

Exercise 8 Answers

Rewrite #1

In summer, fall, spring *and* winter, Mammoth enchants.

You've heard about and maybe experienced the spectacular skiing at Mammoth. But have you tasted the other seasonal pleasures of this mountain paradise? Fishing. Boating. Hot Air Ballooning. Hiking. Golfing. Visiting our wellness spas. Or just sitting outdoors breathing in the quiet.

Come on up for a weekend and experience the peace and fulfillment that vacation home owners enjoy here year-round. Call me toll-free at 866-377-4777 or email me at pat@mammothrealtygroup.com to receive your **FREE e-guidebook, "101 Things to do in Mammoth."**

And if you fall in love with our magic, I'll help you find your own Mammoth hideaway.

Escape the frazzle of the city. Call or email me for your free e-guide to Mammoth's four-season pleasures today!

Pat Koepsell
[etc.]

Rewrite #2

Your Piece of Serenity - And a Great Investment, too

Frosted mountain ski slopes, a quiet wilderness for hiking, and a sunset over forested mountaintops - all right outside your front door. Sounds like a peaceful place for a second home, doesn't it?

Not only is it a great place for your second home, it's also an investment that will give you peace of mind, too. Mammoth Lakes' **home prices have appreciated 82%** over the last four years, according to a recent Wall Street Journal survey.

To learn about Mammoth Lakes and get the insider scoop on the best real estate values, sign up for our free homes-for-sale notification service and get an instant e-mail every time a plum piece of property comes on the market. You'll also receive a free booklet *10 Tips To Happily Owning A Second Home* that explains how to find and buy the right second home for you at the right price.

Rewrite #3

Savvy Southern Californians Reap Health And Financial Rewards At Mammoth Mountain

Your neighbors indulge their ski and spa fantasies while raking in tax deductions at an idyllic mountain retreat.

Without packing more than an overnight bag, they simply jump into their cars and head to their own, private getaway. Soon, they're pampering themselves at the hot-tub, enjoying steamy mugs of cocoa at the ski lodge, strolling leisurely past burbling brooks – or engaging in 98 other pleasurable activities.

And their contentment is enhanced by knowing that they're not only saving money, they're making it as well!

What's their secret?

They called me! In one free, no-obligation phone call, they learned about the surprising health, affordability and financial benefits of owning a second home – an irresistible combination.

Intrigued? Contact me to learn more: 1-866-377-4777.

SPECIAL OFFER: if you **call before June 30**, I'll send you a FREE copy of my exclusive, not-available-in-bookstores guide: **101 Ways to Relax and Have Fun in Mammoth. *But act now - supplies are limited!***