

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 sell 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. They include the Sheraton, the Marriott, and the Hilton! The vacation package has many other benefits including discounts on car rentals, gold membership, free luggage set, free vacations, free 35MM camera with 200 rolls of film and much more. The bottom line is that our Vacation Package has a total value of over \$15,000 and we sell it for only \$1,295! 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 go to my web site, which is _____ and preview our Interactive Presentation as well as listen to the testimonials of successful Coastal Directors making thousands per week. Is _____ a good time to follow-up with you to answer any questions you may have? I will be in touch with you then, have a great day!

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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 send the prospect to your web site*)

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!