

# Edgewater Beach Resort NEWS

F A L L 2 0 2 4

## Message from the Board of Trustees

Hi Everyone!!! We hope your summer has been going well despite the extreme heat and humidity. Fortunately, it is typically more comfortable on the Cape at our favorite place, The Edgewater.

We're glad to be able to tell you that The Edgewater is doing relatively well even though we still have many challenges and always will. Many thanks to all who pay your fees including the Special Assessment that went to many projects getting done and the infusion of much needed cash, too. In addition, the fees coming in now from the intervals going into Capital's Vacation Club as well as the InnSeason Vacation Club have all contributed to The Edgewater being in a much better position now but we still have way too many delinquencies. Those numbers keep growing.

Everything looks great and everyone is smiling a lot thanks to our awesome staff including our GM, John, our AGM, Yennis, our Front Desk Manager, Taylor, our Maintenance Supervisor, Andy, and their staffs which included the J1 students who were here on visas from various European countries during the summer doing a lot of things including keeping the kids busy with activities. We also want to give a shout out to Tim from VRI, our management company. He is one of VRI's Regional Directors for Resort Operations. He has been assigned to work with us at The Edgewater since late last year and is already a much-valued member of our Team. We appreciate the great job the whole Team is doing.

We held our Annual Owners Meeting back in May via Zoom. We had a nice turnout of owners but really wish more owners would attend. It's your opportunity to get a detailed report of what is happening at The Edgewater, meet some of the Team members and ask questions of us all. More about what was discussed at this year's meeting appears later in this Newsletter. Meanwhile, please plan to attend next year's Annual Meeting. Mark your calendar and save the date to join us on May 3, 2025, at 10:00 a.m. on Zoom. Formal notice of this meeting will be mailed to all owners in February 2025.

The results of the election to the Board were announced at that meeting in May. Both Tom Connors and I, the undersigned, were re-elected to the Board, each of us for another 3-year term. We want to thank all who participated by submitting their votes. We were then also re-elected to serve as officers on the Board, Tom as Vice Chairperson/Treasurer and me, as the Board's Chair. We want to thank Sheila Connors-Cardinale for throwing her hat into the ring and participating in the election.

We're very glad to be able to tell you that most of the Special Assessment Projects have been completed with just a couple remaining. Details about these projects, their status, and upcoming regular Reserve projects planned are also discussed in detail later in this Newsletter. We are focused on being proactive, planning ahead as much as we can, to try to avoid having to do any more Special Assessments.

continued on page 2...

**Inside this Issue:** Update and Assessment Billing and Collection Policy ■ Recent Developments  
Our Commitment ■ Capital Vacations Club ■ General Financial Highlights from the 2024 Annual Meeting  
Day Use is for Owners Only ■ Online Services for Owners ■ Why Can't I Check In Early?  
Message from the General Manager ■ Stay Connected Year Round ■  
Receive Email Updates via Constant Contact, etc. ■ Use Week Calendar ■ TPI Exchange

## Message from the Board of Trustees Continued...

Last, but surely not least, the Board held its first in-person meeting this year, in August, our annual budget meeting. We have intentionally waited to publish this Newsletter until after that meeting so that we could share with you the results of that meeting, give you a heads up. It was the first time in the 15 years since the owners took control of The Edgewater that we are no longer faced with a deficit. However, that doesn't mean that costs have not gone up to run and maintain The Edgewater just like they have gone up for all of us at home. We continue to have significant insurance costs especially being right on the beach and, as I mentioned earlier, we have many more owners not paying their maintenance fees which puts an additional burden on those of us who do pay. As a result, there will be an increase in the 2025 fees of 4.9%. The details and results of that budget meeting will be shared in the upcoming bills being sent out soon.

Thank you all for your continued support. It is much appreciated.

