

## COASTAL VACATIONS

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**“We’re taking the nation on vacation”**



# Coastal Training Seminar

**“Where you’ve been is not half as important as where you’re going.”**  
-Anonymous

# Coastal Vacations Training Seminar

## Purchase Order

– \$99.00 per Person –

Please Print and Mail One Purchase Order Per Person/Ticket

Ticket For: _____	Date: _____
Name: _____	
Address: _____	
City/State/Zip: _____	
Phone: _____	
If you're a Coastal Member, Coastal ID Number: _____	

You will receive your confirmation and ticket to Seminar in 7 to 10 days.  
All funds must be received 10 days before event.

Yes No

- |                       |                       |   |
|-----------------------|-----------------------|---|
| <input type="radio"/> | <input type="radio"/> | Have you purchased a Coastal Vacation Travel Package? |
| <input type="radio"/> | <input type="radio"/> | Are you a Level I Director?                           |
| <input type="radio"/> | <input type="radio"/> | Are you a Level II Director?                          |
| <input type="radio"/> | <input type="radio"/> | Are you a Level III Director?                         |

Mail This Form with \$99.00 Per Person to:

**N. B. Management**  
**7862 West Irlo Bronson, Suite 236**  
**Kissimmee, FL 34747**  
**1-800-283-1526**

If possible, use a courier with tracking number. Cashier check or money order only made payable to N. B. Management

# When? Where?

**Time:** March 10<sup>th</sup>, 11<sup>th</sup>, and 12<sup>th</sup>, 2006  
Friday, Saturday, and Sunday!

**Location:** Disney's Contemporary Resort  
Orlando, Florida

**Title:** 'Making Coastal Vacations Your  
Career'  
Training Seminar

**Friday 10<sup>th</sup>** Convention Center - Contemporary Resort  
**Start:** 4:30PM Registration  
5:00PM TO 7:00PM

'Getting Acquainted Party'

(Don't miss this opportunity to mingle with Leaders and enjoy Complimentary light foods and beverages!)

**Saturday 11<sup>th</sup>** Convention Center – Contemporary Resort  
**Start:** 8:00AM – 9:00AM Registration  
9:00AM – 12:00PM Seminar  
12:00PM – 2:00PM Lunch  
2:00PM – 5:00PM Seminar

**Sunday 12<sup>th</sup>** Convention Center – Contemporary Resort  
**Start:** 9:00AM – 12:00PM Seminar  
12:00PM – 2:00PM Lunch  
2:00PM – 5:00PM Seminar

# **What do I do NOW?**

Make your reservations now for the Next Coastal Training Seminar  
'Making Coastal Vacations your Career'  
At Disney's Contemporary Resort!

**March 10<sup>th</sup>, 11<sup>th</sup>, and 12<sup>th</sup>, 2006**

**Make your reservation now while rooms are available!  
At over 20 Different Resorts by calling 407-934-7639!**

## Instructions

- 1) To order the Coastal Training Seminar; Fill out the Coastal Training Seminar Purchase Order form within this document, page 2. Mail this Purchase Order to Shipping Center only. Include \$99.00 cashier check or money order only **per person**. You will receive your confirmation in 7 to 10 days. Make sure to reserve your tickets in advance, or **choose to purchase them at the door for \$150.00 per ticket**.
- 2) When you step up to Level II or III you will also receive a complimentary ticket to our Coastal Vacations Training Seminar within your Level II or III Travel Package.
- 3) After mailing Purchase Order to shipping center (**\$99.00 Cashiers Check or Money Order**) you will receive seminar confirmation by mail within **7-10 business days**. If you do not receive confirmation within this time period, immediately contact the Shipping Center at **1-800-283-1526** and leave a message along with your Name and Coastal Member ID Number.
- 4) As soon as you have mailed your Purchase Order for the Coastal Training Seminar, you need to make your room reservations at Disney's Contemporary Resort, in Orlando, FL! Call **407-934-7639** to make your reservations. The Training Seminar is **March 10<sup>th</sup>, 11<sup>th</sup>, and 12<sup>th</sup>, 2006!** You may also use your Coastal Travel Package. You may want to activate some of your vacations, use your Car Rental Card, Golf Card for golf resorts, Condo Card or Hotel/Motel Resort Cards. You have many choices available to you! By using your Travel Package, you will have your own personal testimonies to document in your Vacation Portfolio.
- 5) The seminar will start Friday evening with a getting acquainted Party at Disney's Contemporary Resort in the Convention Center. Registration begins that evening at 4:30pm. Join us for **complimentary light food and beverages!** Don't miss this, plan to arrive early enough to attend!
- 6) Saturday morning **Registration starts at 8:00 AM**. Please arrive early to register since the Seminar will start promptly at 9:00 AM. Sunday's program will start promptly at 9:00 AM as well. Sunday's program concludes at 5:00 PM EST, please arrange your return departure (Flight, etc.) so you can **attend the entire Seminar!**
- 7) Proper attire is Business or Business Casual!
- 8) You may purchase Coastal Vacation Packages at the Training Seminar for **\$200.00 each (any quantity), No Shipping charges**. (You must be a director and **have your Director's Release** to purchase Travel Packages). You may also purchase other Literature & Sales Aids. (Wholesale, No Shipping Charges.)

