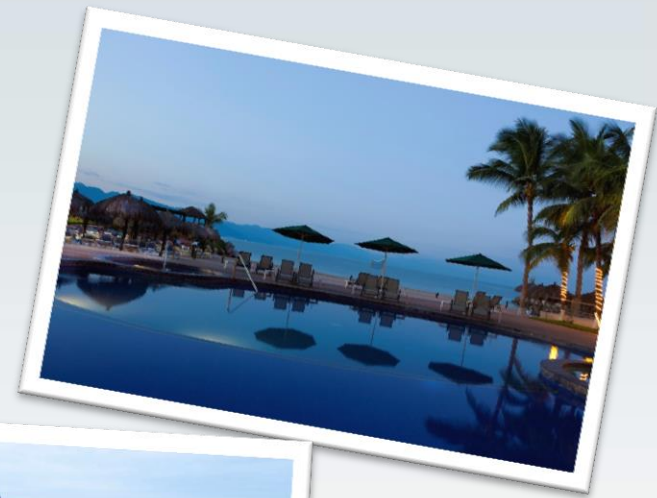




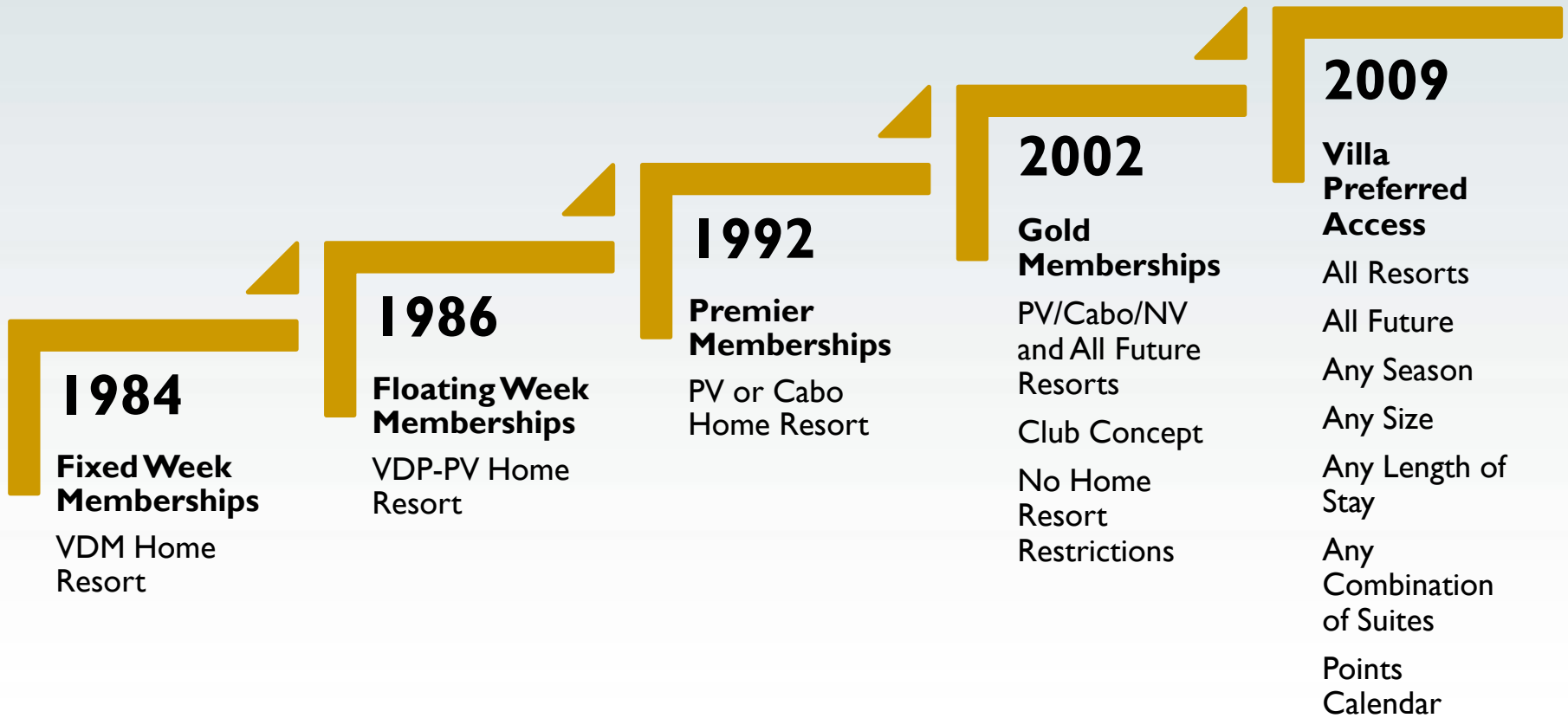
Puerto Vallarta • Los Cabos • Nuevo Vallarta