On behalf of the Edgewater Board of Trustees,  
Marcia Svetkey, Chairperson

### Update and Assessment Billing and Collection Policy

We hope this message finds you well and that you enjoyed your time or will be enjoying your time at Edgewater Beach Resort in 2024. As we approach the billing period for this year, we want to give you an update on the status of the Resort and remind you of our Assessment Billing and Collection Policy to ensure that you have all the necessary information regarding maintenance fees and account management.

#### Current Ownership and Financial Overview

Edgewater Beach Resort, with its 76 units (14 studio units, 49 one-bedroom units, and 13 two-bedroom units), remains a cherished destination for many. Our Resort is operational for 52 weeks each year. If the Resort was completely sold out, there would be 3,952 owners. However, we currently have 3,421 registered owners which includes 533 weeks owned by the Edgewater Beach Resort Trust, and, of that total, over 900 are delinquent owners. That leaves Edgewater with only 1,988 owners paying their Maintenance Fees to support the Resort.

#### Assessment Billing and Collection Policy

To maintain the quality of our services and facilities, it is essential that all owners adhere to our maintenance fee billing and collection policy. Please take note of the following key points:

1. **Maintenance Fee Billing:** Each year, you will receive your maintenance fee bill along with a copy of our Assessment Billing and Collection Policy. This policy outlines the procedures for billing, payment, and collections.
2. **Payment and Delinquency:** To avoid late fees and potential disruptions to your reservation, we urge you to pay your maintenance fees promptly upon receipt of your bill.
3. **Collection Procedures:** Our Team, led by General Manager John Verity, will follow the policy strictly. This includes sending reminders, making follow-up calls, and, if necessary, turning delinquent accounts over to collections. Reservations for accounts with outstanding balances may be canceled and will only be reinstated once payment is received.
4. **Payment Plans:** We understand that sometimes financial situations can be challenging. If you are unable to pay your fees in full, please contact the VRI/Capital Billing and Collections Department at (919) 855-8004 as soon as possible. We are happy to work with you to set up an approved payment plan that fits your needs.

## **Our Commitment**

Our goal is to ensure that every visit to Edgewater Beach Resort is enjoyable and memorable. The financial support of each owner is crucial in maintaining the high standards of our Resort. We appreciate your cooperation in adhering to this policy and prompt payment of your maintenance fees.

Should you have any questions or need assistance, please do not hesitate to reach out to our Team. We are here to help and look forward to another wonderful year at Edgewater Beach Resort.

Thank you for your attention to this important matter.

Warm regards,  
The Edgewater Beach Resort Board and Management Team

## **Recent Developments**

In 2022, the Edgewater Board entered into a Sales and Marketing Agreement with Capital Vacations. This partnership is a significant boost for our Resort, ultimately contributing 550 dues-productive weeks to Edgewater Beach Resort over a 3-year period. After 2024, 150 of these weeks will be fulfilled. Additionally, we are proud to be associated long term with a second Vacation Club, InnSeason Resorts Vacation Club with 296 units/weeks owned at Edgewater.

### **Capital Vacations Club**

If you've been at the Edgewater recently, you've likely been contacted by Capital Vacations trying to entice you to come to their sales meeting at Sea Mist in Mashpee. Although it may not always be clear, those contacting you work for Capital. This activity is part of the agreement between The Edgewater and Capital as Capital ultimately becomes the owner of 550 intervals at EBR that are being added to the Capital Vacation Club's offerings. They're adding time at the Edgewater to the intervals they already hold at other resorts, all the places you can go to if you join their Club.

So they're contacting you and offering events like dinners and whale watching rides to get you to come listen to their presentation, to tell you why you should join their Vacation Club. Keep in mind that attending these sales meetings is totally optional for Edgewater owners, totally your choice. Please note, if you choose to take advantage of their free event offerings and then choose not to attend the sales meeting, you will be required to pay for the event(s) you attend.

We've heard from a lot of you about these contacts and what they say at their meetings, how their messaging can be confusing and misleading at times, sometimes simply not true. As a result, we continue to bring to their attention the need for more clarity and accuracy in their messaging both in person and in writing.

