



MEMBERSHIP 101 CLASS



Topics

- I. Evolution
- II. Structure
- III. Membership Benefits
- IV. VPA & Elite Program
- V. Open for Questions

The Evolution

2009

Villa Preferred Access
All Resorts
All Future
Any Season
Any Size
Any Length of Stay
Any Combination of Suites
Points Calendar

2009

Club Caribe
All Villa Group and Tafer Resorts
All Future
Any Season
Any Size
Any Length of Stay
Any Combination of Suites
Points Calendar

2011

Garza Blanca Residence Club
Cancun and Garza Blanca Resorts
All Future
Any Season
Any Size
Any Length of Stay
Any Combination of Suites
Points Calendar

2014

Hotel Mousai
Cancun, Garza Blanca and Mousai (Mousai Restrictions apply)
All Future
Any Season
Any Size
Any Length of Stay
Any Combination of Suites
Points Calendar

2018

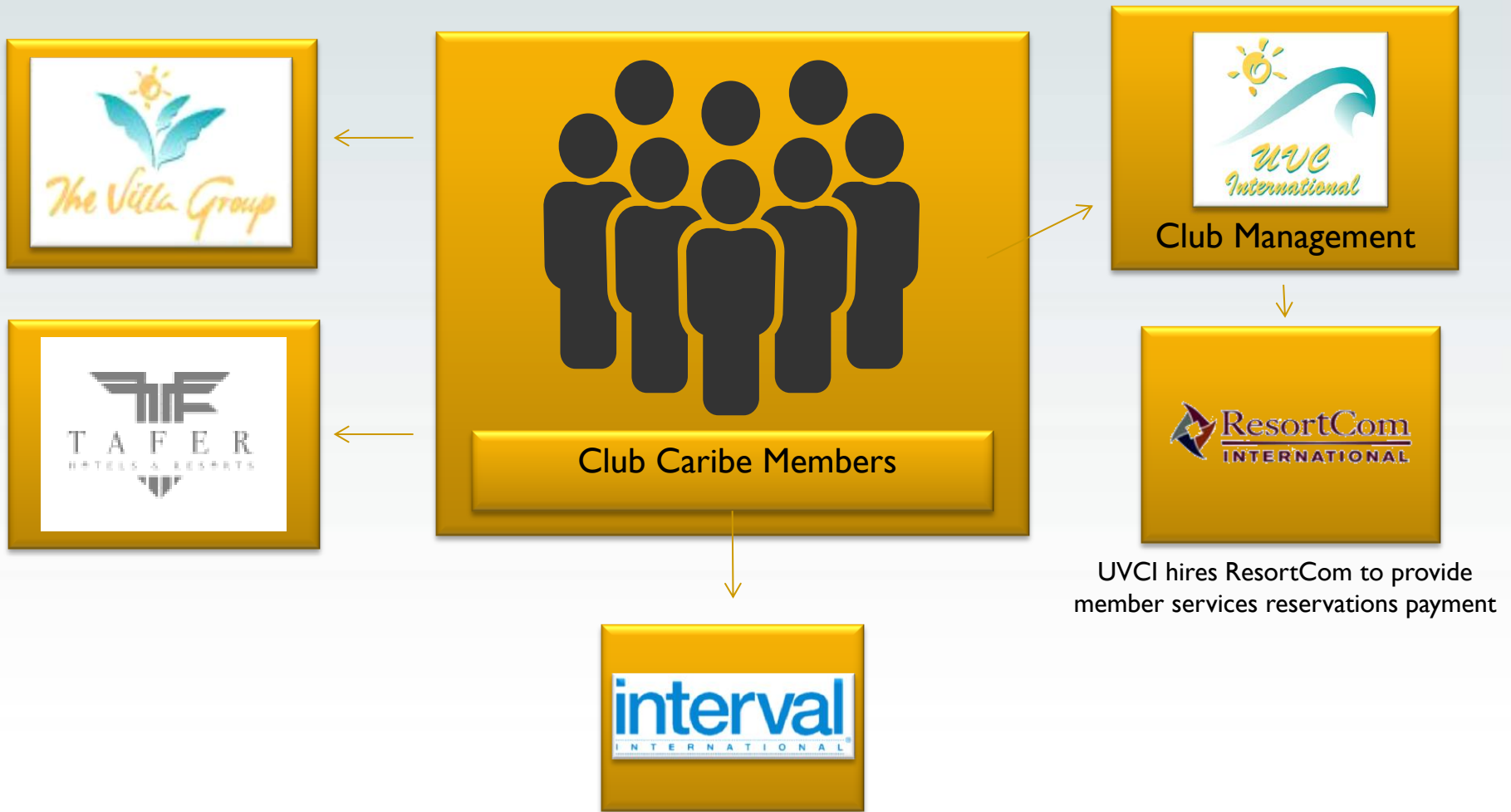
Coming Soon
Garza Blanca
Los Cabos
Garza Blanca Cancún

