

**VI Resorts  
PSOE Member Meeting  
December 2018**

A decorative graphic at the bottom of the slide consisting of two wavy lines, one blue and one green, mirroring the colors in the logo.

## ABOUT VI RESORTS

- VI was founded in 1974, VI pioneered the points based system
- West Coast based vacation club – 44 properties
- VI is the largest Owner controlled vacation club in North America
  - Managed by an Owner-elected board
  - More than 43,000 VI owners and growing
- VI condos are held in a debt free real estate trust for the benefit of all VI Owners

## VI BOARD OF DIRECTORS



Rex Kelso  
President



Betty Flad  
Vice President



Bill Dryden  
Secretary/Treasurer



Joe Conrad



Kate Britton



Steve Simmons



Ken D'Amato

## VI EXPERIENCE

VI Resorts has experience with other timeshare organizations like Pacific Shores.

- Since 2010 we have had similar transactions with 7 other timeshare organizations
- 18% of our owner base have been added through mergers
- These new owners come into VI with the same benefits as all other VI owners

## GROWTH & EXPANSION

### Mergers

2010	Great Links Club	1,400 Owners
2011	Point to Point	2,900 Owners
2012	Aviawest Resort	2,800 Owners
2016	Royal Resorts	600 Owners
2016	WWVC	400 Owners
2018	Ocean Club	100 Owners
2018	Calabogie Peaks	200 Owners

### VI OWNERS

Year	Owners
2011	37,000
2012	39,000
2013	42,000
2014	42,500
2015	42,900
2016	43,000
2017	43,500
2018	43,500



## VI OWNER ADVANTAGES

- ✓ Program Sustainability: In business for over 40 years and has a strategic plan to continue well into the future
- ✓ Flexibility: Owners choose how to use their points - either at a VI resort or with our exchange affiliates
- ✓ Price: Booking fee of only \$20, no guest fees and no housekeeping fees
- ✓ Locations: 44 properties throughout the U.S., Canada and Mexico. Instant Exchange – 2,000 weeks

Fees are quoted in US Dollars

## BENEFITS OF VI OWNERSHIP

- ✓ \$20 Booking Fee per reservation at any VI resort
- ✓ No Guest Fees
- ✓ No Housekeeping Fees
- ✓ VI Instant Exchange = \$145 + points
- ✓ Bonus Time = 15 days or less / \$70 / \$80 / \$90 night
- ✓ Hot Weeks = 45 days or less / \$310 / \$410 / \$510 week
- ✓ Save/Borrow Points: Can use VI points from 4 use years

Fees are quoted in US Dollars

- ✓ Search Availability – VI Resorts and Instant Exchange
- ✓ Make Reservations
- ✓ View Account
- ✓ Pay Online
- ✓ Program Answers

**VACATION INTERNATIONALE**

My Home | VI Resorts | Make VI Reservations | Exchange | VI Offers | Answers | VIOA

English / Español

**Check My Contracts/Points**

Owner: Guest, VI  
1417 116th Ave NE  
Bellevue, Washington 98004

Usage Type	*Start Date	*End Date	**Points

\*Effective Start/End dates reflect borrowing from future Use Years and saving beyond Use Year end dates (previously done using the Time Bank). Particular points are available for use for reservations with arrival dates within the associated Effective Start/End dates.

\*\*Points may be unavailable due to account or contract restrictions (eg, contract transfer, overdue balance).

Contact VI

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English / Español

**VI Resorts Availability**

**Sea Mountain - Big Island, HI**

Reservation Cost Calculator, Point Chart, Know Before You Go, Check-in Info

Try our [Advanced Availability Search](#) to search multiple resorts at one time.

Last Update: 2016-03-28 12:07:19 PM Pacific

Change resort...

Dates of availability

Mar 16	Apr 16	May 16	Jun 16	Jul 16	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16	Jan 17	Feb 17	Mar 17	Apr 17

Sea Mountain - Big Island, HI

November 2016

Unit Type	1 tu	2 we	3 th	4 fr	5 sa	6 su	7 mo	8 tu	9 we	10 th	11 fr	12 sa	13 su	14 mo	15 tu	16 we	17 th	18 fr	19 sa	20 su	21 mo	22 tu	23 we	24 th	25 fr	26 sa	27 su	28 mo	29 tu	30 we
1bd	5	5	6	5	4	4	2	2	0	2	3	4	4	6	6	7	7	7	6	6	6	6	6	6	5	5	6	7	7	7
1bd EZ	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2
2bd	2	2	2	2	1	1	2	2	2	0	0	1	2	1	2	3	2	2	1	2	3	1	1	1	0	0	2	2	4	4
2bd EZ	1	1	1	1	1	1	1	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2
Stu	1	1	1	1	1	1	1	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	1	1	1

The table shows number of units available to reserve ('-' indicates no units in the VI program), and may not reflect reservations currently being booked.