# MEMBERSHIP 101 CLASS



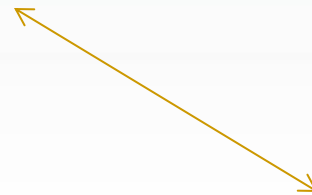
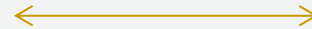
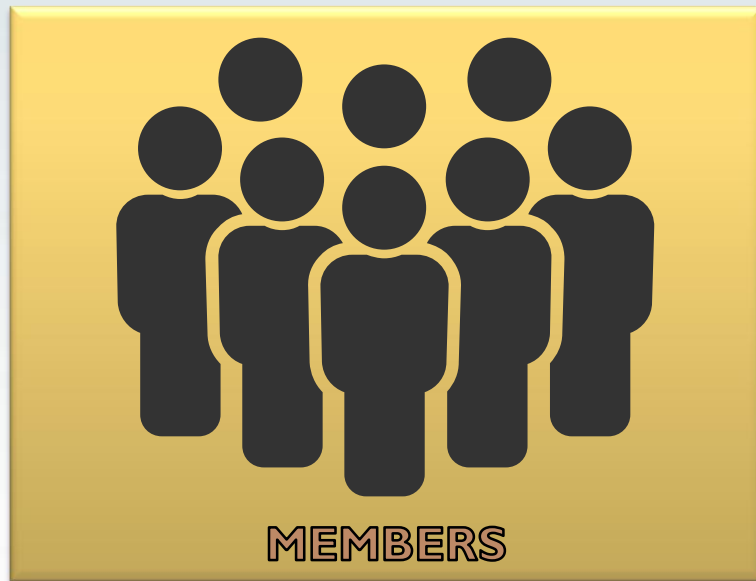
# The Evolution



# Topics

- I. Evolution
- II. Structure
- III. Membership Benefits
- IV. VPA & Elite Program
- V. Open for Questions

# The Team



# Reservations

## Villa Preferred Access (VPA) /Gold Members

- Reservations: Can be made at any Villa Group resort.  
**VPA – 24 months** in advance  
**GOLD – 24 months** in advance of the season that you own.
- Banking Deadline: **VPA –** Nov. 1<sup>st</sup>  
**Gold –** Sept. 1<sup>st</sup> Summer weeks  
Nov. 1<sup>st</sup> Winter & Holiday weeks

## Premier Members

- Reservations can be made at your **primary** use resort **24 months** in advance of the **season** that you own.
- Reservations can be made in **some** additional Villa Group resorts 10 months in advance in the season that you own **with limited inventory.**
- Banking Deadline: August 1<sup>st</sup> for VDP-PV members  
August 15<sup>th</sup> for VDP Cabo for Summer weeks  
October 1<sup>st</sup> for VDP-PV  
October 15<sup>th</sup> for VDP-Cabo for Winter & Holiday weeks

## Guest Reservations

- You may send a guest to the resort to use your week for a **Guest Certificate Fee** of \$35.
- If your guest is **under the age of 25**, a deposit of **\$500** must be provided.

# Modifying/Canceling Your Reservation

- VPA/Gold Members have **one modification/cancellation** per year **with no fee** if **more than 30 days** in advance.
- You can **modify/cancel** your reservation **within 24 hours** after booking your reservation **with no cost**.
- You can **modify/cancel** your reservation **31 days or more** in advance with a **fee of \$100** once you use the benefit of the one free.
- You can **modify/cancel** your reservation **30 days or less** for a **fee of \$200**.
- **Holiday time** – cancellations or modifications over 30 days \$150, 30 days or less \$250
- If you do not show up for your confirmed reservation there is a **No Show** fee of \$250

