

Sales Training

Specially prepared for:



Playa Del Carmen

TRADEMARK COLLECTION[®] BY WYNDHAM

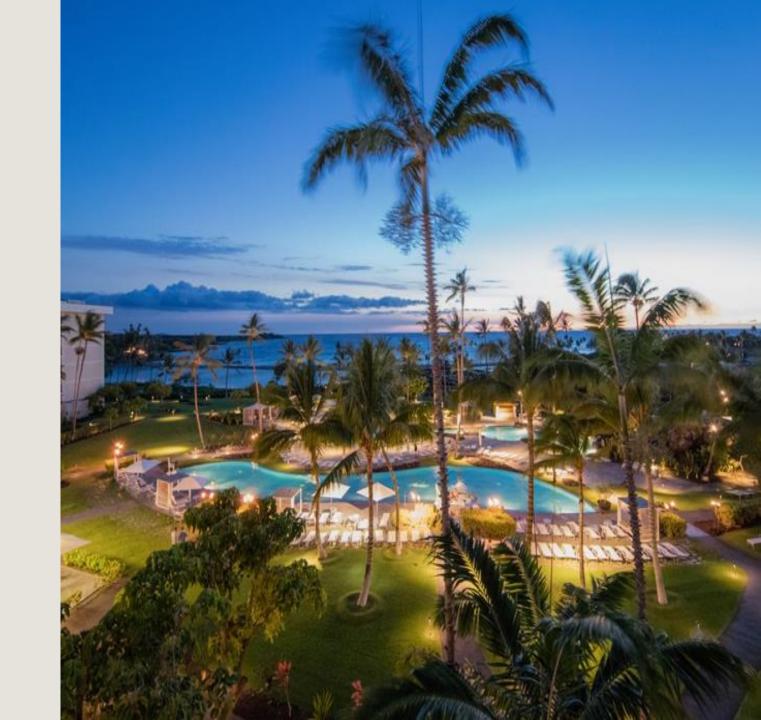


interval

CORPORATE INFORMATION

Interval at a glance

- Funded since 1976 in Miami Florida
- More than 3,200 Resorts in 80 countries
- Nearly 1.7 Million Member Families
- Offices in 12 countries
- Part of Marriott Vacations Worldwide
 - 20,000 Associates worldwide
 - 120 Vacation Ownership Resorts
 - +700,000 Owners & Member Families



Where do you want to travel?





Exchange company of choice for:





Resort Recognition program





Identified by the Pineapple

Select Resorts provide a great vacation experience and are distinguished by a comfortable and home-like atmosphere.



Identified by the Laurel

Premier Resorts provide an outstanding vacation experience, with state-of-the-art conveniences, and modern features and appointments.



Identified by the Loto Flower

Elite Resorts, the highest level of recognition, identifies your property as among the very best of Interval's network, significantly exceeding our already-high affiliation standards, and delivering extraordinary vacation experiences and exceptional service.

Resort Code & Tier



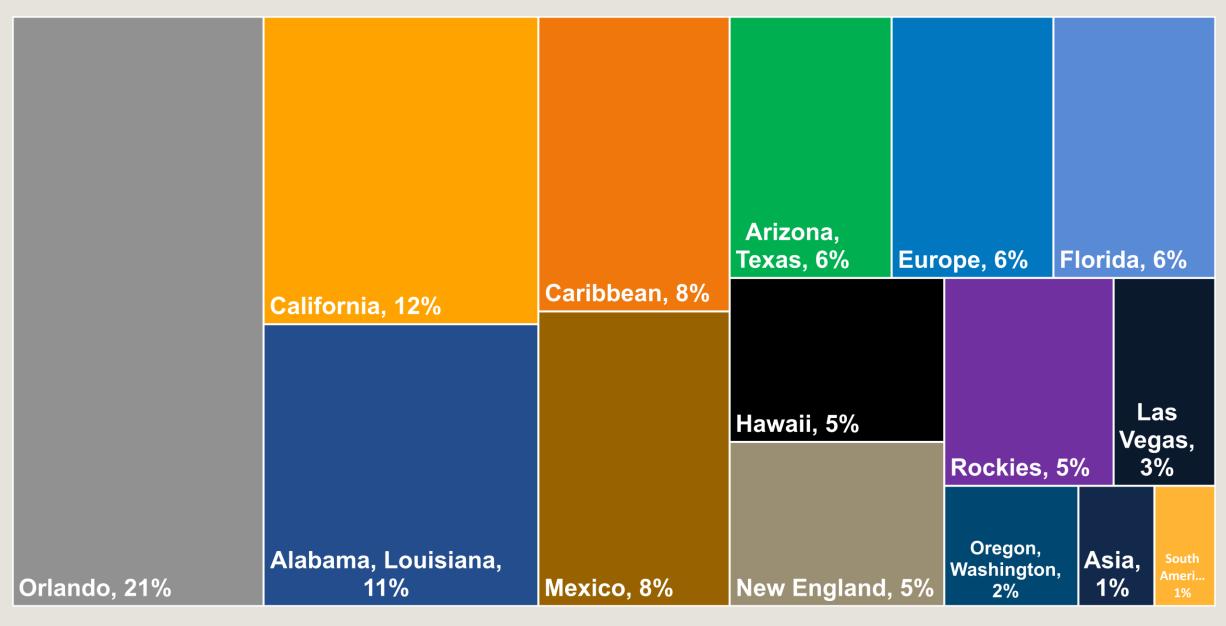
3 Character to identify the resort in the system



