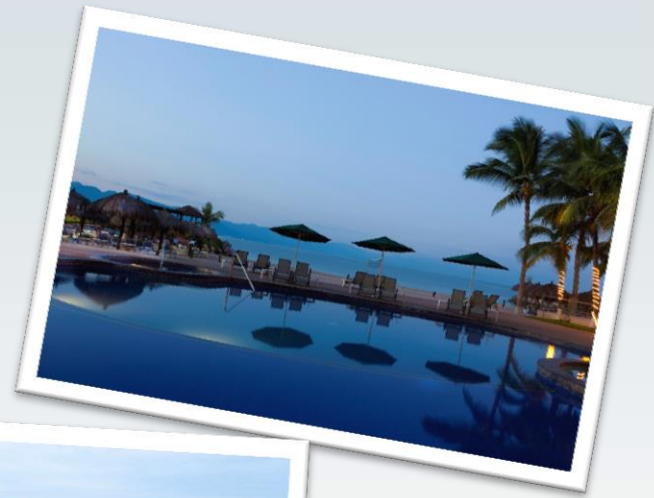




Puerto Vallarta • Los Cabos • Nuevo Vallarta



# MEMBERSHIP 101 CLASS



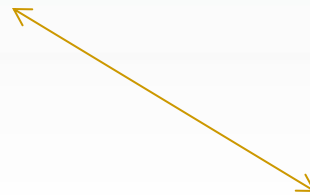
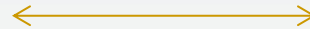
# Topics

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

# The Evolution



# 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

# Split Week Use

- Gives the member the opportunity to travel other than a full week
- VPA Members can split into 3&4/2&5 days – with no fees.
- Gold Members can split into 3&4 days (one weekend only) – with no fees.
- Premier Members can split week into 3&4 days (one weekend only) – with fee

## Exceptions:

- Non-Premier & Ocean Fronts

# Preferred Time/Gold Time

(extra week/points)

- Every VPA & Gold Member gets a second week/points with their purchase - called Preferred Points or Gold Time
- 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
- Can be split into  $\frac{3}{4}$  days
- Can be used to trade with I.I.
- You can select the size unit you need and pay only the associated maintenance fee (lower size only)



# Extending Your Trip

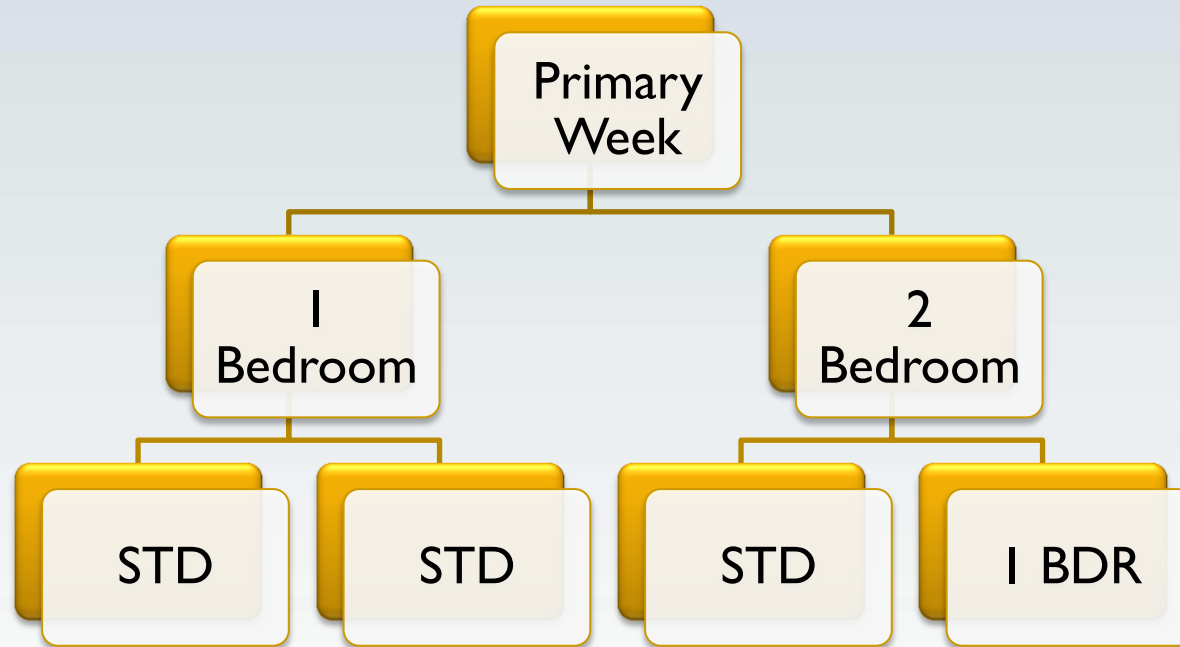
## “Extended Night Stays” – Additional Nights While on Property

- Allowable for VPA & Gold Members
- 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 days 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.

# 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 and 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 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



# 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

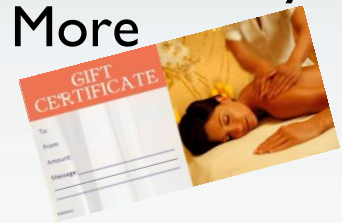
## Airport Shuttle

- 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.



# 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 50% 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.

VILLA GROUP VACATION POSSIBILITIES	YOUR POINTS	YOUR CASH <small>AT LEAST 50% IN CASH IS REQUIRED</small>	YOUR VALUE
<b>LIVE IN LUXURY</b> <i>Reserve a beautiful two bedroom suite in Cabo San Lucas for TEN nights.</i>	3,900	- 0 -	\$4,500
<b>DINING PLEASURES</b> <i>Purchase a Seven Day Meal Plan for Two.</i>	1,611	\$693	\$1,386
<b>PAMPER THOSE YOU LOVE</b> <i>Purchase spa services in advance and save. She deserves a couple of massages!</i>	233	\$100	\$260
<b>STOCK THE FRIDGE</b> <i>Not every meal needs to be in the restaurant. Stock up on some needed groceries and see the value of planning ahead.</i>	116	\$50	\$120
<b>CELEBRATING A SPECIAL OCCASION</b> <i>Surprise that special person with an Anniversary Basket upon arrival.</i>	53	\$23	\$46
<b>TOTAL COST</b>	<b>5,913</b>	<b>\$866</b>	<b>\$6,312</b>

# Accelerated Use for Senior Memberships

- At least 60 years of age.
- At any one time you can accelerate up to 5 years from the back of your contract.
- 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

Contracted Year	Use Year					
	1	2	3	4	5	6
2014	2014					
2015		2015				
2016			2016			
2017				2017		
2018					2018	
2019						2019
2020						2020
2021						2021
2022						2022
2023						2023
2024					2024	
2025					2025	
2026					2026	
2027					2027	
2028				2028		
2029				2029		
2030				2030		
2031				2031		
2032			2032			
2033			2033			
2034			2034			
2035			2035			
2036		2036				
2037		2037				
2038		2038				
2039		2039				
2040	2040					
2041	2041					
2042	2042					
2043	2043					

# 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

# 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