Vacation Clubs like Capital's as well as InnSeason's Vacation Club, which has been at the Edgewater for a long time, pay their fees on the hundreds of intervals they own, intervals that previously had few, if any, fees being paid on them. So they are good partners to the Edgewater and we look forward to continuing to work with them.

# General Financial Highlights from the 2024 Annual Meeting

At the Edgewater’s 14th Annual Meeting in May 2024, Tim Sieurin, VRI Regional Director of Resort Operations assigned to The Edgewater, reviewed the year end December 31, 2023, Financial Statements. Tim reported that Edgewater finished 2023 with a \$175,277 negative variance to budget. Through March 31, 2024, Edgewater had a positive variance to budget of \$45,421.

Tim presented the 2024 budget to the owners with the below breakdown of revenue and expenses.

Maint. Fee Income - Operating	\$2,582,497	Wages & Benefits	\$1,109,091
Maint. Fee Income – Reserves	\$300,360	Operating Expenses	\$338,628
Rental Income	\$151,828	Administrative & General	\$840,531
BD Recovery/Late Fees	\$46,295	Reserves	\$250,894
Other Income	\$93,888	Bad Debt Expense	\$518,914
		Deficit Reduction	\$116,810
<b>Total Revenue</b>	<b>\$3,174,868</b>	<b>Total Expenses</b>	<b>\$3,174,868</b>

Tim then updated the owners on the Sales and Rental Guarantees that the Edgewater Board entered in 2022 with Capital Vacations. Below are the details of those agreements:

## Rental Guarantee

2023 Guarantee \$192,030  
 2024 Guarantee \$151,828  
 2025 Guarantee \$106,143

## 550 Sales Guaranteed: Capital Vacations

2023: 150 Dues Paying weeks as of Jan 1, 2024  
 2024: 200 Dues Paying weeks as of Jan 1, 2025  
 2025: 200 Dues Paying weeks as of Jan 1, 2026

## Day Use is for Owners Only

Day Use privileges remain unchanged at The Edgewater. Use of the Resort’s facilities just for the day is still available to owners. Owners must be present and must check in at the Front Desk upon arrival and get a parking pass. In order to ensure the safety of all guests, during those times when the Resort is full up with guests staying at the Resort, the Board has delegated to the GM the authority to temporarily suspend Day Use. So it’s best to call ahead to ensure Day Use is available, especially during the summer months.

NOTE: If you sell your interval to another party or turn it over to Capital or InnSeason when joining their Vacation Clubs, you are no longer an Edgewater owner and therefore are no longer eligible for Day Use.

## Online Services for Owners on VRI Americas Website ([VRIResorts.com](http://VRIResorts.com))

Having an owner account allows you to see your account balance, your last payment, and your upcoming reservations. You can also make payments by credit card.

Creating an account is something that you can do yourself on the VRI website ([www.vriresorts.com](http://www.vriresorts.com)). Before doing so, your email address must be on file with VRI and associated with each of your intervals (unit/weeks).

If you have not previously provided your email address to VRI, please call (866) 469-8222 or email [memberservices@vriresorts.com](mailto:memberservices@vriresorts.com) and ask to have it associated with all your intervals (units/weeks).



# Why Can't I Check In Early?

Your week is about to begin at The Edgewater, and you can't wait to get there. The weather is nice, you want to beat the traffic and maybe get to the beach right away. You have lots of food to bring, packed in coolers for the trip.

You arrive at The Edgewater eager to check in, but it's only noon. Before you enter the Lobby you peer in the window of your unit, and it looks like it's ready for occupancy. But when you get to the Front Desk you're told, sorry, your unit is not available yet. You're told check-in isn't until 4 p.m. The person behind the Front Desk tells you they'll be glad to do a preliminary check-in and register your vehicle so you can stay parked at The Edgewater. They'll also take your cell phone number and will contact you as soon as your unit is ready. They tell you that could be at any time, but they cannot guarantee when and if it will be before 4 p.m.