# Who will be speaking?

Some of our speakers **have** included well known professionals such as...

## Gary Coxe

**You are who you associate with...** International Success Coach, Gary Coxe has experience. That's probably why his name sounds so familiar. Gary has shared the stage with such internationally known motivational and training professionals as Zig Ziglar, Brian Tracy and Jim Rohn.

**Gary's been seen all over...** But his notoriety doesn't stop at the stage. Gary has been seen by millions of viewers on *E*, *The View*, *The Gordon Elliott Show*, *The Gabrielle Show*, *Inside Edition*, *The Danny Bonaduce Show* and **12 times** on *The Maury Povich Show*. You might remember him as **the guy with the tarantula**. One of Gary's more interesting abilities is his work on curing phobias ~ you see people literally change before your eyes within minutes! So you can imagine the impact when he teaches students how to overcome something like the fear of cold-calling, fear of rejection, procrastination, etc. He also speaks about 'Going Beyond Positive Thinking!' Positive thinking is a must, but saying positive things doesn't make them believable to the person saying them. Positive thinking is like spray paint on rust – it won't last long! Gary actually shows his audience how to recondition their thought process, which, in turn, develops a positive mental attitude that can last a lifetime!

## Tom Goetschius

**Tom is among the elite of sales and management trainer/consultants** in the Resort Development Industry. He holds the prestigious "Registered Resort Professional" designation, the highest recognition bestowed by the American Resort Development Association (ARDA). His seventeen-year career in the resort industry has provided him with successful hands on experience with everything from salesperson to sales manager and project director. He has served as a corporate vice president or director of training and personnel development for industry giants Orange Lake Country Club, Fairfield Communities, Cooper Communities and Hilton Grand Vacation Company.

He started Tom Goetschius Associates in 1995 and serves a client list of the most recognizable industry leaders. They include companies selling everything from fixed week vacation ownership to points driven vacation clubs, high end fractional programs, recreational land and whole ownership condominiums. He is the **industry's undisputed authority on the leading edge "Relationship Approach To Sales"**, which is described as non-manipulative, non-self serving and life enhancing. Tom also provides certification in Management Research Associates' (MRA) Personality Profiling Technology. He rounds out his offerings with experiential problem solving, team building, leadership and communications activities that are interactive, effective and entertaining.

## Todd Falcone

Todd brings over a decade of in-the-field Direct Sales and Network Marketing experience to the table and shares his insights, thoughts and strategies for those looking for peak performance in their Network Marketing and Direct Sales careers.

He is a million dollar earner and has made his way to the top in four leading Network Marketing companies. Mr. Falcone is a highly-recognized trainer, personal coach and mentor to hundreds of top-performing home business owners. His stories, teachings and articles have been featured in several magazines including Six-Figure Income, HBC (Home Business Connection) and Zig Ziglar's Book "Network Marketing for Dummies". Todd hosts a nationally recognized prospecting clinic and is the author of SuccessTips, a newsletter providing expert advice on success in Network Marketing.

## Doug Firebaugh

Doug, an **Expert in MLM and Network Marketing**, is CEO of PassionFire International. He is a successful entrepreneur who has spent the last 25 years in the sales and Direct marketing field, and has been blessed to help multitudes of others break numerous records in performance by training people on how to "**Maximize their Human Success Capital**" that lies within them. He has been endorsed by Zig Ziglar, Jim Rohn Intl, numerous CEOs of companies, plus many others, and has been featured in magazines, on radio talk shows and television on the subject of success. He has shared the stage with a literal who's who in the speaking industry, including Zig Ziglar, Jim Rohn, Mark Victor Hansen, Denis Waitley, Tommy Hopkins, Charlie "Tremendous" Jones, Les Brown, Brian Tracy, among many others.

