

(Follow your yellow pad example you were given. You are writing and speaking during most of the following.)

Alright folks, the first package I am going to show you today is the Vacation Investment Package. Now, the four elite weeks; Christmas, New Year's, Easter and Holy Week are 50% more. The rooms that we saw today are exactly the same in this package; A one Bedroom with kitchen and a studio lock-off, or use them together as a two bedroom. The rental is as we discussed earlier; your one bedroom unit will net you \$1,000. your studio \$700. and the whole two bedroom will net you \$1400. Your maintenance fee is 569. Actually, this first package is probably not for you. It is a large and expensive package that holds the most value. However, I would like to show it to you today, not only so you can see the value, but so you can also see how our program works. This first package is 4 weeks in a two-bedroom suite, but as you know, when you lock them off it would equal 8 weeks.

In real estate, whether you are a buyer or a seller, you need to be educated in the current market, Well, I want to do the exact same thing here, I would like to educate you in this market. *(Take out pitch book with RCI Fact Book pages.)* This is the RCI Latin American Fact Book for the year 2000. If you look in here, in Puerto Vallarta, in a high demand property like ours; a studio, on average, will cost you 12,946, a one bedroom will average 19,765 and a two bedroom will average 27,695 *(write in 27,695 by your first boxes on top of page.)* So, for a basic 25 yr. *(write in 25 yrs at top of page)* program in a 2-bedroom suite, on average, in PV is 27,695. *(Cover up the lower three weeks with your hand and just show the one-week in a 2 bd.)*

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Also, if you take 16 weeks of vacation and divide it into 149,900 you are spending only 9368 (*write in near 27,965*) per week. Do you see what a value this is compared to 27,695 average in PV? (*You can also remind them that a studio is 13k and a one bd is 18k, and if you double the 8k to fit a two bedrm to 16k, you are still 9k under the average*). (*Now turn the yellow pad towards your clients*). Folks, is this the package you would like to get involved with today? (SHUT UP AND LISTEN....HEAR *the pros and cons, acknowledge them, talk about the value, etc. then turn the page. Take you time here.*)

Fair enough folks, let me show you a smaller investment package. (*you are now starting the pyramid page*) First, the package that I just showed you is what we call a (4 + 4). Buy four weeks and receive four for free for 149,900, soon to be 169,900. The next package that I have is a 2 + 2, or half of the previous package, for 89,900, soon to be 103,900. Buy 2 weeks in a two bdrm and get 2 for free. That is 4 wks or 8 if you lock it off. I know you were kind enough to share with me why the 149,900 package won't work for you, however, this is why many people do get started with that package. You spend 149,900 today and use your four free weeks for rental every year, netting you \$5600 per year. Now, any good real estate agent will tell you to hold onto your property for a minimum of 3 to 5 years, build up that equity. Do the exact same thing here and rent it out for the next 5yrs. (*always use calculator whenever you are doing numbers, even if you know them by heart, shows credibility*) and you are looking at \$28,000 dollars net to you, in your pocket, bringing today's investment to only 121,900. After 5 years of rental, sell those 4 weeks. You still have 4 to 8 weeks for the rest of your life to use with your family.

So Folks, how does 27,695 make you feel? Is it what you expected? More? Less? *(Let them talk and get a commitment on a number for later use.)*

As you can see though, this is not a one week program, but a four week. If you multiply 27,695 by 4 wks. your market value for this package is 110,780, *(write in at bottom of 4 boxes)* and as you saw on the wall when you first came in here, we sell this package for 149,900, soon to be 169,900. *(write in)*

Now, what was the one thing I promised you this morning? I told you that I was going to literally triple your value today, and here is how I do it. You get *(all the following gets written in on the side of your pad)* RCI for 5 years, ICE for 5 years, DEX and SFX for life. Instead of 25 years, you get 100 today and instead of a fixed week, we give you Red

(high season), Float time. This package also includes the Golf, but the biggest incentive in the 2 for 1. Buy one week and receive the second for free. (As you are writing in the 2nd set of boxes say the following) These extras weeks literally double your package, and with the other incentives it is tripled. The rooms are exactly the same as above; A one bed with kitchen and a studio lock-off. The rental is also the same at \$1000, \$700 and \$1400 *(always use a dollar sign with rental only, but not with any other numbers. Dollar signs are to be used when showing your client a return to them, but not to be used when showing what they will pay.)* So, because of the package doubling, the Market Value of the 8 to 16 week package is 221,560 *(write in)*. However, our price, because of the 2 for 1, is still only 149,900.