What do you do and why are we telling you all of this?

Over the course of a number of weeks, mostly during the summer months, as many as 15-30 owners each week have shown up early, some really early. Many of these owners do the preliminary check-in, go back to their cars, head for the beach, take a walk, etc., waiting for the Front Desk to call that their unit is ready for occupancy often well before 4, perhaps as early as 2 p.m.

But sadly, there have been a number of others who find it appropriate to behave badly, yell at the staff, complain that their food will spoil. They insist they need access to a refrigerator right away that they expect EBR to provide. Some sit in their cars watching for staff to leave the unit assuming the unit is ready when they do and/or they park themselves and their belongings on the patio of their first-floor units, getting in the way of staff trying to clean and check the patios. They don't wait for that call. They head back into the Lobby where they harass the staff. They insist the unit is ready because they had approached the housekeeping or maintenance staff leaving the unit, not knowing that there was more work to be done, or the unit had yet to be inspected. This has happened on numerous occasions, and

some are repeat offenders, owners who have done this in previous years, too.

This behavior is unnecessary and unacceptable. Also, despite what some owners say, there is no entitlement to an early check-in.

Check-in time at The Edgewater has been 4 p.m. for a long time and is not unique to The Edgewater but is very typical throughout the hospitality industry. However, while hotels may be able to have a room available whenever you arrive, it's not the same for The Edgewater. Why?

The answer is pretty simple. Turnover at hotels is typically ongoing, guests coming and going every day. Also, most hotels consist of just a bedroom and bathroom, not a suite of rooms with a kitchenette. The Edgewater functions primarily as a Timeshare resort. So, most, if not all, of the 76 units at The Edgewater have to be turned over on Saturdays, all at the same time. Add to that 6 more units at the Sea Winds II which contracts with The Edgewater for support services. Some owners/guests may have left the night before, but most leave on Saturday morning and most right before the 10 a.m. check out time. So except for maybe a few, most units are not even accessible until Saturday morning around 10 a.m.

This means that between 10 a.m. and 4 p.m. most every unit has to be thoroughly cleaned, all mechanicals checked, items repaired and replaced, as needed, etc. Then and only then does everything in the unit get inspected to ensure everything is ready and working for the next occupant. The Front Desk is then notified the unit is ready so that they can contact and confirm for the waiting owner their unit is ready.

The great staff at The Edgewater does all it can to try to get owners checked in and into their units as soon as possible. But it's up to you to make sure you are prepared for a check-in that may not happen right away if you arrive early.

We appreciate your support and compliance with The Edgewater's policies and procedures as we do all we can to make your visit the best ever.

# Message from the General Manager

Dear Edgewater Timeshare Owners,

As we approach the end of a bustling summer season, we're pleased to share some exciting updates and important information with you. Here's a look at what's been happening at Edgewater and what's on the horizon.

## 1. Summer Highlights

Our summer season has been a tremendous success! Occupancy at Edgewater remains high and is expected to continue through October. We've received numerous positive comments from owners, renters, and exchange guests regarding the cleanliness of our rooms, the quality of the property, and the exceptional service from our friendly staff. Our kids' program has also seen unprecedented participation, making this summer one of our best yet. We extend our heartfelt thanks to our dedicated team for their outstanding efforts!

## 2. Resale Program Update

After a slower start to 2024, our owner resale program has picked up significantly in recent months. We've completed 8 new sales and have 5 more pending. Our current list of available properties has grown to 137 as of August 27, 2024. With summer weeks in high demand, if you're interested in buying or selling, please reach out to John Verity, General Manager, who will be happy to assist you with the process.

