kansas  
 E 914 New York  
 C 915 Texas  
 P 916 California  
 C 918 Oklahoma  
 P 919 North Carolina  
 E 941 Florida  
 E 954 Florida  
 M 970 Colorado  
 C 920 Wisconsin  
 E 973 New Jersey  
 C 972 Texas