The reason we call this the Vac. Invt. Package is because most people, rent all of the V.F. weeks. If you take all four of these weeks and rent them every single year at \$1400, you are looking at netting \$5600 a year to you. *(Write in near the bottom of page).*

As we discussed earlier, the Mayan Palace prices increase a minimum of 15% per year. But, lets play devils advocate, even if you could just sell it for what it is worth today, not tomorrow, plus remember our prices are going up already at the end of the month, if you sold it for what it is worth today at 89,900, your overall investment, after 5 years, is only 12,000 and, again, you still have those 4 to 8 weeks for the rest of your life. Basically the 2 + 2 program that runs for 89,900.

(Write in middle of page of the pyramid) That was the 2+2 for 89,900 , soon to be 103,900. The next package we have is a 1+1 for 49,900, soon to be 57,900. You buy one week and get the second for free giving you 2 to 4 weeks. As you shared with me earlier the 149,900 is not the right package for you, okay, fair enough, get involved with our 89,900 package today instead. At 89,900 if you follow the same investment philosophy a above, rent the two free weeks that we give you and keep the other two for yourself. If you do that over a five year time frame, instead of \$28000, you will net \$14000, bringing today's investment of 89,900, to only 75,900. Again sell those two weeks for what they are worth today, not tomorrow, at 49,900 and it brings today's investment to only 26,000 after 5 yrs and you still have 2 to 4 weeks to travel on each year.

On the 149,900 package your investment over 5 years is 32,000 and on the 89,900 package your investment is 26,000.

(Turn the yellow pad towards you clients showing then the 89,900 and the 49,000 packages) So, folk's, which of these two packages do you want to get involved with today? *(shut up and listen)*

The last package I have to show you is a bit different. The rooms are exactly the same. The 1 Bd with kit and the lock off studio making it a full 2 bdrm. Buy one and get one for free. So, this package is also 2 to 4 weeks, depending on how you want to use it. Your Elite weeks still run you 50% more and your maintenance fee is still 569. Also, your rental income is exactly the same, \$1000, \$700 and \$1400. This package is our entry level program, so there are some differences. First of all, on your vacation fair week, the one we give you for free, can be used at any Mayan Palace from May to October only (*write in*). However, once you bank this week, it becomes year round. The other difference between this and the other packages is that this is what we call a Bi-Ennial package, an every other year program. Which means today, in 2004, you are going to have 2 to 4 weeks, then in 2005 you will not receive any, again, in 2006 you will receive 2 to 4 weeks, and 2007 none. Earlier we talked about banking and saving your week for up to 2 years. You can bank your registered week through SFX, ICE, and RCI and your Vacation Fair week can be banked through SFX (*write in*), and you are going to love SFX, it is my favorite. Now that your week is banked for the future, you will have 1 to 2 weeks per year. To help pay yourself to go on vacation, rent your studio for \$700 net, \$1050 gross, (net of commission), pay off both maintenance fees, and use the one bedroom to go on vacation with your family. Please remember that when you trade your week through one of our exchange companies, including DEX, you will usually trade higher, Your studio will get you a 1 to 2 bdrm and your one bdrm a 2 sometimes 3 bdrm. This package is only 29900. (*Fold over yellow pad page of 49900 so that it is at the top on the 29900 page and face it toward your clients and ASSUME THE SALE*) Folks, which of these two packages would you rather get involved with today?

ANYWAY

RENT

OWN

HOTEL

LUX. RESORTS

ROOM 
+ ## + ##

1-2 BD. CONDO
(VILLA)
HOUSE

BILL

ASSET

RECEIPT

EQUITY

1950 - \$6/WK
70 - \$25-50
90 - \$50-100
2003+ - \$150+

YOU - (1050) /WK

① \$10,500

② \$21,000

③ ~~\$42,000~~

x 2 WKS/YR.

~~\$84,000~~

(INFL.) 3-4% (DOUBLE 20 YRS.)

