

COASTAL QUALIFYING SCRIPT

This is a great sorting system to find out if a lead is a prospect or a suspect, serious or just curious! You must sort people if you want to become successful.

“Amateurs Convince - Professionals Sort! ”

Hi _____, I'm _____ from _____. How are you today? I wanted to briefly introduce myself to you.

You recently (*responded to my ad, were referred to me by Opportunity Connection, filled out an Online Web Form etc*) regarding Coastal Vacations, an opportunity to own your own business earning commissions of \$1,000 & \$3,200.

Since you responded to the ad you must be pretty serious about finding a business of your own, is that right? (*Wait for response*) Great! **(Name)**, have I caught you at a good time? Can you spare about 5 - 10 minutes? (*No? ask when to call back a.m or p.m. offer a choice of 2 times. Then do it!*) Excellent, would you grab a pen, some paper and find a nice quiet spot to take some notes? Let me know when you are ready.

***** (Proceed:) *****

Thank you **(Name)**, let me tell you a little bit about who I am and what I do. Again my name is _____, and I'm from _____. I'm a director (*As you grow, change to Level I, II*) with "Coastal Vacations" and what I do is speak to people just like you, from all over the world, who are looking for a good way to substantially increase or replace their existing income working from home.

Before I go on any further, I want to be completely upfront with you by saying that because I receive an overwhelming amount of responses I must pre-qualify everyone who responds. I am only looking for a few key people who are entrepreneurial minded and are extremely serious about earning no less than \$100,000 in the next 6 - 12 months.

For those who qualify we introduce them to a simple system to market a Travel Service, a Lifetime Package that helps people travel the world for pennies on the dollar. The business program you will be reviewing allows you to generate a very significant income stream working out of your home. In fact our commissions are **\$1,000 and \$3,200!**

Quite frankly, **(Name)**, as I sort through the people I speak with I find that not everyone believes that it's possible to make this kind of money working from home. I specifically know what type of individual I am looking for and what I would like to do, with your permission, is ask you a just few quick questions to find out exactly what you are looking for, so that way I am not going to waste your time or mine. Does that sound fair enough? Great!

- 1) What do you do for a living now? How long? How do you like it? Same thing 5 years from now?
- 2) WHAT IS THE MAIN REASON WHY you are looking to start a Business out of your Home? Add to or Replace Income?
- 3) If you don't mind me asking, what level of income are you currently accustomed to and most importantly, **(Name)**, and please be upfront with me; IDEALLY, what would your income goal be for the next twelve months if there were no limitations placed upon you?

(Note the Amount, Make sure their answer is strong enough!)

Thank you for your honest answers (Name)! I can tell you right now that based on your answers, I see a lot of good things in you and you seem like the type of person we are looking to work with.

I can also tell you (Name), that earning \$(above answer) in the next 12 months with Coastal Vacations is VERY attainable. The reason I say this is because of 2 things:

- 1) As I've mentioned we generate between \$1000 - \$3200 per sale and
- 2) The step by step marketing system that is in place requires NO TELLING, NO SELLING, NO EXPLAINING AND it does 80% of the work for you!

As long as you are coachable and willing to follow a proven laid out plan, you too can generate anywhere from 3-7 sales every single week just as many people in our group are doing now!

At this point what I would like to do is to get some information in front of you and have you go through our system, OK?

Our simple system involves 3 steps that can be accomplished in the next 24 - 48 hours. Once you have completed these steps you will be able to make an informed decision as to whether Coastal Vacations is a Business that you would like to pursue. At the end of the third step we will actually be giving you a complimentary vacation as our way of saying 'thanks' for taking the time to honestly evaluate this awesome opportunity!

- 1) The first step will give you instant information. Please call our 24hr recorded testimony line to hear from others, all over the world, who are working with Coastal Vacations. That number is: **1.212.461.2748** You can even call it as soon as I hang up.
- 2) The second step is to get some detailed material in your hands. I will be sending an email to you today from responsemailer@coamail.com, so you recognize it the Subject will read **(Name): Requested Coastal Vacations Email**. This email will direct you to a 15-page '**Printable Profile**' to print and review. Please call me if you do not receive it! (Or send FOD)
- 3) As soon as you have finished the first two steps call me direct or leave a message on my toll-free voicemail right away. I will then schedule you for Step 3, an '**Invitation Only**' **Conference Call** with one of our Board of Directors, OK? Can you do that for me? Great! Here is my Toll-Free Voicemail # _____.

Basically I want you to know that my goal is to get you in front of the information you need to make an informed decision on this business. As I mentioned before, this opportunity is currently earning many people in our group between \$3,000 - \$7,000 per week and I know that it can help you do the same, in a very short period of time.

I am very busy talking to a lot of interested people right now, and I want to make sure I work with the right ones. If you get as excited as I did and decide to get involved, I want you to know that I will work with you to help you achieve whatever level of success you choose. If on the other hand you find it is not for you, that's OK too. All I ask is that you get back to me within the next 24-48 hrs. Sound fair?..Great!

Now (Name), I have one last question. **Can you picture yourself doing what I just did?** This is all I do!!I have enjoyed talking to you and I look forward to hearing back from you either today or tomorrow. Have a great day!