Acanto Boutique Hotel & Residences

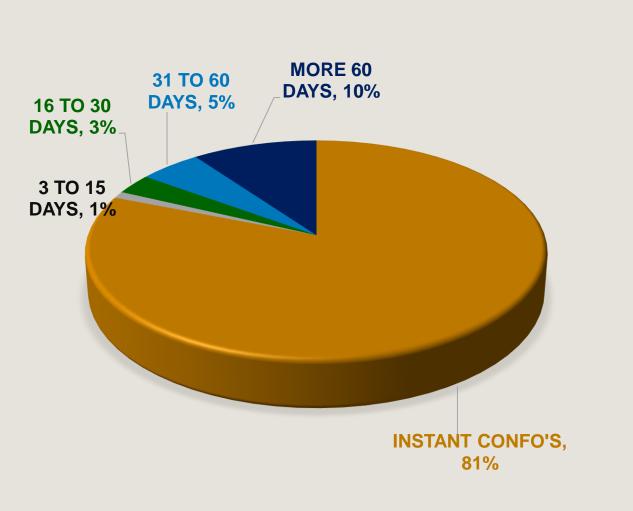
Recognition level

Travel Destinations since Jan 2022



interval

Member Requests since Jan 2022



Request to confirmation

Request to Travel



Membership Application

- Complete personal Information
 - Name(s)
 - Adress
 - Phone
 - Email
- Purchase Information
 - In case is an existing Member
- Resort Information
 - Resort Code AHQ
 - Owner Contract Number
 - Week Number F
 - Date of Purchase
 - Unit Number -F
 - Unit Type 1 / 2 / 3
 - Month / Year of initial occupancy
- Membership Programs
 - 2 Years Platinum
- Member Signature (Must)

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RESORT VERSION INDIVIDUAL MEMBERSHIP

