

Banff Rocky Mountain Resort

RESALE INFORMATION GUIDE

As of 01/01/08

In response to your request for resale and rental information, we have compiled a list of some of the companies that are available to handle these situations. **It is important that our owners understand that in no way is there any affiliation between your Resort Program and the companies mentioned.** When dealing with the various companies that offer these particular services, we recommend that you take the time required to investigate the company prior to placing your unit or club membership with them. Some things to be wary of are:

High Up-front Fees:

It has been the case that some rental and resale companies require up-front deposits. If this is requested of you, it is important that you receive written confirmation of the request and detailed information regarding what they are able to do for you.

- How do they market listings?
- Will they undertake the necessary paperwork involved in completing a sale?
- How are the sale proceeds disbursed and what commissions are involved?
- Etc....

Company History:

- How long has the company been in business?
- Is there any promotional material available?
- Are they members of any business or related industry associations?

As a courtesy to our owners and members, we provide the following list of known resale/rental companies, but in no way do we guarantee any success or accept any responsibility for their business practices. **Be sure to take the time to investigate the different policies, including any upfront fees and commissions, of the following companies.** If you have access to the Internet you may also search the key words Timeshare Sales for additional companies and information.

Timeshare Rental & Resale Website: www.tug2.net

Timeshare Rental & Resale Website: www.timesharesandresorts.com
Or contact Darrol Cowley directly at: **1-403-259-3333**

Royal Lepage Rockies West Realty Ltd.
c/o Eric Redeker
230 Laurier Street
Invermere, BC V0A 1K0
Phone: 250-342-2002 Fax: 250-342-5559
E-mail: sold@lworkforU.com
Websites: www.lworkforU.com
www.RockiesWest.com
www.TimeshareCanada.com

Rapid Resale

Attn : Sue Hanson
Suite 100, 284 Pretty River Parkway
Collingwood, ON L9Y 4J5
Phone : 1-800-752-5714
Phone : 705-444-2056 Fax : 705-444-0131
Website : www.rapidresale.ca

Condolink

7811 L Street
Omaha, NE 68127
Phone: 402-592-3525 Fax: 402-592-4122
Toll Free: 1-800-877-9600
E-mail: customerservice@condolink.com
Website: www.condolink.com

www.redweek.com

Timeshares in Canada

F.G. (Gord) Schaeffer Mgr.
#106 – 2900 Abbott Street
Kelowna, BC V1Y 1G6
Phone: 250-862-2223 Fax: 250-862-2666
E-mail: timesharesincanada@shaw.ca
Website: www.timesharesincanada.com

Tri West – Rentals & Resales

13353 Washington Boulevard
Los Angeles, CA 90066
Phone: 310-823-7552
USA Only Toll Free: 1-800-423-6377
E-mail: triwest@att.net
Website: www.triwest-timeshare.com

Timeshare Resales Worldwide

Carlsbad, CA
Phone: 760-729-8550 Fax: 760-729-2602
Website: www.alltimeshare.com

Suncoast Resorts

1543 Bayview Ave, Suite 128
Toronto, ON
Toll Free: 1-888-416-2582
Website: www.suncoastworldvacations.com

Ebay Websites

There are many different ways of selling your vacation package. Here are a few ideas to help you.

PRIVATE SALE

We have noticed that the greatest resale success comes from private advertising. This can be done in many ways, but here are the two most popular.

1. "Word of Mouth" can be very useful, for example, via friends, family and co-workers. Just by talking enthusiastically you may find someone who would be interested in taking it over. Telling of treasured holiday memories can inspire. A visit to your home resort may give you that very inspiration.
2. Many people choose to advertise in major newspapers, bargain finders and billboards. In the classified section there is usually a column called "Resort Properties" or "Vacation Destinations" where you can place your ad.
3. Utilize the "World-Wide-Web". Some people will also find various websites that they may post their program for sale.

People have been very creative in how they advertise. In the past, they have not only given exciting descriptions of their package but have also offered incentives. Incentives could be giving the prospective buyer the prepaid week at the resort at no charge or for a minimal rate to cover maintenance fees, or including any week(s) that may have been banked with an exchange company.

To help you in writing your advertisement, we have included some samples of how other owners have shown their packages off to their best advantage.

