HI MR SMITH, MY NAME IS BILL AND I’M WITH RESORTBNB. ARE YOU INTERESTED IN PURCHASING ANY ADDITIONAL TIMESHARE AT A HIGHLY DISCOUNTED RATE?

***NO I WANT TO GET RID OF IT***

OH OK. I CAN HELP YOU WITH THAT TOO. WE DON’T JUST TAKE ON ANY TIMESHARE. IT HAS TO BE SOMETHING THAT THERE IS A HIGH DEMAND FOR BECAUSE WE WORK ON COMMISSION. TELL ME A LITTLE BIT ABOUT YOUR TIMESHARE. WHAT RESORT DO YOU OWN? HOW MANY BEDROOMS DO YOU OR HOW MANY POINTS DO YOU GET? DO YOU GET THAT EVERY YEAR OR EVERY OTHER YEAR? HOW MUCH ARE YOUR MAINTENANCE FEE’S EVERY YEAR? OK GREAT! WHAT I’M GOING TO DO IS GIVE YOU A FREE MARKET ANALYSIS ON YOUR TIMESHARE. HOLD ON ONE SECOND AND I’LL FIND OUT WHAT YOU CAN EXPECT TO RECEIVE. (PLACE ON HOLD)

OK MR SMITH. IF YOU WERE TO WALK INTO A TIMESHARE PRESENTATION TODAY AND PURCHASE WHAT YOU OWN NOW THEY WOULD CHARGE 35K AND IF YOU STOOD UP AT THE CLOSING TABLE A COUPLE OF TINES AND THREATENED TO WALK AWAY A COUPLE OF TIMES THEY MAY GO AS LOW AS 31K BUT THAT’S IT. NOW YOU CAN’T GET THAT MUCH ON THE RESALE MARKET. THE KEY TO YOU SELLING YOUR TIMESHARE ON THE RESALE MARKET IS YOU HAVE TO BE WILLING ACCEPT LESS THAN WHAT THEY SELL FOR NEW. WE HAVE TO GIVE THE BUYER A REASON TO PURCHASE DIRECTLY FROM YOU AND THAT REASON IS ALWAYS MONEY. I CAN GUARANTEE YOU A MINIMUM BID ON A CONTRACT, IN WRITING, OF $23000. IF I BROUGHT YOU AN OFFER TODAY OF 23K WOULD YOU TAKE IT?

***YES OF COURSE!***

FANTASTIC! NOW, I THINK WE SHOULD START AT 28K BECAUSE YOU CAN ALWAYS DOWN BUT YOU CAN’T GO UP.

***THAT’S RIGHT***

NOW HERE’S HOW IT WORKS.

YOU ARE NOT RESPONSIBLE FOR MY COMMISSION APPRAISAL FEES OR CLOSING COSTS. THAT’S ALL HANDLED BY THE BUYER. JUST LIKE WHEN YOU PURCHASED YOUR TIMESHARE. WHAT YOU ARE ENCOURAGED TO PAY IS A ONE TIME NON REACCURING MARKETING FEE OF $2899. NOW THIS COVERS THE LIST, THE MARKETING, THE SALE, THE CLOSING AND THE LISTING ON OUR WEBSITE. IT COVERS EVERYTHING FROM PROPOSAL TO CLOSING. THIS IS A SOUP TO NUTS PROGRAM. IN ADDITION, IT GUARANTEES TO HAVE THE ENTIRE PROCESS SIGNED OFF ON BY A LICENSED REAL ESTATE BROKER. BECAUSE EVEN THOUGH WHAT YOU OWN IS TECHNICALLY NOT REAL ESTATE IT DOES HAVE A DEED AND A TITLE.

NOW THERE IS AN IMMEDIATE MARKET FOR YOUR TIMESHARE AND I CAN START BRINGING YOU OFFERS IMMEDIATELY. WHAT I NEED FROM YOU IS A SIGNED CONTRACT ALLOWING US TO LEGALLY PUT YOU UP FOR SALE. TO GET THAT CONTRACT OUT TO YOU RIGHT AWAY WHAT BANK DO WANT TO USE FOR THE 2899.