		APPLICATIO			
	-	Please Print or T	ype	L	
	Individual(s) 🗆 Orga				
CONTACT INFORMATION (N		r on your resort purch	ase contract.)		
NDIVIDUAL (Primary Owner					
First Name	Middle Initial	Last Name			
		Apt./Suite #		Country	
CityState/Provin Phone (Please include area/city/cou		ZIP/Postal Code		Country	
Home	Celphone		Business		
Email					
By checking this how Loopsent by elect	tranic signature to receive abor	ne calls from Internal Internation	al moarting products a	nd services at the rd	one remiterial shows industry the
By checking this box, I consent by elect celiphone number provided. I understand the	wave calls may be generated us	ing an automated technology,	and that I am required to	o provide consent as	part of my membership.
Other Owner(s)					
First Name	Middle Initial	Last Name			
Address		Apt./Suite #			
CityState/Provin		ZIP/Postal Code		Country	
Phone (Please include area/city/cou					
Home	Celphone		Business		
Email					
ORGANIZATION (An entity, su	uch as a trust or comp	pany that has title to t	he vacation inter-	est.)	
Organization Name					
Primary Contact/Administrat	tor for the Organizat	ion (Required)			
First Name	Middle Initial	Last Name			
Address		Apt./Suite #			
CityState/Provin		ZIP/Postal Code		Country	
Phone (Please include area/city/cou					
Home	Celphone		Business		
Email					
This enrollment will extend y Print Name of Resort Sales Rep		hip for an additional yea	ar.		
RESORT INFORMATION					
	- Our - North	and the second second second		0.00	and the second s
Resort Code A Q T Reso		nero de contrato Alquima		Date of Pu	Irchase / / /
My Resort Ownership is at 🔤	nia Hone + Residences		RESORT NAME		
ocated in	άπγ	STATE/PROVINC			COUNTRY
Durchased an alternate year p	program. Please chec				COONTRP
Total number of weeks purcha		(If more than fo	ur weeks, submi	t on an additio	nal sheet)
tone manufaction of weather parona				Week	nan annanag
Week Number		and the set	401		Unit Type Code
If open floating, indicate with "F.") If points, indicate with "P.")					00. Studio/Efficiency
f seasonal floating, indicate resort's name for season.					Hotel Room
					01. 1-Bedroom
Unit Number					
Unit Type Use code numbers at right.)					02. 2-Bedroom
Month/Year of Initial Occupant					03. 3-Bedroom
	cy				
	cy				03. 3-Bedroom 04. 4-Bedroom
Incentive Code	cy				03. 3-Bedroom 04. 4-Bedroom
Incentive Code MEMBERSHIP PROGRAMS					03. 3-Bedroom 04. 4-Bedroom 08. Floating
MEMBERSHIP PROGRAMS SELECT ONE One-Year II	cy ndividual Membership ndividual Membership	o or Add-On			03. 3-Bedroom 04. 4-Bedroom 08. Floating
MEMBERSHIP PROGRAMS SELECT ONE One-Year II Two-Year II Three-Year By signing this application, I ackr	ndividual Membership ndividual Membership Individual Membership	o or Add-On lip or Add-On ad, understand, and ag	Interval Platinum	TERMS AND (03. 3-Bedroom 04. 4-Bedroom 08. Floating embership Combination d Membership Combinatio
MEMBERSHIP PROGRAMS SELECT ONE One-Year II Two-Year II Three-Year By signing this application, I ackr MEMBERSHIP AND EXCHANGE	ndividual Membership ndividual Membership Individual Membership	o or Add-On lip or Add-On ad, understand, and ag	Interval Platinum	TERMS AND Cavel Planner and Date	03. 3-Bedroom 04. 4-Bedroom 08. Floating embership Combination d Membership Combination d Membership Combination
Incentive Code MEMBERSHIP PROGRAMS SELECT ONE One-Year II	ndividual Membership ndividual Membership Individual Membership	o or Add-On lip or Add-On ad, understand, and ag	Interval Platinum	TERMS AND (03. 3-Bedroom 04. 4-Bedroom 08. Floating embership Combination d Membership Combination d Membership Combinatio

Note to Member: You will receive your membership materials, including your personalized membership card, within 30 days of Interval's receipt of this application.

Return to: Interval International + Membership Processing + P.O. Box 432170 + Miami, Florida 33243-2170 U.S.A. 305-666-1884 · intervalworld.com WHITE copy to Interval International . YELLOW copy to Individual Member



VACATION EXCHANGE

Flexible Exchange Methods

Deposit First

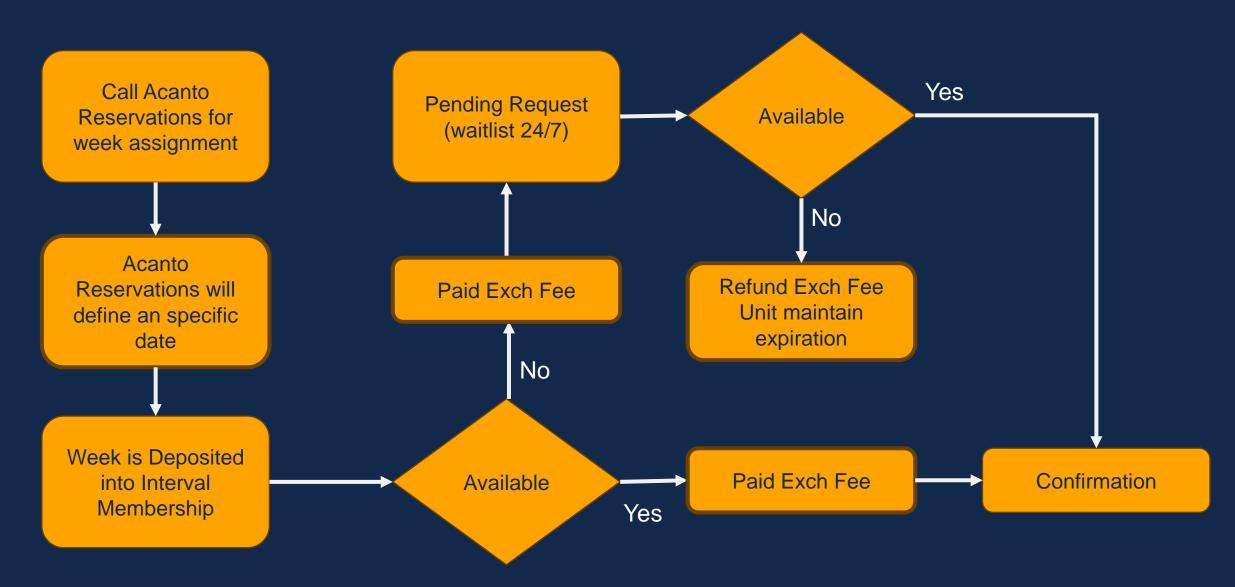
- Each Deposit has 2 years expiration date
- Member could deposit up to 24 months In advance
- Member can place a request up to 24 months in advance of desire travel date