# Reservation Use Options

- Gives the member the opportunity to travel other than a full week
- Premier Members can split week into 3 & 4 nights (one weekend only) – with fee
- Gold Members can split into 3 & 4 nights (one weekend only) – with no fees.
- VPA Members can utilize their points in any variation with a minimum of a two night stay

## Exceptions:

- Non-Premier & Ocean Fronts

# Gold Time/Preferred Time

(extra week/points)

- Every Gold & VPA Member gets a second week/points with their purchase – called Gold Time or Preferred Points
- You only pay the maintenance fee when booking
- You have access to additional points per year for a max use of 14 days
- Reservation time is available from weeks 18-43  
(May through October)
- At least one member must be present
- Cannot be rented out
- Gold Time can be split into  $\frac{3}{4}$  nights
- Preferred Time minimum of 2 nights
- Can be used to trade with Interval International
- You can select the size unit you need and pay only the associated maintenance fee (lower size only)



# Extending Your Trip

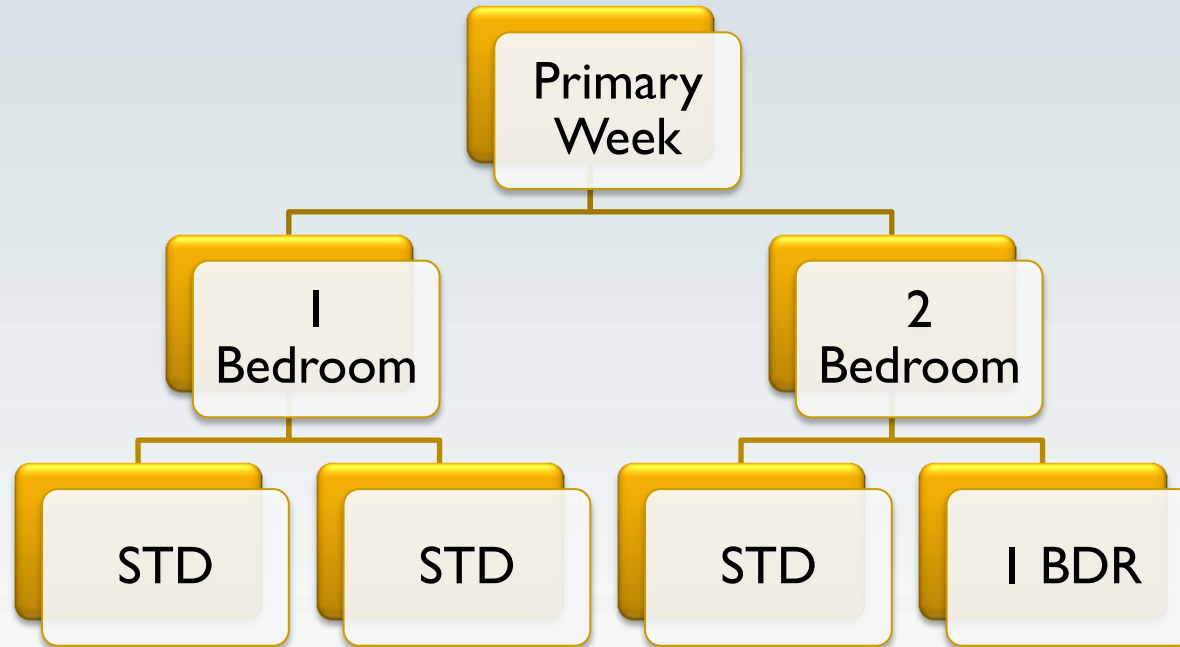
## “Extended Night Stays” – Additional Nights While on Property

- Allowable for VPA & Gold Members year-round
- Must be on-site – fee is 1/7 of the maintenance fee for the size unit you need – based on resort occupancy

## “Club Time” – Additional Nights in Advance

- Prior to arriving – Members can book extra nights based on availability at 30% to 40% off hotel rates

# Suite Exchanges



Gold Members can only do one split:

- 3 & 4 night split
- 2-Bedroom into a 1-Bedroom and a Studio;
- 1-Bedroom into 2 Studios

VPA Members can do all the splits they want because they are point-based.

# Room Assignment

- Room assignments are done according to membership type:

**ELITE / VIP / VPA / GOLD / P / NP / II / RCI / HOTEL**

- Members cannot request a specific room, building and floor, this is subject to availability upon check-in.