## 3. Upcoming Projects and Property Maintenance

We want to keep you informed about our ongoing and upcoming projects to ensure a smooth experience for all our owners:

### Completed Reserve Projects:

1. ADA Compliant Shower: Installed in Unit 123.
2. Outdoor Shower: New installation completed.
3. Soffit Replacement: Replaced on the East, South, and Center buildings.
4. Pool Maintenance: New water heater and air heater installed in the indoor pool.
5. Housekeeping Entrance: Rebuilt lower level and installed new drain pumps and pipes.
6. Irrigation Well Pump: Replaced.
7. Housekeeping Closets: Rebuilt and waterproofed in the East building.
8. Coin Laundry Door: Replaced.
9. Indoor Pool Entrance Door: Replaced with a new combo lock.
10. Outdoor Pool: Replastering and heater replacement completed in June 2024.

### Completed Special Assessment Projects:

1. Major Building Repairs: Drains, stationary windows, and second-floor decks.
2. Slider and Window Replacements: 25 sliders on the first floor and 25 stationary windows on the second floor.
3. South Building Chiller: Air conditioning chiller replaced.
4. Front Entry Doors and Locks: 24 doors and 98 locks replaced with updated secure key-making software.
5. Commercial Laundry Room: Renovation and equipment replacement completed.

continued on page 7

# Message from the General Manager Continued...

## Pending Special Assessment Projects:

1. Oceanfront/South Building: Replacement of windows, trim, and siding starting November 2, 2024. This project is expected to take four weeks. If you own an Oceanfront unit during weeks 44-47 and haven't yet arranged alternative accommodations at EBR, please contact Front Desk Manager, Taylor Donahue or Assistant General Manager, Yennis Douglas for assistance.
2. Septic Repairs and Upgrades: Scheduled for future determination.
3. Slider Replacement: Units 111, 112, and 114 to be completed in November 2024.

## Future Reserve Projects:

1. East Building Roof: Replacement planned.
2. Center Building Roof: Replacement planned.
3. Lobby Entrance Trim: Exterior trim updates.
4. Maintenance Room Entrance Door: New installation.
5. Studio Rear Decks: Replacement for units 715-716 front entrance and side decks.

## 4. We Value Your Support

Thank you for your continued support and patience as we work to enhance your vacation experience. We look forward to welcoming those of you who haven't yet visited us this year and hope to see many familiar faces! If you have any questions or need assistance, please don't hesitate to reach out to our team. We're here to help make your stay at Edgewater as enjoyable as possible.

Warm regards,  
John Verity

### Stay Connected Year Round

Go to the Owners section at [www.edgewatercapecodma.com](http://www.edgewatercapecodma.com) to keep up to date on Edgewater news, review Board meeting minutes, resort calendars, newsletters, resort updates, and other documents to keep you informed about your favorite Cape Cod vacation destination.

You can also link there via Owner Connect to [myaccount.vriresorts.com](http://myaccount.vriresorts.com) to pay your maintenance fees and make reservations if you are a float owner.

### Receive Email Updates via Constant Contact, etc.

In the event of severe weather conditions and/or other issues, our Team at Edgewater would like to be able to contact owners. Please make sure to sign up with the Front Desk, provide your up-to-date contact information, to get Resort updates, travel advisories, and information including on special events/local attractions. Having your up-to-date email address on file with Front Desk Manager, Taylor Ford, will allow you to get live updates as the need arises or when projects are under way. Check out The Edgewater's social media account on Facebook to get updates there, too.

Social media sites and other methods allow us to communicate with future/upcoming guests and owners, promote our business, and send out information about local social events, rental discounts, and other Resort news from Management and the Board. Sign up or verify that your most current email address is on file by sending an email to: [info@edgewatercapecodma.com](mailto:info@edgewatercapecodma.com).