\$168,000

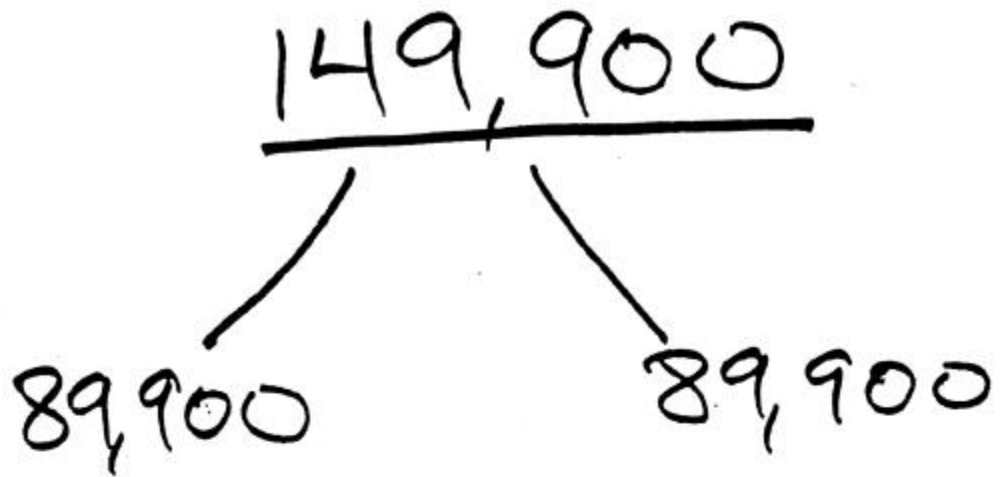
100% LOSS

- USE
- BANK/ACRUE
- TRADE
- DONATE
- GIFT
- GUEST
- SALARY PERKS
- RENT
- SELL
- WILL

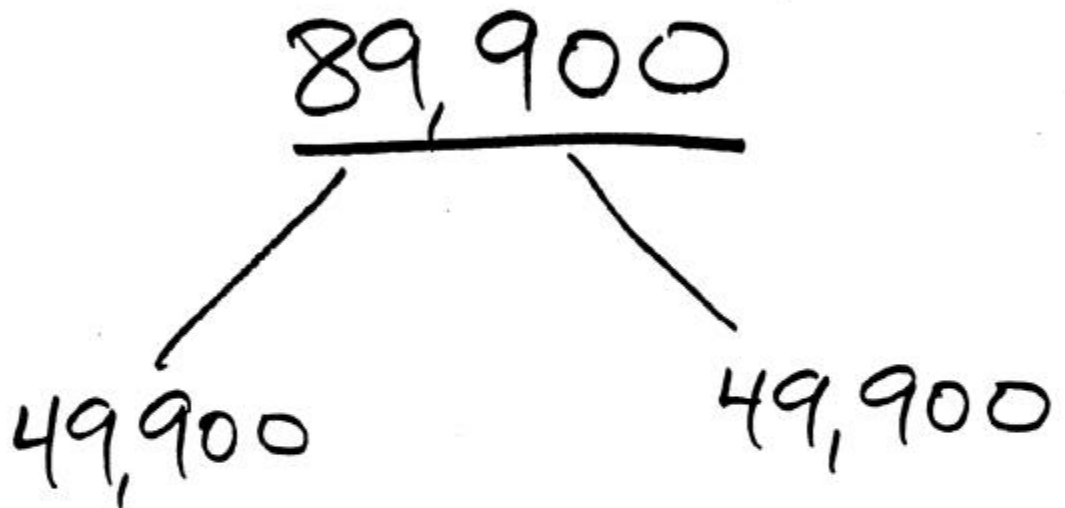
\$
A
M
E

100% EQUITY

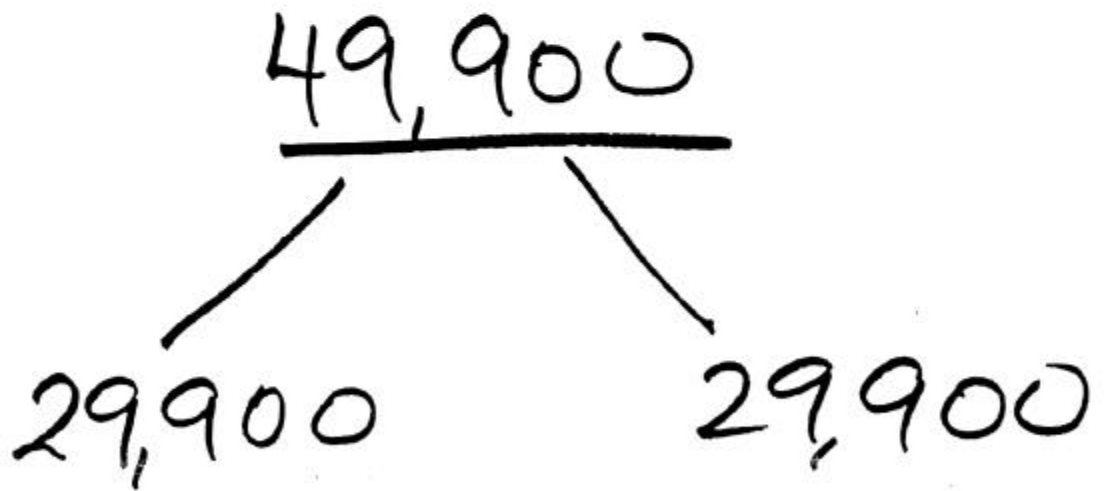