Request First

- Retain your home week until you receive a confirmation
- Member can place a request up to 24 months in advance of desire travel date



Exchange Process

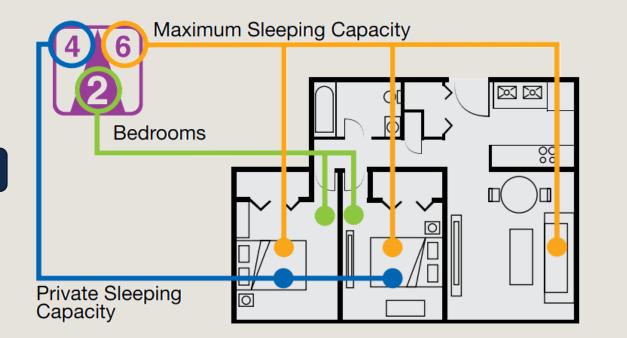


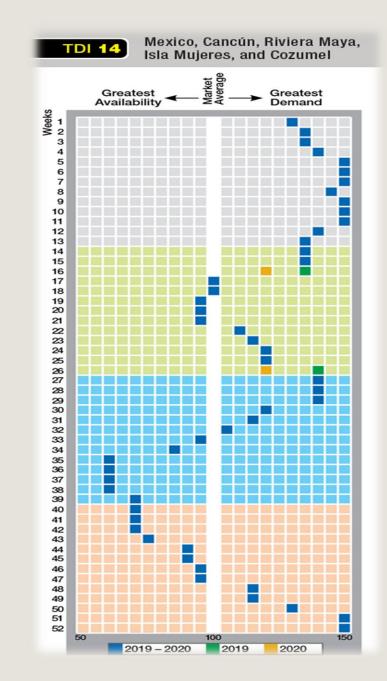
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Comparable Exchange

INTERVAL INTERNATIONAL

SELECT

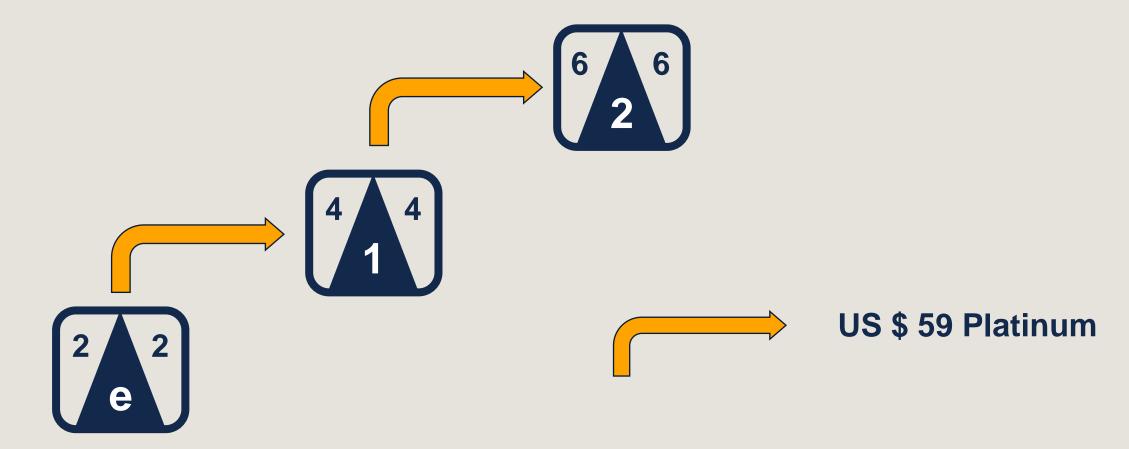




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Unit Upgrade





Complimentary unit upgrade In Flexchange

3 Ways of Exchange..



Short Stay*

2 Vacations from 1 to 6 nights each

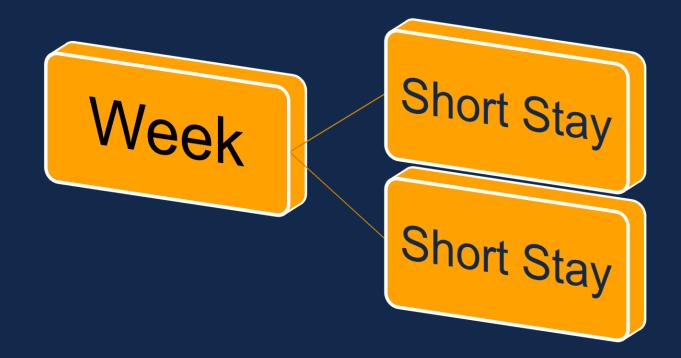


Interval Options*



Short Stay Exchange





- Gold & Platinum Members
- Two separate vacations
- From 1 to 6 nights
- Each transaction require an Exchange fee

