

**MASTERING YOUR TIME SHARE**

**SUMMARY OF CHAPTERS**

**PREVIEW FORWARD**

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# **MASTERING YOUR TIME SHARE**

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### **A) What is the Goal of the “MASTERING YOUR TIME SHARE” BOOK?**

To explain, explore options, and to help educate time share owners to better understand and maximize their time share assets in today's complex maze of time share rules.

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## **INTRODUCING THE NEW VAGABON TRAVEL BAG-NEW 2018 PRODUCT**

Please visit our web site, [www.masteringyourtimeshare.com](http://www.masteringyourtimeshare.com) for more information on the vagabon travel bag.

## Forward

**Purpose of “Mastering Your Time Share”**-Welcome to one of the first comprehensive books written about modern time shares. Since you have purchased this book it is likely you have had a positive or negative time share experience or are just thinking about acquiring or selling a time share. This book was written to help navigate through what is becoming an increasingly difficult maze of options, plans, membership levels, and ownership choices, all with a variety of transfer rights and restrictions that not only vary within the industry but also within single company’s.

Our objective in this book is to explore the pro’s and con’s of Time Shares as a vacation option, as a business option, and as an investment decision, to determine whether or not it makes sense for you or your family. We will look at how time share can lower your cost of travel and even lower the cost of your retirement.

Based on 25 years of observation, I can make a strong case that Time Share experiences and opinions run the gamut from “The worst investment I ever made” or “One of the best decisions I ever made for my family”. The answer lies in understanding the vast knowledge and choices that now make up the time share industry. Moreover, its rules, perks and fine print allow consumers to create very different products experiences. This book was written to help you find and identify whether the newest and fastest growing new time share models are meant for you. The right plan can provide invaluable memories for you and your family for generations to come. The wrong plan can leave you emotionally drained and desperate to stop what feels like a dream gone bad that seems to just bleed your cash. We will also discuss the many strategies that can be used to land that special reservation you want.

We will also look into what is needed for the time share industry to create a next generation model for consumers, what are the issues, and how can they be solved. A small portion of this book is therefore dedicated to some industry challenges. We believe these obstacles will get addressed because the time share industry has proven it can innovate, create, and deliver new products and solutions to consumers. We will explore the pieces that are already in place and those that should come into play over the next ten years.

We will also help unwind many of the important questions and concerns that tend to revolve around time share like maintenance fees and priority reservations. We will begin by exploring how software now plays a vital role in your time share success and redirect your thinking into a computer prospective.

We will also take a look at the size of the time share market and how different company’s serve different portions of the industry both globally and in North America. The time share industry is widely acknowledged to have originated in the 1960’s from a developer named Paul Doumier, who first saw the potential in shared ownership by organizing a pooled investment plan to build a small ski project in the French Alps. We will trace the evolution of this first time share idea all the way into today’s fast moving “Points-Based” model that now covers everything from room charges, boating, cruises, luxury homes, VIP event Tickets, villa’s, airfares, hotel’s, and exotic tours. We will reveal not so obvious formula’s for getting luxury trips for a fraction of their usual cost.

We have also developed some tools to help evaluate whether or not your time share is serving your needs and what are the options if it is not. We have provided different models for ascertaining what your time share might be worth, how its value should be calculated and what are some of the pitfalls and solutions available to you.

Today's Time Share model is really just a real estate derivative that can allow the owner to benefit in many cases by staying in multi-million-dollar property's every year, and pay only a small portion of the real cost of annual ownership. Experiences can and do vary widely. Customers owning times shares from the same company can pay 2-3 times more to use their time share than other members even within the same company, depending on how the rules are used. We will uncover the keys to staying in some of the best properties in the world and then evaluate the actual cost of ownership.

Time Share like vacations themselves are not priced evenly, and two similar time share properties in the same location used at the same time can cost 8-10 times as much as each other under different pricing models offered by the industry. The key is to understand local markets and weigh them carefully against what has become several different business models designed to achieve the same thing, a great vacation booked at the resort you want, when you want it, and at the right price point.

You will discover as you may have expected, that not every time share will have the same present or future value. In fact, our research shows that different answers may apply as to whether a time share decision to own produces positive economic value and to what degree. It is logical the same time share located in the same building should offer very similar investment profiles, but because of a complicated maze of rules, actual results for cost of ownerships can and does vary widely because of overriding factors related to booking processes, time of year, software hierarchies, and shifting marketing benefits and demands. We will unravel this maze and break these rules into simple formulas to help understand and maximize your current and future time share experience.

We will also look at Time Share as part of your Retirement Plan and analyze what are your future living and travel goals for retirement. One of my favorite reasons for buying time share was not for the vacation, it was for work. I used my stays at luxury villa's to often entertain my clients, write important business plans, and find a way to organize many needed "time outs" in the middle of what was and continues to be a busy professional life.

We will also examine what is going on in the growing luxury time share market. How can a family use the luxury time share market to replace or compliment their existing vacation portfolio? What are the cost benefits? The answers may surprise you and provide a whole new way to balance high value family real estate assets used for vacations. We will discuss strategies to dramatically reduce your family vacation cost while still maintaining your desired vacation life style year end and year out at some of the world's most luxurious villa's and homes.

Finally, we will address the future of time share, what do the tealeaves suggest is about to happen, how will future retirements use time share, and where will the market(s) head. We believe the time share industry has a lot more to run before the industry slows down. We predict three new trends that will greatly impact the future of time share.

The Time Share business is now impacting over 60M baby boomers who start to retire in 2017 at the rate of 75,000 people per week for the next 19 years. The housing and time share industry will then face over 92 million millennials heading into their peak earning years without our goal of “owning a home” in many cases. We predict our housing models will need to shift over the next 20 years with an increased focus on retirement and millennial housing forcing the industry to address what does temporary housing mean and can the time share industry address this shift? Lastly how can time share help address our retirement population needs since 75% of Americans are unprepared to retire? We will analyze these issues and propose how and why certain inevitable changes will also likely drive changes in the time share industry.

We believe since time share is a proven model, dramatic new housing products will emerge over the next 20 years under the time share banner. Time Share has actually set the stage for significant change with not only vacationers, but also with Millennials and Retiree’s whose housing needs of the future are more aligned with shorter term housing. While the thirty year mortgage may never go away, the time has come where living in any one place for thirty years is all but over. Welcome to what will likely become not only time shares for vacations, but also for retirement, business, and the new one year time shares of tomorrow.