*EZ Access (including ADA) condominiums are not available for online booking, and are intended for those with special accessibility needs. Members needing an EZ Access unit will need to call Owner Services at 1.800.444.6633 or 425.454.8429.*



Orlando, FL

Studio / Prime / 77 pts per week

VI@Rosedale, Vancouver, BC

1 Bedroom / Prime / 120 pts per week

Rosewood Inn, Victoria, BC

1 Bedroom / Choice / 104 pts per week

Las Vegas, NV

Studio / Prime / 90 pts per week

Mexico (Mazatlán)

2 Bedroom / Choice / 112 pts per week

Hawaii (any island)

1 Bedroom / Quiet / 77 pts per week





## VI Resort Locations in British Columbia

- Rosedale on Robson, Vancouver, BC
- Royal Victoria Suites, Victoria, BC
- Rosewood Inn, Victoria, BC
- The Clock Tower, Whistler, BC
- Pinnacle Lodge, Sun Peaks, BC
- St Ives on the Shuswap, St. Ives, BC
- Panorama, Panorama, BC

## How many VI points will I receive?

Based upon your PSOE ownership, for each week owned, you will receive 112 VI points annually. If you own a PSOE week every other year, you will receive 112 VI points, every other year.

PSOE Membership	VI Points Conversion	2018 VI Maintenance Fee
One Week	112	\$ 879.20 USD

PSOE Membership	PSOE Maint Fee	2018 VI Maintenance Fee
One Week	\$1,000 CAD	\$ 1,142.96 CAD

**VI ASSESSMENT HISTORY  
PER VI POINT**

2011/2012	\$7.18
2012/2013	\$7.28
2013/2014	\$7.40
2014/2015	\$7.50
2015/2016	\$7.55
2016/2017	\$7.65
2017/2018	\$7.75
2018/2019	\$7.85

This rate is a 1.3% increase over the previous year. For the 10th consecutive year, VI's assessment is less than the industry average increase

Fees are quoted in US Dollars

## Exchange Affiliation

### How will this affect my exchange membership and reservations?

#### RCI Weeks

- Your RCI Weeks membership will be updated to include VI inventory
- To book, simply reserve a VI week and deposit with RCI
- **If you have future reservations within RCI using current or previous year inventory and are current with your RCI dues, they are confirmed**

## Exchange Affiliation

### How will this affect my exchange membership and reservations?

#### RCI Points

- Your RCI Points membership will be updated to a club membership using VI inventory
- The ratio to RCI Points is 420/1 (**112 VI points = 47,040 RCI points**)
- You may book directly through the link on the VI website [www.viresorts.com](http://www.viresorts.com)
- Behind the scenes, VI works with RCI on the inventory payback
- **If you have future reservations within RCI using current or previous year inventory and are current with your RCI dues, they are confirmed**

## Exchange Affiliation

# How Will this affect my RCI or Interval International exchange membership and reservations?

## Interval International

- Your II membership will be transferred
- You will book directly at [www.intervalworld.com](http://www.intervalworld.com).

## Exchange Affiliation

CAD	RCI Weeks	RCI Points
Annual Fee	\$126	\$157
Exchange Fee	\$335	\$293

## VI Instant Exchange

- VI has arranged weekly ‘trades’ outside of VI, at high demand locations, available for instant confirmation
- Exchange fee \$145 USD/\$188.50 CAD

Unit Size	VI Points/week
Studio	70
1 Bedroom	91
2 Bedroom	112

## Direct Exchange Option (DEO)

- If you own another week of timeshare - you may deposit that week into the VI Instant Exchange and receive VI Points. Deposit Fee is the same as an Instant Exchange fee



## Bonus Time

Cost Per Night	Studio	1 Bdrm	2 Bdrm
Canadian	\$ 91.00	\$ 104.00	\$ 117.00
US Dollars	\$ 70.00	\$ 80.00	\$ 90.00

Access to all VI inventory within 15 days of arrival

# VI Resorts Special Incentive:

- **Do you want more vacation time?**
  - Use year Start Date of *7/1/2018*
    - Receive 112 points right away to use and enjoy AND
    - Receive a VI Vacation Breakaway, good for 4 days and 3 nights at a selection of VI properties. Just mention “breakaway” when converting to VI Resorts.



Use Year Start Dates

### July 1, 2019


- Annual Assessment per VI point
- Pay in Full by 7/31  
OR
- Finance monthly, at 1%, declining balance



### July 1, 2018

- Annual Assessment per VI point at \$7.85 per point (USD)
- Pay in Full  
OR
- Finance monthly, at 1%, declining balance
- Receive a VI Vacation Breakaway
  - Good for 4 days and 3 nights at a selection of VI properties

- Next Steps:

- After the meeting, you may contact VI for your member documents
  - FAQ's on [www.vioresorts.com](http://www.vioresorts.com)
  - Dedicated Toll Free Line: 1-800-871-6357
  - Dedicated Email Address: [inforequest@vioresorts.com](mailto:inforequest@vioresorts.com)
  - Return contracts via email, fax or mail for quick turnaround
  - Start vacationing!
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Thank You



QUESTIONS