

Timeshare Sales Training

Comedy Duo by Samuel Stokes

BRETT: Welcome to the timeshare sales training. How are you today?

SPENCER: I'm okay, how are you?

BRETT: Oh, I'm not doing so well.

SPENCER: You're not? What's wrong?

BRETT: My whole life is falling apart. I work all the time and I never take a vacation. My family hates me, and I think I'm going crazy!

SPENCER: Well, gee, is there anything I can do to help?

BRETT: Nothing, this is all my own doing. I've made my bed and now I have to sleep in it. My life is an utter ruin!

SPENCER: Oh my.

BRETT: If only..... IF ONLY!

SPENCER: If only what?

BRETT: If only I had bought a timeshare when I had the chance! Oh, cruel twist of fate! May the earth open up and swallow me whole! May I fester in the bowels of the underworld and suffer the dire consequences for my hubris!

(BRETT collapses in a heap on the floor, while SPENCER stares in stunned silence)

BRETT: *(getting up)* What you have just seen was, of course, step one of your timeshare sales training.

SPENCER: Oh! Bravo! *(SPENCER applauds)*

BRETT: Step one – make sure that the customer knows that their life is just a joke if they don't own a timeshare.

SPENCER: Hmm...

BRETT: Why aren't you taking notes!

SPENCER: Oh! (*SPENCER pulls out a notebook and starts writing*)

BRETT: Now, it's your turn.

SPENCER: My turn?

BRETT: Yes, convince me that life is worthless if I don't own a timeshare.

SPENCER: Oh, okay. (*nervously reading*) Hello, sir and/or madam. Do you want to buy a timeshare?

BRETT: No! You don't ask me to buy a timeshare! You tell me that I **MUST** buy a timeshare or life as I know it is not worth living! Try again!

SPENCER: Oh, sorry, uh, sir and/or madam, did you know that people that don't buy timeshares tend to die young?

BRETT: That's better. How young?

SPENCER: Well, uh, very young. Younger than you'd like, for sure.

BRETT: Oh really? Tell me more.

SPENCER: That's right, people without timeshares get diseases and are more likely to sustain household injuries and, in some cases, even major industrial accidents.

BRETT: Say it ain't so!

SPENCER: It is so! And in extreme scenarios, not owning a timeshare can cause your house plants to wither up and for the earth to crash into the sun!

BRETT: Now you've got it! Say, you're a natural at this!

SPENCER: Thank you.

BRETT: Alright, now step two – make sure the customer knows that their family will hate them if they don't buy a timeshare.

SPENCER: Okay, here goes. Excuse me, sir or madam.

BRETT: Yes?

SPENCER: Do you value your wife and/or husband and your children and/or pets?

BRETT: Why, yes, I do.

SPENCER: Did you know that studies show that people that spend time on vacation with their family and pets have much stronger and closer relationships?

BRETT: Really, what studies are those?

SPENCER: *(stammering)* Oh, well, hundreds of studies, no, thousands! Very legitimate scientific studies!

BRETT: Oh my, science you say?

SPENCER: Yes, and if you don't go on vacations, particularly staying in timeshares, then your family will leave and purchase their own timeshare without you!

BRETT: No!

SPENCER: That's right! If you don't buy a timeshare, no one will ever love you again! You will die alone and afraid in a cold, dark cellar – a fitting end to your lousy existence!

BRETT: Good! You're getting the hang of this!

SPENCER: Am I ready to sell timeshares yet?

BRETT: Not yet, first you must master step three.

SPENCER: Step three?

BRETT: Yes, step three – convince the customer that purchasing a timeshare is the fundamental purpose for humanity, which brings balance to the space-time continuum.

SPENCER: Uh, ok, here goes. *(clears throat and begins speaking dramatically)*. Ever since the dawn of time, in the beginning of the universe and the inception of life on our home planet earth, all creation has longed for one thing only – affordable vacation home packages. From the mighty tyrannosaurus rex to the most humble amoeba, all creatures have a shared desire for beachfront property in which they can have joint ownership with numerous other families, each vacationing in their turn until the light eternal is extinguished as the universe reaches its ultimate fate of thermodynamic equilibrium and all life ceases to exist. Until then, you too can be a part of the great cycle of life and death, by owning your very own timeshare.

BRETT: *(stunned silence, followed by applause)* Incredible. You have made me such a proud sales trainer.

SPENCER: Thank you, but what if they still don't want to buy a timeshare.

BRETT: Well, that's when you offer them four free tickets to the family fun mini-golf course and go karts, if they sign a contract today.

SPENCER: Wow, you've really thought of everything.

BRETT: And if that doesn't work, then they must be shunned.

SPENCER: Shunned?

BRETT: Yes, shunned. Non-timeshare-owners are dead to us.

SPENCER: As if they were ever really alive to begin with...

BRETT: *(beaming with pride)* Welcome to the team!

(They shake hands)

THE END