Future Developments

Garza Blanca
Riviera Maya
Expansion of Garza Blanca Puerto Vallarta

The Team

Resorts

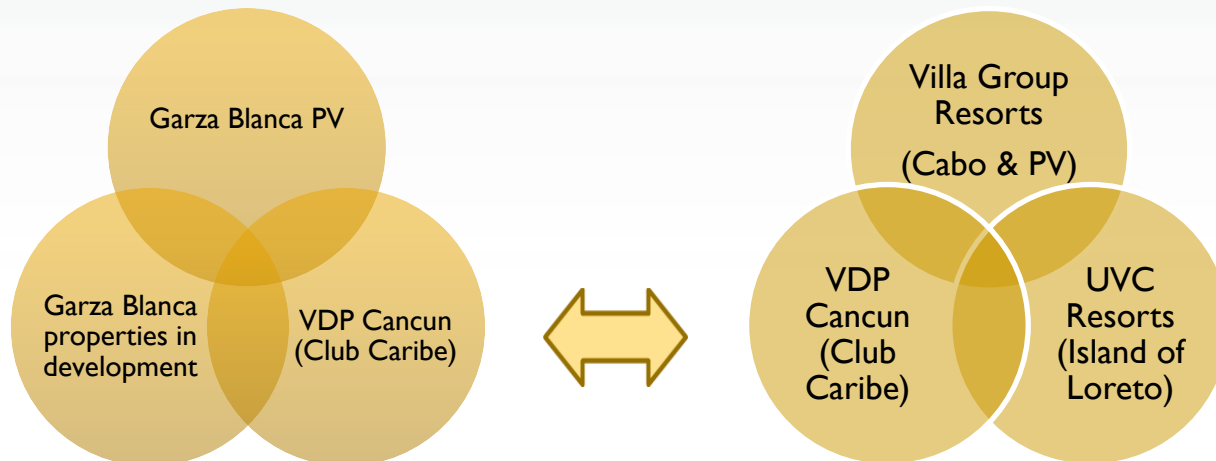


Where Can I Use My Points

Club Caribe (VDP Cancun) is affiliated with Tafer Resorts and also has use rights in the Villa Group properties through a separate exchange agreement between Tafer Resorts and Villa Group Resorts.

- Club Caribe members can use all Villa del Palmar Resorts in Cancun, Puerto Vallarta, Cabo and Islands of Loreto. They can only use VPA Cancun points to book.
- Club Caribe members can use all Tafer resorts – VDP Cancun, Garza Blanca in Puerto Vallarta, and future Garza properties in development. They can use any VPA Cancun OR Garza Blanca points to book.

There have been some discussions about possibly allowing internal exchanges at all the resorts. The developers are thinking through those possibilities and complexities.



Reservations

Club Caribe Members

- Reservations: Can be made at any Villa Group/Tafer resort **24 months** in advance
- Banking Deadline: Nov. 1st

Guest Reservations

- You may send a guest to the resort to use your week for a **Guest Certificate Fee** of \$35.
- If your guest is **under the age of 25**, a deposit of **\$500** must be provided.

Modifying/Canceling Your Reservation

- Members have **one modification/cancellation** per year **with no fee** if **more than 30 days** in advance.
- You can **modify/cancel** your reservation **within 24 hours** after booking your reservation **with no cost**.
- You can **modify/cancel** your reservation **31 days or more** in advance with a **fee of \$100** once you use the benefit of the one free.
- You can **modify/cancel** your reservation **30 days or less** for a **fee of \$200**.
- **Holiday time** – cancellations or modifications over 30 days \$150, 30 days or less \$250
- If you do not show up for your confirmed reservation there is a **No Show** fee of \$250

Reservation Use Options

Members can utilize their points in any variation with a minimum of a two night stay.