Interval Options

- With Interval Platinum you've got more options than ever for your next vacation exchange:
 - Cruise Exchange
 - Interval Experiences (Golf, Spa, Tours, Sports, etc.)
 - Hotel Exchange
- Exchange Fee is required
- Supplemental fee may be required

Hotel Exchange

- Gives Interval members the ability to exchange their week or points toward hotel or resort accommodations.
- Interval Gold & Platinum Members
- More options to highly demanded areas
- Up to 21 nights
- Up to 4 rooms at the same hotel or resort
- Hotel exchange fee of USD \$ 159
- Supplemental fee may be required

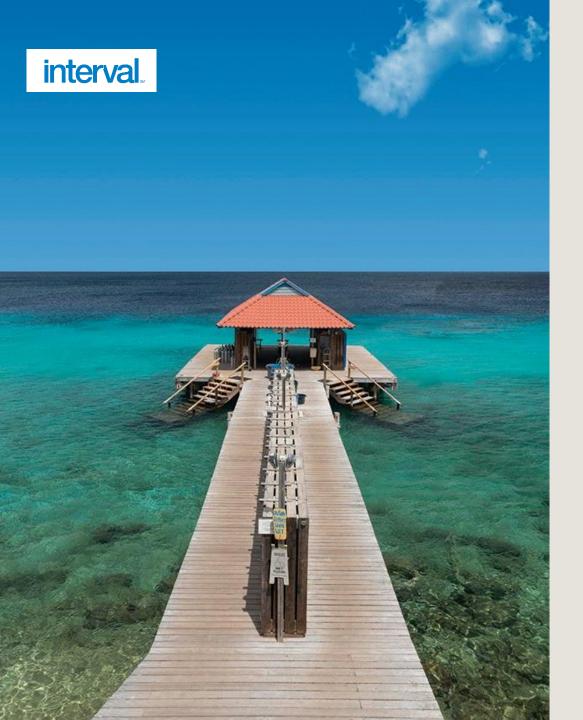


Guest Certificates



- Give the gift of travel to a family member or a friend
- Simply purchase a Guest Certificate for just \$79 5 Free P/Y for Platinum Members
- Keep in mind that all recipients must be at least 21 years of age





Interval Fees 2024

EXCHANGE FEES	US/CAN	LATAM	UK (£)
DOMESTIC	229	194	124
INTERNATIONAL	229	244	139
HOTEL EXCHANGE	159	159	59
CRUISE EXCHANGE	199	199	139
GUEST CERTIFICATE	79	79	34
E PLUS	89	89	34
SHORT STAY FEES	US/CAN	LATAM	UK (£)
1 NIGHT	149	149	109
2 NIGHTS	159	159	114
3 - 4 NIGHTS	169	169	119
5 NIGHTS	179	179	124
6 NIGHTS	189	189	124
RENEWAL FEES	US/CAN	LATAM	UK (£)
1 Year Platinum	238	241	173



Getaways

- Seven-night resort stays (No exchange involved)
- The accommodations are often more spacious than a hotel room
- Available at member resorts as well as outside of Interval network
- Prices are likely to be cheaper than a few nights at a hotel
- You can book ahead up to 18 months in advance or as little as 24 hours before check-in
- Rates are backed by our Best Price Guarantee





25

Getaway Special Deals



Short Stay Getaways

- Stay for less than 7 nights, without exchanging
- Check out featured resorts
- Get Special offers in great locations

Destination Westgate Las Vegas Resort &	& Casino	Select Nu	mber of Nights	Check-in Date	e
1	2	3	4	5	6
Night	Nights	Nights	Nights	Nights	Nights

Interval Gold and Interval Platinum Getaway discounts apply to stays of 4 nights or more.

New-member discounts apply to stays of 4 nights or more.