# TPC Danzante Bay Golf Club - Loreto

- A Rees Jones Course designed with player friendly fairways
- Member discounts available
- Club House has a bar and restaurant with spectacular views of the bay and provides in-store shopping for golf apparel and accessories
- Tournaments and special events for adults children are held on an ongoing basis
- Practice facility features a dedicated short game area



# FAQ

**Why is there no availability when I call the Club,  
but I can book nights on websites like  
Expedia.com?**

**Developer Inventory  
- vs. -  
Club Inventory**



# Gold Card

- VPA & Gold members receive a Gold Card at check-in, discounts are approximately 10% to 15% off.
- The concierge can offer you additional discounts **ONLY** if you go to the Members' Update Presentation.
- Non-Premier & Premier members get the card only if they attend the Members' Update Presentation.

# Interval International

- You can exchange your week through Interval International or RCI, depending on your affiliation at the time of your purchase.
- You will need to call the Club to notify them of your desire to exchange your week and they will help you through the process.
- It charges an additional fee of \$189\* for the exchange.

## + Extra Benefits:

Ticket Master, Hertz, Expedia,  
Gold Concierge, Getaways, Hotels



\* Cost subject to change without prior notification.

# Travel Protection Plan

- Travel with the peace of mind that you'll be cared for if a medical emergency should arise that would require the need to be air lifted to the United States or Canada.

Provided by: On Call International



- For Emergency in case the local hospital can't help you.
- Contact On-Call International for authorization.
- Free for VPA & Gold. Premier cost is \$44.99USD.
- “On Call” also offers additional protection for \$15USD for medical evacuation when over 100 miles from home. It includes lost luggage protection.

[www.oncallinternational.com](http://www.oncallinternational.com)



# Optional Services

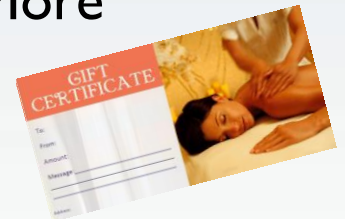
## Airport Shuttle

- You can book a shuttle to and from the airport based on availability at the resort



## Spa Certificates

- You can purchase a discounted Spa Certificate which will allow you to book services with the Spa at a discounted rate. More information at [ResortCom.com](http://ResortCom.com)



## Meal Plans (All Inclusive)

- You can book a meal plan that allows you to eat and drink at our restaurants
- 3 consecutive-day minimum. Everyone in the room must purchase it. Children under 12 pay half price. No Kobe Beef, lobster or special drinks included. Tips are included.
- 10% discount on meal plan purchases of 5 nights or more.



# Villa Preferred Access Weekly

Villa del Arco										
	Per Week	HOLIDAYS			WINTER			SUMMER		
3 BDR Ocean/PH		15,400			8,900			7,050		
2 BDR Ocean/PH		11,800			7,100			5,700		
2 BDR		3,150			2,900			2,200		
1 BDR		2,550			2,200			1,700		
Studio		1,550			1,200			1,000		
	Per Day	HOLIDAYS			WINTER			SUMMER		
		Week Day	Saturday	Sunday	Week Day	Saturday	Sunday	Week Day	Saturday	Sunday
3 BDR Ocean/PH		1,900	3,200	2,700	1,150	1,650	1,500	900	1,400	1,150
2 BDR Ocean/PH		1,400	2,500	2,300	900	1,400	1,200	700	1,200	1,000
2 BDR		375	725	550	350	650	500	250	550	400
1 BDR		300	600	450	250	550	400	200	400	300
Studio		175	400	275	125	400	225	100	300	200

# VPA Points Calendar

- Points are like money! Spend them the way you want.
- You can use them in any size, any season, any length of stay, in any of our resorts.
- It's all about total flexibility. Very easy.
- They get you additional time with no extra cost.
- A “week” is no longer a week.
- Book on a “per night” basis. (minimum 2 nights)

# Examples ...

## **You Own a One Bedroom Winter Season**

Point Value = 2,200

### **Option # 2 - One week winter season Studio**

Villa Del Palmar - Cancun (1,200 points)

And

### **One week summer season Studio**

Villa Del Palmar - Loreto (1,000 points)

### **Option # 3 - Three night / four day weekend winter season Studio**

Villa Del Arco - Cabo ( $125+350+225 = 700$  points)

And

### **Three night / four day weekend winter season Studio**

Villa Del Palmar - Cancun ( $125+350+225 = 700$  points)

And

### **Six nights / seven days summer season Studio**

Villa Del Palmar - Loreto ( $200+100+100+100+100+100= 700$  points)

# Points Redemption Program

- Pay as little as 40% cash and use points to pay for products and services at the resort.
- Can be used for All Inclusive Meal Plans, Spa Services, Resort Services, and In Room Amenities.