Example #1:

- A Club Caribe member with 1,000 annual points can stay 5 summer week nights in Cancun for 500 points, with an additional 4 summer week nights in a studio beach in GB

Example #2:

- A member that has 2,500 points per year, has the following options:
 - 5 summer week days in Cancun in a one bedroom beach suite plus one winter week in a studio beach in GB.

**IMAGINE HOW MANY OPTIONS BEING AN ELITE MEMBER
WILL GIVE YOU**

Preferred Time (extra week/points)

- Club Caribe members get a second week/points with their purchase – called Preferred Points
- You only pay the maintenance fee when booking
- You have access to additional points per year for a max use of 14 days
- Reservation time is available from weeks 18 - 43 (May through October)
- At least one member must be present
- Cannot be rented out
- Can be used to trade with Interval International
- You can select the size unit you need and pay only the associated maintenance fee (lower size only)
- Cannot be used at Hotel Mousai

Extending Your Trip

“Club Time” – Additional Nights in Advance

- Prior to arriving – Members can book extra nights based on availability. Special member pricing based on prorated rack rates

“Extended Night Stays” – Additional Nights While on Property

- Allowable for Club Caribe members year-round
- Must be on-site – member can choose:
 - Pay 1/7 of the maintenance fee for the size unit requested – based on resort occupancy
 - 40% off rack rate – based on resort occupancy

Room Assignment

- Room assignments are done according to membership type:

**Elite / Club VIP / VPA-Club Caribe / Hotel VIP / II /
Hotel / Rentals or Referrals**

- Members cannot request a specific room, building and floor, this is subject to availability upon check-in.

FAQ



Why is there no availability when I call the Club, but I can book nights on websites like Expedia.com?

Developer Inventory

- VS. -

Club Inventory

Inventory allotments and assignments follow a very thorough process. For every membership sold, the corresponding inventory is moved into the Club allotment. The developers still own all unsold inventory. They make this available for rent through several booking channels. This is why there may be rooms available through other channels but not available to the Club.

Discount Card/VIP Card

- Club Caribe members receive a Discount Card at check-in, discounts are approximately 10% on in-house dining, spas and tours.
- The concierge can offer you a VIP card with 15% discount **ONLY** if you go to the Members' Update Presentation. We encourage all members to learn the latest about programs, services and benefits to make sure you are getting the most out of your membership.



Interval International

- You can exchange your week through Interval International.
- You will need to call the Club to notify them of your desire to exchange your week and they will help you through the process.
- It charges an additional fee of \$189 for the exchange.

+ Extra Benefits:

Hertz, Golf Connection, Dining and Leisure discounts,
VIP Concierge, Getaways, Hotels, Cruises



Travel Protection Plan



Provided by: On Call International

- Travel with the peace of mind that you'll be cared for if a medical emergency should arise that would require the need to be air lifted to the United States or Canada.
- Contact On-Call International for authorization.
- Free for Club Caribe members.
- “On Call” also offers additional protection for \$15USD for medical evacuation when over 100 miles from home. It includes lost luggage protection and other travel benefits.

www.oncallinternational.com

Optional Services

Airport Shuttle



- You can book a shuttle to and from the airport based on availability at the resort



Spa Certificates

- You can purchase a discounted Spa Certificate which will allow you to book services with the Spa at a discounted rate. More information at ResortCom.com



Meal Plans (All Inclusive)

- You can book a meal plan that allows you to eat and drink at our restaurants
- 3 consecutive-day minimum. Everyone in the same room must purchase the meal plan. Children under 12 pay half price. Kids eat free over select dates
- No Kobe Beef, lobster or special drinks included. Tips are included.
- 10% discount on meal plan purchases of 5 nights or more.

Villa Preferred Access Weekly

VILLA DEL PALMAR CANCUN

Per Week

	Summer	Winter	Holiday
3 Bedroom Penthouse Terrace	8,100	10,250	17,700
3 Bedroom Ocean / Penthouse	7,050	8,900	15,400
2 Bedroom Penthouse Terrace	6,500	8,150	13,550
2 Bedroom Ocean / Penthouse	5,700	7,100	11,800
2 Bedroom	2,200	2,900	3,150
1 Bedroom	1,700	2,200	2,550
Studio	1,000	1,200	1,550