# Edgewater Beach Resort

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## LATE SUMMER 2024 NEWSLETTER

### *Contact Information*

#### **Edgewater Beach Resort**

Resort Number (508) 398-6922  
Fax (508) 760-3447  
Website: [www.edgewatercapecodma.com](http://www.edgewatercapecodma.com)

#### **Edgewater Board of Trustees**

Email: [board@edgewatercapecodma.com](mailto:board@edgewatercapecodma.com)

#### **Billing, Payment Plans and Collections**

General (949) 855-8004  
Monday - Friday 11:00 a.m. - 8:00 p.m. ET

#### **Reservations, Maintenance Fee Payments and Owner Care Services**

General (833) 883-0198  
Monday - Friday 9:00 a.m. - 8:00 p.m. (ET)

#### **Exchange Information**

RCI (877) 874-3334  
Interval International (800) 828-8200  
Trading Places (800) 365-7617

#### **Still Need Assistance?**

VRI Corporate Services (949) 587-2299  
(800) 999-7140  
VRI Fax (508) 775-6396



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# Edgewater Beach Resort

## Use Weeks Calendar



WEEK	2024 SATURDAY TO SATURDAY	2025 SATURDAY TO SATURDAY	2026 SATURDAY TO SATURDAY	2027 SATURDAY TO SATURDAY	2028 SATURDAY TO SATURDAY	WEEK
1	JAN. 6 – JAN. 13	JAN. 4 – JAN. 11	JAN. 3 – JAN. 10	JAN. 2 – JAN. 9	JAN. 1 – JAN. 8	1
2	JAN. 13 – JAN. 20	JAN. 11 – JAN. 18	JAN. 10 – JAN. 17	JAN. 9 – JAN. 16	JAN. 8 – JAN. 15	2
3	JAN. 20 – JAN. 27	JAN. 18 – JAN. 25	JAN. 17 – JAN. 24	JAN. 16 – JAN. 23	JAN. 15 – JAN. 22	3
4	JAN. 27 – FEB. 3	JAN. 25 – FEB. 1	JAN. 24 – JAN. 31	JAN. 23 – JAN. 30	JAN. 22 – JAN. 29	4
5	FEB. 3 – FEB. 10	FEB. 1 – FEB. 8	JAN. 31 – FEB. 7	JAN. 30 – FEB. 6	JAN. 29 – FEB. 5	5
6	FEB. 10 – FEB. 17	FEB. 8 – FEB. 15	FEB. 7 – FEB. 14	FEB. 6 – FEB. 13	FEB. 5 – FEB. 12	6
7	FEB. 17 – FEB. 24	FEB. 15 – FEB. 22	FEB. 14 – FEB. 21	FEB. 13 – FEB. 20	FEB. 12 – FEB. 19	7
8	FEB. 24 – MAR. 2	FEB. 22 – MAR. 1	FEB. 21 – FEB. 28	FEB. 20 – FEB. 27	FEB. 19 – FEB. 26	8
9	MAR. 2 – MAR. 9	MAR. 1 – MAR. 8	FEB. 28 – MAR. 7	FEB. 27 – MAR. 6	FEB. 26 – MAR. 4	9
10	MAR. 9 – MAR. 16	MAR. 8 – MAR. 15	MAR. 7 – MAR. 14	MAR. 6 – MAR. 13	MAR. 4 – MAR. 11	10
11	MAR. 16 – MAR. 23	MAR. 15 – MAR. 22	MAR. 14 – MAR. 21	MAR. 13 – MAR. 20	MAR. 11 – MAR. 18	11