 Outdoor Adv Dutdoor Adv The Shores a Travis Lago Vista, Tex USA USA Asia Canada 			•	Numl	per of Nights				Ch	neck-in	Date		
 Asia Canada Caribbean estination 		Westgate Las Resort & Cas Las Vegas, Nev	ino	Granc Brecke	I Timber Lod nridge, Colora	ge do	B The We Laguna Resort Cancun,	amar O	cean		and Ma Philipsb	on Bay F arina urg, St. Mands Antill	aarten,
Caribbean													
estination	nada												
	ribbean & Atlantic	Islands											
	Vegas Resort & Casin	0	•	Numb 5 Nigh	er of Nights ts			•	Sel	ect Ch	eck-in Da	ate	
		Earlie	est availabilit	-	ted destinatio	n and nur	nber of ni	ghts					
Su Mo Tu	August 2021				tember 2021					Octo	ber 2021		

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17 18 19 20 21

24 25 26 27 28 29

Interval Travel

Members only Travel Agency



Through your Interval Platinum membership, the world truly is your oyster.

And because your vacation needs are unique to you, there's Interval Travel. It's your one-stop travel shop for hotel stays, car rentals, resort deals, flights, cruises, sightseeing excursions, travel insurance, and more

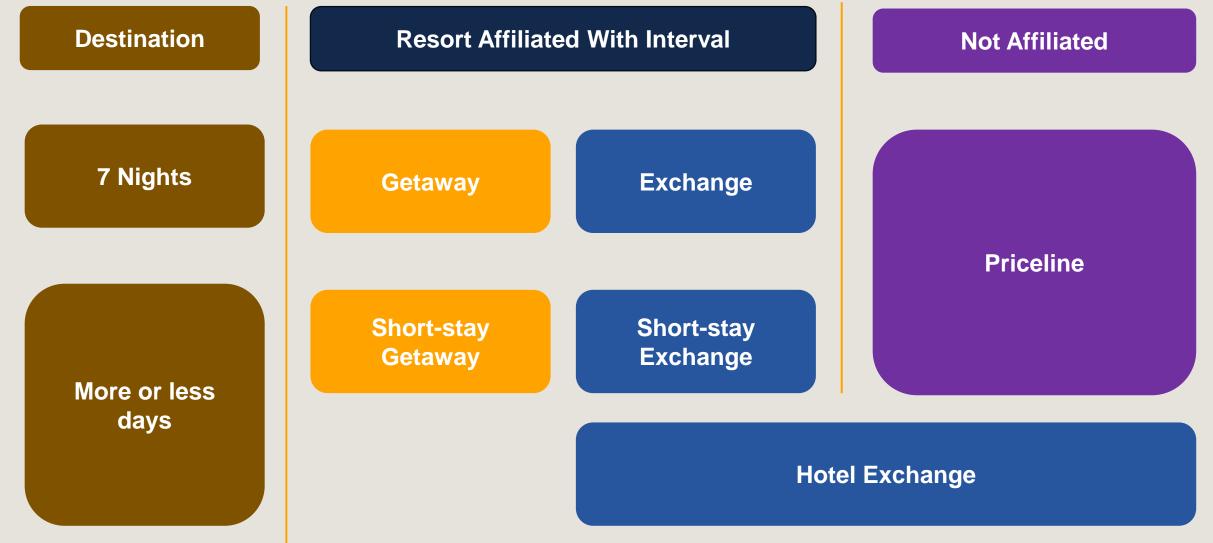
Priceline

- Up to 70% off select hotel bookings
- Powered by Priceline Partner Network
- Special deals for Platinum Members

Enter a City or	Airport			-
Check in	Ē	Check ou	it 🚺	
1 Room 🗸 🗸	2 Guests 🗸		Search	
priceli partner netwo	ne [°] ^{rk.com-}		Ē	AQs
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Ways of travel With interval







Platinum Benefits

- US \$ 50 Getaway discount
- Free Guest Certificates
- Short Stay Exchange
- Interval Options
- Up to 70% Discount in Priceline
- Platinum Escapes
- Priority Getaway Viewing
- Hertz Gold Plus Rewards
- Entertainment
- Golf Connection
- VIP Concierge
- Dining Connection
- City Guides
- Priority Pass