Per Day

	Summer			Winter			Holiday		
	Weekday	Saturday	Sunday	Weekday	Saturday	Sunday	Weekday	Saturday	Sunday
3 Bedroom Penthouse Terrace	996	1,700	1,420	1,220	2,300	1,850	2,180	3,700	3,100
3 Bedroom Ocean / Penthouse	860	1,500	1,250	1,150	1,650	1,500	1,900	3,200	2,700
2 Bedroom Penthouse Terrace	800	1,400	1,150	976	1,800	1,470	1,670	2,800	2,400
2 Bedroom Ocean / Penthouse	700	1,200	1,000	900	1,400	1,200	1,400	2,500	2,300
2 Bedroom	250	550	400	350	650	500	375	725	550
1 Bedroom	200	400	300	250	550	400	300	600	450
Studio	100	300	200	125	350	225	175	400	275
Studio	100	300	200	125	350	225	175	400	275

Points Calendar

- Points are like money! Spend them the way you want.
- You can use them in any size, any season, any length of stay, in any of our resorts.
- It's all about total flexibility. Very easy.
- They get you additional time with no extra cost.
- A “week” is no longer a week.
- Book on a “per night” basis. (minimum 2 nights)
- Only Club Caribe points can be used at Garza Blanca, Hotel Mousai and future Tafer Resorts. (Villa Group club points do not apply)

Club Caribe Members Examples ...

You Own a One Bedroom Winter Season

Point Value = 2,200

Option # 2 - One week winter season Studio

Villa Del Palmar - Cancun (1,200 points)

And

One week summer season Studio

Villa Del Palmar - Loreto (1,000 points)

Option # 3 - Three night / four day weekend winter season Studio

Villa Del Arco - Cabo ($125+350+225 = 700$ points)

And

Three night / four day weekend winter season Studio

Villa Del Palmar - Cancun ($125+350+225 = 700$ points)

And

Six nights / seven days summer season Studio

Villa Del Palmar - Loreto ($200+100+100+100+100+100= 700$ points)

Points Redemption Program

- Pay as little as 40% cash and use points to pay for products and services at the resort.
- Can be used for All Inclusive Meal Plans, Spa Services, Resort Services, and In Room Amenities.

Club Caribe Vacation Possibilities	Your Points	Examples of Cash Requirements	Your Value
Live in Luxury <i>Reserve a beautiful two bedroom suite in Cancun for TEN nights</i>	3,950	- 0 -	\$3,510
Dining Pleasures <i>Purchase a Five Day Meal Plan for Two</i>	1,466	\$420	\$1,050
Pamper Those You Love <i>Purchase spa services in advance and save. She deserves a massage!</i>	292	\$84	\$209
Elevate your Stay <i>Enjoy special amenities in your suite during the week of your stay.</i>	279	\$80	\$200
Celebrating a Special Occasion <i>Surprise the special person with an Anniversary Package upon arrival.</i>	80	\$23	\$57
Total Cost	6,067	\$607	\$5,026

Accelerated Use

- Only for annual contracts.
- At any one time you can accelerate up to 1 year from the back of your contract for a total of 2 years.
- Reservations can be made up to 24 months in advance.
- Accelerated points may not be used during certain holiday and blackout periods, unless 5 Star or Residence Club.
- Preferred Points may not be accelerated.
- At time of obtaining any accelerated points, member must pay in full all the Maintenance Fees for those Accelerated Points.

Biennial Membership

- Biennial Members may only bank or borrow Club Points into the next use period.
- Biennial Members may only split a use period, or banked or borrowed club points, for season upgrades and not for suite size upgrades.
- Consistent with the Governing Documents, a Biennial Member may rent Preferred Points up to the amount of Club Points owned, or up to 50% of the points needed for season upgrades, not to exceed 14 nights.
- Biennial Members are not entitled to use Accelerated Points benefits, regardless of age.

Elite Program

- Elite Member 4 Star (5,000 Points)
- Elite Member 5 Star (10,000 Points)
- Elite Residence Club (15,000 Points)

A Sample of Elite Program Benefits:

- 30, 60 & 90-day booking windows above all members and 1-800 ELITE number
- Free unit upgrade 7-14 days prior to arriving (subject to availability)
- \$200 resort credit for 5-Star and \$400 resort credit for Residence club (benefit must be used during one trip). Cannot be rolled over.
- 1 free roundtrip shuttle transportation per year for 4 or 5 star members and 2 free roundtrip shuttle transportation per year for Residence club members.
- Early check-in and late check-out (subject to availability)