Banff Rocky Mountain Resort

- Beautiful 2 bedroom summer timeshare. Sleeps 6 people. Pool, hot tub, tennis and many other exciting indoor facilities. Wonderful package – too many extras to list. Call for details: (403) 555-1234

Bear in mind that greater exposure through increased advertising can only speed your way towards your desired result.

RESALE COMPANIES

Another option would be to list your timeshare with a resale company and let them do the selling for you. On this note, we feel we must give you words of warning – There are numerous companies who will list your package. Many of them will charge an upfront fee (usually between \$350.00 and \$500.00US). We ask that you be cautious when dealing with these companies, and we recommend trying to find a company which does not have high up front fees.

For some excellent advice regarding choosing a resale company, we highly recommend the following website: www.arda.org and search for Resales.

We recommend the following steps in completing the transfer documents.

- 1). The Maintenance/Use Fees and/or Assessments must be current and up to date before the transfer of ownership can be completed.
- 2). Either the Transfer form attached OR the Transfer Form on the back-side of the Original Certificate of ownership is to be completed by both the Transferor/Seller (Old owner) and the Transferee/Buyer (new owner) must be filled in, signed and sent to our office.
- 3). A Witness needs to be present for both parties when documents are being signed and filled out. The Witness can be a personal friend, Doctor, etc. Someone who has known the Transferor / Transferee for at least ten years or more. The Witness can also be a Representative of Fairmont Resort Properties or you may have a Notary or a Lawyer witness signatures. The Witness must Sign and Date the Transfer Form.
- 4). The new owner is to complete the “Transfer of Ownership – The New Buyer (s) information” form. **This form must be returned with the Transfer Form to our Corporate office.**
- 5). A mandatory **\$175.00CDN + 5% GST** (total: \$183.75 CDN) Transfer fee is required. We accept payment by credit card, Visa, MasterCard, Amex, or payment by Cheque or Money Order. If you are sending a Cheque / Money order, please make payable to Banff Rocky Mountain Resort. **In the case of Death, no transfer fee is required however; a copy of the Death Certificate is necessary.**
- 6). In the case of a legal Separation or Divorce, a copy of the Divorce settlement is required. **(Only the section that pertains to the Vacation Ownership and whom the new possessor is)**. If for any reason, there is **No** settlement agreement, a hand written letter can be drafted and signed by both parties and notarized by a Notary. **In the case of legal Separation or Divorce there is no transfer fee required if the contract remains in one of the original names.**
- 7). All original documents must be returned to the attention of
Customer Service Department
Attn: Karen Weyland
5799 – 3rd St S.E.,
Calgary, AB
T2H 1K1
T: 403 -450-0513
Toll-Free: 1-877-626-4004
Email: kweyland@fairmontcanada.com

TRANSFER

Acct. _____

I/We _____ for good and valuable consideration received by us from _____ **Seller(s)** do hereby transfer to the said _____ **Buyer(s)** license standing in our name in the register of _____ **Resort** to hold unto the said _____ **Buyer(s)** his executors, administrators and assigns, subject to the several conditions on which we held the same at the time of execution hereof; and we, The said _____ **Seller(s)** do hereby consent that our name remain on the register of the said Company until such time as the said Company may enter the transferee's name thereon; and we, the said _____ **Buyer(s)** do hereby agree to take the said Certificate subject to the same conditions.

As witness our hand

Signed by the said on the _____ Day of _____ 20 _____

Seller

Seller

In the presence of: _____
Witness

Signed by the said on the _____ Day of _____ 20 _____

Buyer

Buyer

In the presence of _____
Witness

Company Record

Presented to me for transfer this _____ Day of _____ 20 _____

Secretary

Transfer approved this _____ Day _____ of 20 _____

Secretary

Transfer of Ownership - The New Buyer(s) information.

Please complete in detail, all information required for future correspondence.

Mr **Mrs** **Miss** **Ms** - Please check one.

Name: _____
Surname Given name Middle Initial

Mr **Mrs** **Miss** **Ms** - Please check one.

Name: _____
Surname Given name Middle Initial

Mailing Address

Apt. # / House # / Street: _____

City: _____ Province / State: _____

Postal / Zip Code: _____ Country: _____

Home Phone: (_____) _____ Email Address: _____
Area Code

Business Phone: (_____) _____ for _____
Area Code (Name)

Business Phone: (_____) _____ for _____
Area Code (Name)