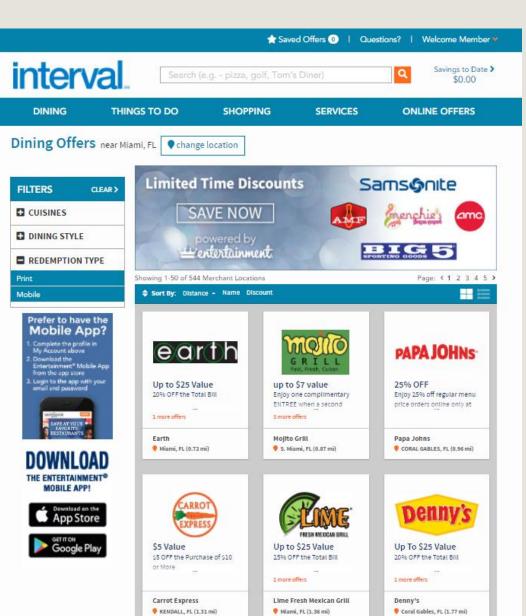
Hertz Gold Plus Rewards

- Enroll for free in Hertz Gold Plus Rewards
- Receive 750 bonus points after your first qualifying rental and 750 more after your second
- Earn points toward free days after two qualifying rentals
- **Carfirmation™**: When your plane lands, you'll receive an email or a text confirming the vehicle and the stall in which it's located.
- **Counter Bypass**: Skip the counter, the lines, and the paperwork.
- Hertz Gold Choice[®]: Take the car you reserved or choose another

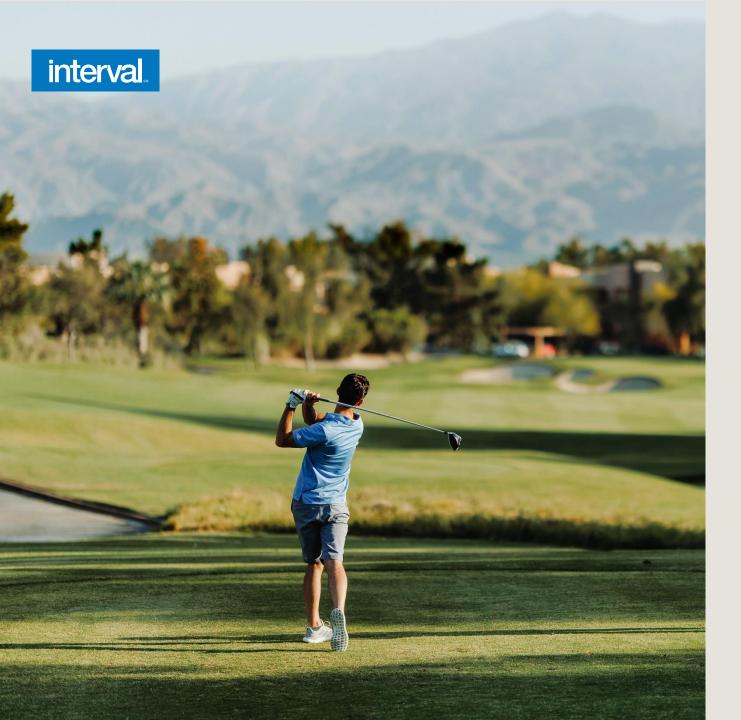


Dining & Leisure Discounts by Entertainment

- Unbeatable discounts at thousands of restaurants, retail outlets, attractions, and more for being a valued Interval member!
- GET **Premium Discounts** Receive up to **50 percent off** at participating restaurants, retail outlets, attractions, and service merchants throughout the U.S. and Canada.
- ENJOY Repeat Savings[®] Enjoy up to 20 percent off at participating restaurants and retail merchants across the U.S. and Canada. Check back often as merchants are added daily.
- Click on the 'Search SaversGuide' button for more details and instructions on how to download the Entertainment[®] App. Start saving now!



interval



Golf Connection

• Golf Tee Times

Search in real-time for available tee times at more than 1,500 courses in North America, The Caribbean, Mexico & Europe

• Golf Equipment Benefits

Get discounts on the latest and most innovative equipment & accessories

VIP concierge



- Your complete lifestyle management consultant for everything from the ordinary to the extraordinary... Delivering the exceptional, without exception.
- Need personal Assistance?
- Whether you'd like someone to help you with:
 - Daily tasks
 - Obtain the unusual
 - Dinner Reservations
 - Attraction Bookings
- Available 24/7

Dining Connection



Dine like a celebrity — with special amenities such as kitchen tours, table visits from the chef, and complimentary appetizers and desserts — when reserve in advance at participating restaurants through Dining Connection with more than 250 partner restaurants in over 30 of the world's top markets.



City Guides

Discover hot restaurants, shopping opportunities, exciting nightlife, sightseeing musts, not-to-be-missed museums, relaxing spas, and more. Plus, in-depth travel tips and advice on top worldwide travel destinations, including popular Interval resort locations.



