



Attention Copper Mountain Employees! Want to make an easy \$250?

Here's how! Copper Mountain Lodging is looking for referrals. Have a conversation with a Copper homeowner, refer them to join the Copper Lodging Rental Program, and get an opportunity to earn some extra cash!

Simple steps to earning your **\$250**:

1. Be a current Copper Mountain employee
2. Chat up some homeowners
3. Hand them a Rental Owner Services (ROS) business card
4. Cross your fingers
5. When ROS converts your referral to an acquired unit on our program, you win!

Here's a guide to your conversations with homeowners:

- First ask: **Are you a Copper homeowner?**
- Next, if their answer is yes, then follow up with: **Do you rent your condo?**
- Depending on their answer, the conversation will shift into one of the following:

YES

- Do you rent it with Copper Lodging (Rental Owner Services)?
- If YES then great. Continue conversation if you prefer.
- If NO, inquire further into their current situation.
 - "Through another company?"
 - If so: "Are you happy with them?"
 - If not: "Do you rent on your own?"
- Encourage them to come by our office (**lobby level of Mountain Plaza**) to see how we can better fit their needs.
- Drop ROS a call **x38853** or email us (ros@coppercolorado.com) with the owner's name.

NO

- Ask questions along these lines:
 - How often do you use your condo?
 - Have you thought about renting your condo?
 - Did you know that Copper's rental program is new and improved?
- Mention now is a great time to be coming onto our program with the season kicking into high gear
- Encourage them to come by our office to see how we can help fit their needs.
****Please note: Our program does not offer services for resident homeowners.*

Pro tip: ROS business cards with your name written on the back are best option to ensure that you, the referring employee, are recognized! Stop by our office in Mountain Plaza (down the hall from Starbucks) to pick some up!