12	MAR. 23 – MAR. 30	MAR. 22 – MAR. 29	MAR. 21 – MAR. 28	MAR. 20 – MAR. 27	MAR. 18 – MAR. 25	12
13	MAR. 30 – APR. 6	MAR. 29 – APR. 5	MAR. 28 – APR. 4	MAR. 27 – APR. 3	MAR. 25 – APR. 1	13
14	APR. 6 – APR. 13	APR. 5 – APR. 12	APR. 4 – APR. 11	APR. 3 – APR. 10	APR. 1 – APR. 8	14
15	APR. 13 – APR. 20	APR. 12 – APR. 19	APR. 11 – APR. 18	APR. 10 – APR. 17	APR. 8 – APR. 15	15
16	APR. 20 – APR. 27	APR. 19 – APR. 26	APR. 18 – APR. 25	APR. 17 – APR. 24	APR. 15 – APR. 22	16
17	APR. 27 – MAY 4	APR. 26 – MAY 3	APR. 25 – MAY 2	APR. 24 – MAY 1	APR. 22 – APR. 29	17
18	MAY 4 – MAY 11	MAY 3 – MAY 10	MAY 2 – MAY 9	MAY 1 – MAY 8	APR. 29 – MAY 6	18
19	MAY 11 – MAY 18	MAY 10 – MAY 17	MAY 9 – MAY 16	MAY 8 – MAY 15	MAY 6 – MAY 13	19
20	MAY 18 – MAY 25	MAY 17 – MAY 24	MAY 16 – MAY 23	MAY 15 – MAY 22	MAY 13 – MAY 20	20
21	MAY 25 – JUNE 1	MAY 24 – MAY 31	MAY 23 – MAY 30	MAY 22 – MAY 29	MAY 20 – MAY 27	21
22	JUNE 1 – JUNE 8	MAY 31 – JUNE 7	MAY 30 – JUNE 6	MAY 29 – JUNE 5	MAY 27 – JUNE 3	22
23	JUNE 8 – JUNE 15	JUNE 7 – JUNE 14	JUNE 6 – JUNE 13	JUNE 5 – JUNE 12	JUNE 3 – JUNE 10	23
24	JUNE 15 – JUNE 22	JUNE 14 – JUNE 21	JUNE 13 – JUNE 20	JUNE 12 – JUNE 19	JUNE 10 – JUNE 17	24
25	JUNE 22 – JUNE 29	JUNE 21 – JUNE 28	JUNE 20 – JUNE 27	JUNE 19 – JUNE 26	JUNE 17 – JUNE 24	25
26	JUNE 29 – JULY 6	JUNE 28 – JULY 5	JUNE 27 – JULY 4	JUNE 26 – JULY 3	JUNE 24 – JULY 1	26
27	JULY 6 – JULY 13	JULY 5 – JULY 12	JULY 4 – JULY 11	JULY 3 – JULY 10	JULY 1 – JULY 8	27
28	JULY 13 – JULY 20	JULY 12 – JULY 19	JULY 11 – JULY 18	JULY 10 – JULY 17	JULY 8 – JULY 15	28
29	JULY 20 – JULY 27	JULY 19 – JULY 26	JULY 18 – JULY 25	JULY 17 – JULY 24	JULY 15 – JULY 22	29
30	JULY 27 – AUG. 3	JULY 26 – AUG. 2	JULY 25 – AUG. 1	JULY 24 – JULY 31	JULY 22 – JULY 29	30
31	AUG. 3 – AUG. 10	AUG. 2 – AUG. 9	AUG. 1 – AUG. 8	JULY 31 – AUG. 7	JULY 29 – AUG. 5	31
32	AUG. 10 – AUG. 17	AUG. 9 – AUG. 16	AUG. 8 – AUG. 15	AUG. 7 – AUG. 14	AUG. 5 – AUG. 12	32
33	AUG. 17 – AUG. 24	AUG. 16 – AUG. 23	AUG. 15 – AUG. 22	AUG. 14 – AUG. 21	AUG. 12 – AUG. 19	33
34	AUG. 24 – AUG. 31	AUG. 23 – AUG. 30	AUG. 22 – AUG. 29	AUG. 21 – AUG. 28	AUG. 19 – AUG. 26	34
35	AUG. 31 – SEP. 7	AUG. 30 – SEP. 6	AUG. 29 – SEP. 5	AUG. 28 – SEP. 4	AUG. 26 – SEP. 2	35