Priority Pass

- Complimentary enrollment for Platinum Members (US \$ 99 Value)
- Access to 1300+ airport VIP Lounges in over 140 countries and 500 cities
 - Membership Benefits Include:
 - Complimentary Drinks and pre-flight bites.
 - Including Alcohol in most lounges
 - Space to work or relax in a place that feels like home
 - Free high-speed Wi-Fi
 - The Latest Magazines and newspapers
 - Conference rooms, showers, bed & spa facilities in selected lounges



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SALES SUPPORT

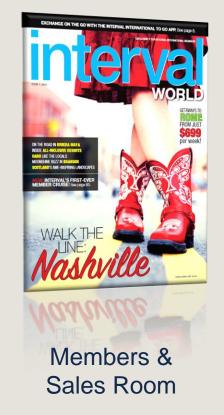
Printed Materials

Resort Directory



New Members & Sales Room

Interval World Magazine



Summary Sheets



Elite Resorts Brochure

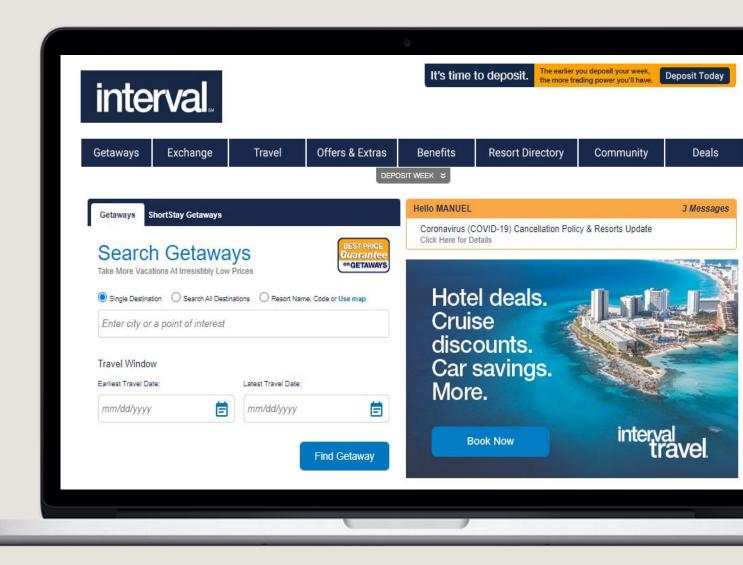
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Intervalworld.com



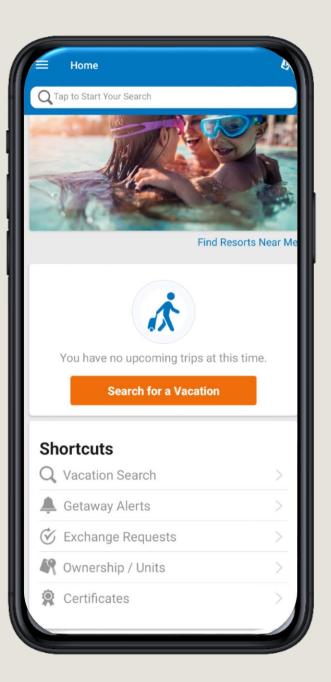
- One stop shop for all Interval International
 - Exchange
 - Getaways
 - Travel
 - History
- Online Resort Directory
- Exchange Tracker
- Interval HD
- Each owner can create a web profile
 - Membership
 - Phone Number
- Sales room will have a demo membership
 - User: Alquimiademo
 - Password: Demo2024



Interval To Go App

Key Features

- Search and book Exchanges & Getaways
- Access our Top Ten Deals
- Create custom Getaway Alerts
- Read our premier travel publication, Interval World®
- Browse the Resort Directory and instantly search Getaways
- Watch Interval HD videos Save a list of your favorite resorts
- Locate nearby resorts with your phone's GPS
- View detailed resort descriptions and photos
- Share resort information with friends via text message, email, Facebook, Twitter, or Pinterest



interval

Key Sites



https://www.facebook.com/intervalintl



https://www.instagram.com/intervalworld/



https://www.youtube.com/IntervalsWorld



https://www.youtube.com/IntervalsWorld

www.resortdeveloper.com





pub.intervalworld.com



Dream Vacation Week

interval...







E

Certificate: 33876593387 Security Code: U641 Exp. Date: 12-31-2016 US\$299 Studio Unit US\$369 One-Bedroom Unit US\$399 Two-Bedroom Unit

C A

- Access to full week, condominium-style accommodations
- Available at more than 80 worldwide destinations
- Online redemption via: www.dreamvacationweek.com
- Gift card in a High-impact brochure highlighting program benefits.
- Fixed redemption price per unit type per week:
 - Studio USD \$ 329
 - One Bedroom USD \$ 399
 - Two Bedroom USD \$ 429
- Once Active:
 - Welcome email
 - Trigger campaign to stimulate usage
 - Expiration date reminders
- Demo site: www.viewdreamvacationweek.com

What is there for you...

VIP Gold Membership

- 2 Year Membership
- Access to Getaways
- Priceline





Thank you