$$\underline{4+4}$$



$$\underline{2+2}$$



$$\underline{1+1}$$



$$\underline{1+1}$$

E.O.Y.

RED
FLOAT

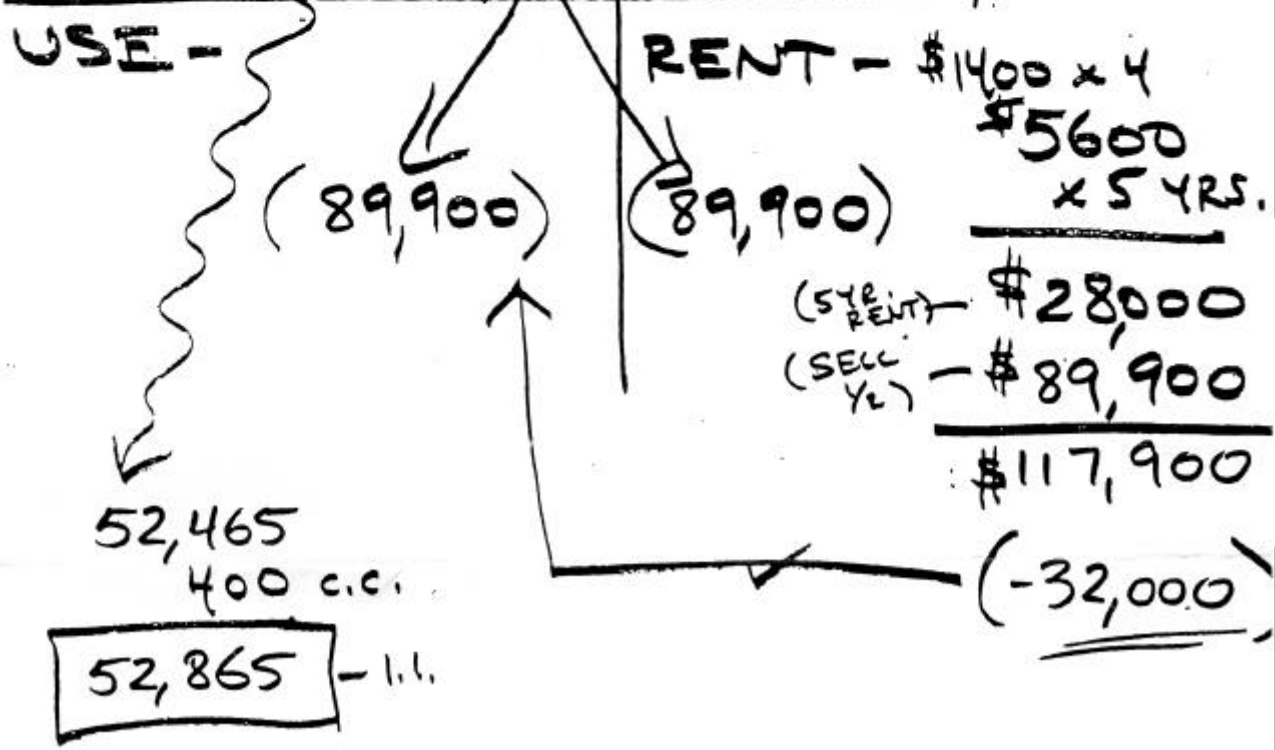
* THESE FIGURES
DIFFER FROM SCRIPT
BECAUSE ARE 1B \$ST.
ADDED TOGETHER TO
SHOW FAIR VALUE OF
2B. WITH
LOCKOFF

