Hello Mr./Mrs.\_\_\_\_\_\_\_\_\_\_\_\_\_? Or Hi Mr./Mrs. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

My name is \_\_\_\_\_\_\_\_\_\_ and I am calling in regards to your RCI Membership. How are you? Great!!! The reason I am contacting you, you have 6 weeks coming up for expiration in 90 days. Did you have any plans on using them to travel or would you like to cash out on them? Right now, we are guaranteeing minimum bid, firm price on a contract in writing $3100.00 for each week.

**(If they do not understand the friends & family program. This is what you say.)**

This is not your deeded time; these are getaway weeks from RCI. It is called the friends and family program. You can use or give these weeks away or you can cash out on them. RCI is giving all their members 6 free vacation getaway weeks. You are supposed to give these weeks away to people you know, but there is a catch with these weeks. The person who uses them must sit through a timeshare presentation. (So, if you do not like your in-laws give them a getaway week LOL.) Do you want the money?

**(If no)**

Well if you are not going to be using them, and you are not giving them to friends or family members, you do have the option for us to rent them out for you. Has anyone went over the rental program with you before?

**(If they say yes or no)**

Ok great! Well right now they are offering you $3100 per week, and you have six weeks available for immediate rental, so your total rental income for this year will be $18,600. Now there is no commissions or broker fees taken out of that. The full $18,600 goes directly to you by direct deposit. The only thing you are responsible for is to register for the rental program. I’m showing here you do qualify for both options.

The first option is the annual registration. What that does is it guarantees the rentals for this year and this year only. The cost to you for that is $1899 for one year.

The second option is a five-year registration. With the five-year registration we not only guarantee the rentals this year, but you can also rent these weeks out anytime you are not using them for the next five years, and you never have to pay any additional fees. The cost for that is $2899.00. Now with the five-year program you are never obligated to make the weeks available, but you always have the option, and you never have to pay again.

So based on whether you think you would just use the program this year, or if you would use it in the future as well, which option would work better for you?