## And Many, Many More.....!

**\*Please note: Speakers vary for each event and although contractually obligated unforeseen occurrences do occur and speakers may be substituted if needed!**

# Why Attend the Coastal Training Seminar?

**Hear it from those who have been there!**

"The Training Seminar had an air of camaraderie; we are all in this together. Tactics were shared between directors and the two days were jam-packed with interesting, informative, and challenging information. Finally, after listening to conference calls, it was good to be able to put a face with each voice. **I would recommend the Coastal Training Seminar to anyone!**" – *Bonnie, NJ*

"I just attended my first Coastal Training Seminar, held in Daytona Beach at a fabulous oceanfront resort. **The Seminar is a MUST-ATTEND-EVENT!** I met so many successful Coastal associates, and learned how they each market. Everyone was so helpful, and I got many ideas concerning different marketing techniques. The program was well-planned, the speakers were great, and as Al says every Wednesday night on the Level 2 conference call..."after you attend, you'll be so motivated, you'll go home and make 100 sales". I second that, Al! **You can count on seeing me at every Coastal Training Seminar Event!**" – *Sylvia, LA*

"The Coastal Training Seminars are **an Absolute "Must" Experience for all Coastal Reps.** We loved meeting the Board of Directors and the Training and Education you receive is Priceless. We have been with Coastal for almost 4 years and the Coastal Training Seminars can put your business in the "Power Mode ". **Do whatever is necessary to get to the Seminar!"** - *Shish & Chris, FL*

"I wanted to attend the Seminar, meet the people who conduct our conference calls each night, and also meet other like-minded individuals who would be at the Seminar. I want to say that I was not disappointed in any way. Coastal had planned a wonderful get together for us upon arrival Friday evening, with delightful food, an open bar and other refreshments. The Seminar for the next two days was well worth coming for. In addition to the two days of helpful and useful information, I exchanged business cards and learned some new ideas of how I can make my Coastal business more successful. **If you take only one vacation this year, make it the Coastal Training Seminar wherever the next one is held.** I will see you there!" – *Lottie, LA*

"The Coastal Training Seminar was a blast and a major learning experience from all of the great speakers! **This truly is the best business opportunity in the World!!!!**" – *Camaron, GA*

"We had people come all the way from England to receive one-on-one training. How could it get any better? We chatted with several members of the board of directors with Coastal as well as exchanged ideas on product promotion and new ways to introduce new clients to the travel opportunity. **Don't miss the next fantastic opportunity if you really want your business to explode!**" – *Julie, OH*

"I am new to Coastal and I am so thankful I went to the last Coastal Training Seminar in Daytona Beach, FL! It was a treasure to meet the Board of Directors, top Coastal income earners and other Coastal Directors. **Everyone was so helpful and shared proven ways they have grown their Coastal business to incredible heights!** I made many new friends and most importantly I'm making many new sales! Thanks Coastal!!" – *Lindsey, GA*

"I recently attended my first Coastal Training Seminar. I was awesome! **I am new in Coastal and brought 30 of my new associates with me.** Not only did I learn some really powerful information, but **I saw my organization explode once I got home.** I strongly encourage you to get your entire group to the seminar to you can have exponential grow and monumental sales. I will always have as many people in my group as possible at every training seminar."- *Kami, CO*

"I attended my first Coastal Training Seminar in March, 2005, shortly after starting my Coastal Business. I was excited to attend, figuring that I would probably learn something that would help me in my business. Little did I know that **the seminar would be jam-packed with hard-core training that set my business on fire.** When the next seminar rolled around in September, 2005, I was beside myself with anticipation, because I now knew that this training seminar was truly designed to offer me valuable training in the running of my business. Once again, Coastal Vacations came through with yet another block-buster training. Thank you so much, Coastal Vacations - and special thanks to the Board of Directors. I'm ready and waiting for the next seminar!" – *Donna, FL*

**Bottom Line:** Where else can you attend an Organizations functions WITHOUT being a member? Whether you have been in Coastal for years, you're just getting started or you haven't even joined yet and just want to check it out this is the place to be!

**For only \$99 per person you will get an education of a lifetime!**

Be sure you invite persons who are even just considering joining Coastal to attend the next Seminar, what better testimony could it be than to prove to them how real this business is before they even get started!

# Purchase Disney World

## Park Hopper Tickets

Save through Advance purchase of your Park Hopper Tickets. These tickets are created just for you and are not available at the front gate!

Purchase  
Make your  
Choice

{ 5 DAY  
4 DAY  
3 DAY  
2 DAY }

Park  
Hoppers  
For Adults  
And  
Children

Includes Park Hopper Privileges to Magic Kingdom, Epcot, MGM Studios, and Animal Kingdom Theme Parks and Downtown Disney Pleasure Island, during your meeting/Convention dates.

Disney's Advance Purchase Order form will be mailed to you with your Seminar Reservations.