	R	530	V.F.	
100	IB \$1000	S \$700	IB \$1000	S \$1400
	\$32,711 *		(FEB/MAR 1 1/2 Mo.)	
100	IB	S	IB	S \$1400
100	IB	S	IB	S \$1400
100	IB	S	IB	S \$1400

T. VALUE - \$130,844 * + \$130,844 *

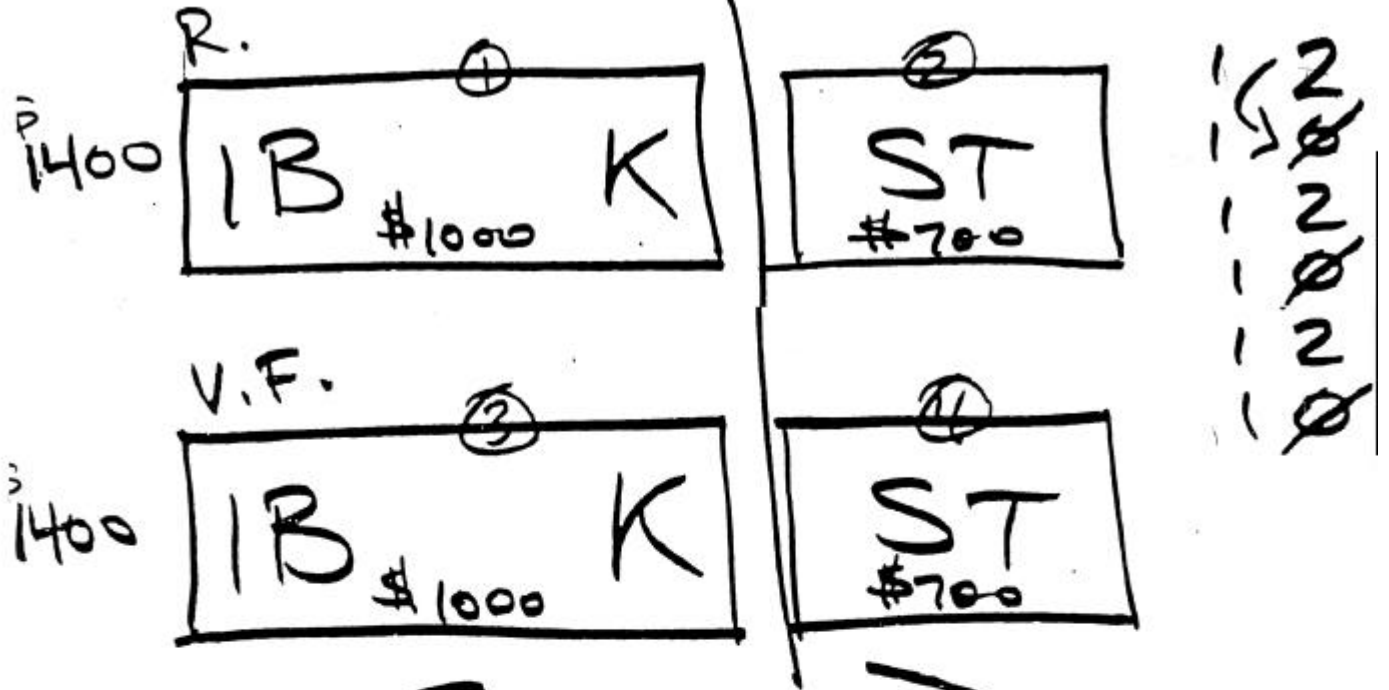
261,000 *
-16 wks. / L.O.

444 149,900 / 169,900



97,435 - BAL.
2369 / MO. @ 16% OVER 5 YRS.

29,900 - E.O.U.



18,900
(-2,000)
(16,900)

14,900
(-1400)
(~~12,900~~)
(13,500)

SHOW DWN/BAL./MONTHLY
ON PROGRAM OF MOST INTEREST
(BUT BE SURE TO SHOW SMALLEST #)