36	SEP. 7 – SEP. 14	SEP. 6 – SEP. 13	SEP. 5 – SEP. 12	SEP. 4 – SEP. 11	SEP. 2 – SEP. 9	36
37	SEP. 14 – SEP. 21	SEP. 13 – SEP. 20	SEP. 12 – SEP. 19	SEP. 11 – SEP. 18	SEP. 9 – SEP. 16	37
38	SEP. 21 – SEP. 28	SEP. 20 – SEP. 27	SEP. 19 – SEP. 26	SEP. 18 – SEP. 25	SEP. 16 – SEP. 23	38
39	SEP. 28 – OCT. 5	SEP. 27 – OCT. 4	SEP. 26 – OCT. 3	SEP. 25 – OCT. 2	SEP. 23 – SEP. 30	39
40	OCT. 5 – OCT. 12	OCT. 4 – OCT. 11	OCT. 3 – OCT. 10	OCT. 2 – OCT. 9	SEP. 30 – OCT. 7	40
41	OCT. 12 – OCT. 19	OCT. 11 – OCT. 18	OCT. 10 – OCT. 17	OCT. 9 – OCT. 16	OCT. 7 – OCT. 14	41
42	OCT. 19 – OCT. 26	OCT. 18 – OCT. 25	OCT. 17 – OCT. 24	OCT. 16 – OCT. 23	OCT. 14 – OCT. 21	42
43	OCT. 26 – NOV. 2	OCT. 25 – NOV. 1	OCT. 24 – OCT. 31	OCT. 23 – OCT. 30	OCT. 21 – OCT. 28	43
44	NOV. 2 – NOV. 9	NOV. 1 – NOV. 8	OCT. 31 – NOV. 7	OCT. 30 – NOV. 6	OCT. 28 – NOV. 4	44
45	NOV. 9 – NOV. 16	NOV. 8 – NOV. 15	NOV. 7 – NOV. 14	NOV. 6 – NOV. 13	NOV. 4 – NOV. 11	45
46	NOV. 16 – NOV. 23	NOV. 15 – NOV. 22	NOV. 14 – NOV. 21	NOV. 13 – NOV. 20	NOV. 11 – NOV. 18	46
47	NOV. 23 – NOV. 30	NOV. 22 – NOV. 29	NOV. 21 – NOV. 28	NOV. 20 – NOV. 27	NOV. 18 – NOV. 25	47
48	NOV. 30 – DEC. 7	NOV. 29 – DEC. 6	NOV. 28 – DEC. 5	NOV. 27 – DEC. 4	NOV. 25 – DEC. 2	48
49	DEC. 7 – DEC. 14	DEC. 6 – DEC. 13	DEC. 5 – DEC. 12	DEC. 4 – DEC. 11	DEC. 2 – DEC. 9	49
50	DEC. 14 – DEC. 21	DEC. 13 – DEC. 20	DEC. 12 – DEC. 19	DEC. 11 – DEC. 18	DEC. 9 – DEC. 16	50
51	DEC. 21 – DEC. 28	DEC. 20 – DEC. 27	DEC. 19 – DEC. 26	DEC. 18 – DEC. 25	DEC. 16 – DEC. 23	51
52	DEC. 28 – JAN. 4	DEC. 27 – JAN. 3	DEC. 26 – JAN. 2	DEC. 25 – JAN. 1	DEC. 23 – DEC. 30	52
53					DEC. 30 – JAN. 6	53



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Exchange Fee	\$169	\$144
Unit Size Upgrade	\$50 - \$500	\$40 Off
Season Upgrade	\$100	\$50
Guest Certificate	FREE	FREE
Hot Deals (7-Night Rentals)	\$299 - \$1,999 per week	\$40 Off

**SAME GREAT EXCHANGE BENEFITS**

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No Deposit Fees.  
Low Exchange Fees.

**ENHANCED AVAILABILITY**

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**HOT DEALS**

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