

**READY
SET
GO**



LET'S CHANGE EXCHANGE



Working together to provide extra value for owners/members

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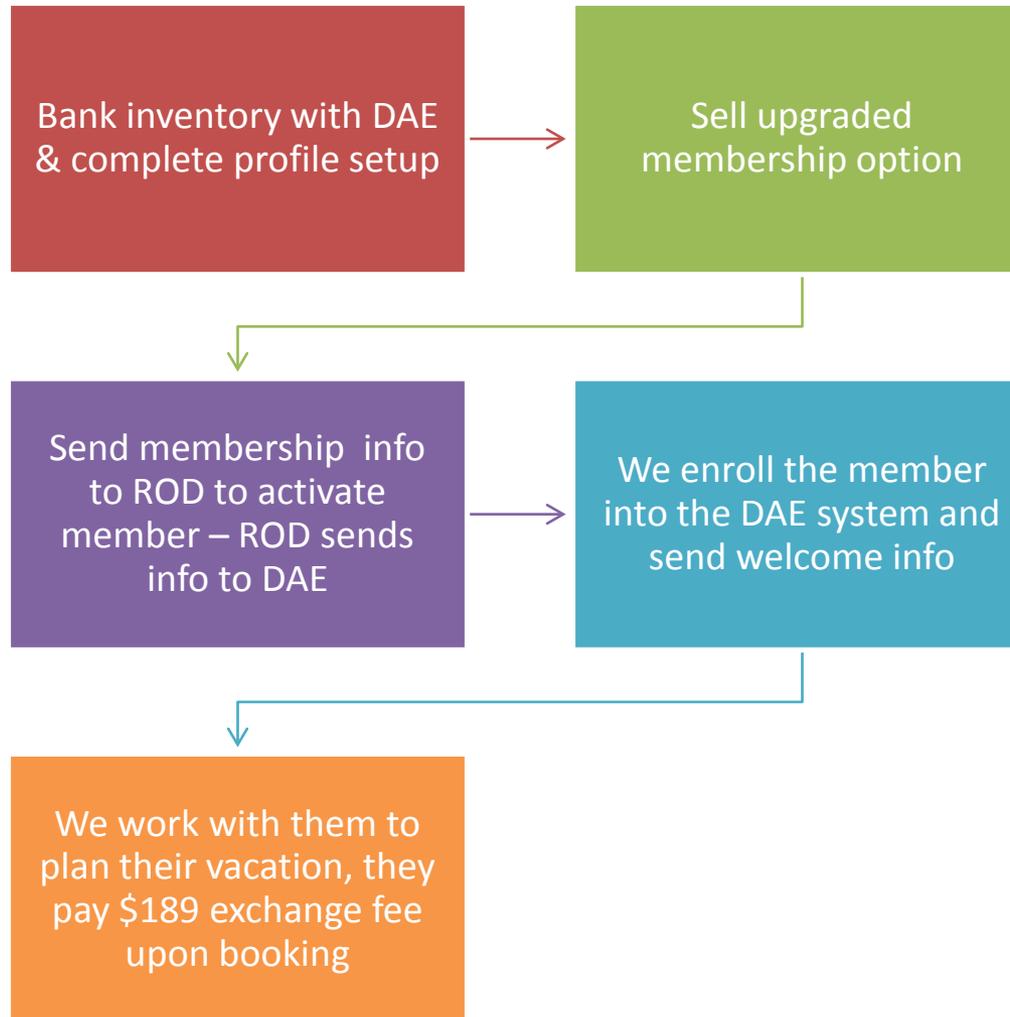
Providing the resorts a overall travel package to increase membership value and enhance sales!



Exchange Fee Increase

Effective in early 2018,
DAE's exchange fee
changed from \$179 to \$189

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DAE Member Requirements

- Member must be in good standing with resort and ROD to be eligible to participate in exchange program as a DAE member.
- Member will not be enrolled in DAE until we receive their info from ROD. Members cannot call DAE directly to enroll.
- ROD will notify DAE of the members who have let their ROD membership lapse so DAE can close their account.
- Member will lose any unused credits or benefits on their account at the time ROD notifies DAE to close the account.



Deposit/Exchange Process

- Resort provides inventory to DAE upfront. Must be 7 night stays at least 8 weeks from the check in date.
- Member contacts DAE to exchange. We send email to the resort confirming the member is in good standing and has not already used their week with you in a cabin.
- Once you confirm, we will use one of the weeks you provided to DAE upfront to cover the exchange for the member.
- Member pays \$189 exchange fee to DAE.
- If the resort is running low on inventory to cover exchanges, DAE will contact the resort to ask for more inventory.



Exchange Education 101

- Members will be able to exchange into a timeshare resort, DAE has worldwide availability.
- DAE is a request based exchange program, over 50% of our vacations are confirmed through the fulfillment of vacation requests from our members.
- Because of this, our website will only show inventory that has not matched to a request and been booked by a member during that process.
- High demand areas rarely show on the website, encourage members to call DAE to place a request.
- Exchange can be difficult; high demand areas and seasons may have a long wait. Many members place their requests up to a year in advance so set the expectation with prospective buyers/members accordingly.



Members can also take advantage of Extra Vacation Opportunities

Bonus weeks – inventory banked by DAE members that does not get booked on exchange. Rather than let these weeks go empty we price them to sell. No exchange credit needed, no limit to how many you can buy, no guest fees so you can purchase for family and friends.

Rental weeks – inventory at timeshare and non-timeshare properties at discounted member only great rates.

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Questions? Contact

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