## EXAMPLES OF POINTS REDEMPTION

Product	Member Price	Cash Required	Points Cost
3 day adult	\$276.00	\$110.40	368
3 day child	\$138.00	\$ 55.20	184
\$60 Palmita Market Certificate	\$50.00	\$20.00	67
\$100 Spa Certificate	\$75.00	\$30.00	100

# Accelerated Use for Senior Memberships

- At least 60 years of age.
- At any one time you can accelerate up to 4 years from the back of your contract for a total of 5 years.
- Reservations can be made up to 24 months in advance.
- Accelerated points may not be used during certain holiday and blackout periods.
- Preferred Points may not be accelerated.
- At time of obtaining any accelerated points, member must pay in full all the Maintenance Fees for those Accelerated Points.

# Example of Full Accelerated Use in 6 Years, for 30 Year Membership\*

Contracted Year	Use Year					
	1	2	3	4	5	6
2018	2018					
2019		2019				
2020			2020			
2021				2021		
2022					2022	
2023						2023
2024						2024
2025						2025
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2040		2040				
2041		2041				
2042		2042				
2043		2043				
2044	2044					
2045	2045					
2046	2046					
2047	2047					

\*Memberships are thirty or fifty years, while some older contracts have a standard expiration date. Please refer to the Purchase and Security Agreement in your contract documents to confirm your expiration date or you may contact the Club at 1-800-852-4755

# Example of Full Accelerated Use in 10 Years, for 50 Year Membership\*

Contracted Year	Use Year									
	1	2	3	4	5	6	7	8	9	10
2018	2018									
2019		2019								
2020			2020							
2021				2021						
2022					2022					
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2062		2062								
2063		2063								
2064	2064									
2065	2065									
2066	2066									
2067	2067									

\*Memberships are thirty or fifty years, while some older contracts have a standard expiration date. Please refer to the Purchase and Security Agreement in your contract documents to confirm your expiration date or you may contact the Club at 1-800-852-4755



# VPA Club Biennial Membership

- Biennial Member may only bank or borrow Club Points into their next use period.
- Biennial Members may only split a use period, or banked or borrowed club points, for season upgrades and not for suite size upgrades.
- Consistent with the Governing Documents, a Biennial Member may only rent Preferred Points up to 50% of the amount of Club Points owned, or up to 50% of the points needed for season upgrades.
- Biennial Members are not entitled to use Accelerated Points benefits, regardless of age.

# VPA Elite Program

- Elite Member 4 Star (5,000 Points)
- Elite Member 5 Star (10,000 Points)
- Elite Residence Club (15,000 Points)

## **Among other things they get:**

- 30, 60 & 90-day booking windows above all members and 1-800 ELITE number
- Free unit upgrade 7-14 days prior to arriving
- Executive Cocktail Party for 5 Star & Residence Club
- Dine with chef (5 Star & Residence Club)
- Early check-in and late check-out
- Loyalty Program

# Villa Preferred Access

[ 2,900 Points ]

Summer  
May 1 to Oct 31

Winter  
Nov 1 to Apr 30

Holiday  
Christmas-New Year



20 Nights



18 Nights



13 Nights



12 Nights



9 Nights



8 Nights



9 Nights



7 Nights



6 Nights



4 Nights



3 Nights



1 Night



3 Nights



2 Nights



1 Night

# Elite Four-Star Club

★★★★  
[ 5,000 Points ]

Summer  
May 1 to Oct 31

Winter  
Nov 1 to Apr 30

Holiday  
Christmas-New Year



36 Nights



30 Nights



23 Nights



21 Nights



16 Nights



14 Nights



16 Nights



12 Nights



11 Nights



6 Nights



5 Nights



3 Nights



5 Nights



4 Nights



2 Nights