

Timeshare Presentations

Property management and vacation resorts have found a new way to market their properties. Like the name suggests, timeshares offer vacationers the opportunity to share use of a property for a specified period of time. If you want a vacation spot without making a substantial investment, a timeshare may be the right option for you.

Timeshare presentations

are important advertising and marketing tools in the travel industry. Potential investors are lured to timeshare presentations to be shown an overview of the available properties.

If you are interested in

taking part in a timeshare presentation, you can usually call the resort directly and inquire about any visitor promotions. Lists of resorts are available from RCI and II membership catalogs. Potential vacation resorts can also be found by browsing the Internet. If you are visiting a hotel resort or resort city, ask for more information at the service desks or virtual help centers usually found in the hotel lobby area.

Agreeing

to an offer made in a timeshare presentation can be a major investment, so be wise about it. Don't be afraid to haggle for a better price. These people offering timeshares at these presentations are given discounts, so convincing more people to buy a timeshare means more money and discounts for them. Try to get as much as you can from your agreement, and be sure to get a concrete guarantee that you will ensure you receive everything you've agreed upon.

A single woman or man wishing to bring a

boyfriend or girlfriend should purchase separate single packages. By doing so, they will receive two premiums, and more benefits. Stand firm if the timeshare group tries to convince you to buy a couples' plan. The final decision is yours to make.

If during the timeshare presentation you

don't like what is being offered and decide to leave, give the group leader an honest reason. While encouraging you to join, the presenters will usually promise to take no more than 90 minutes of your time. If the allotted time is up, you can say that you've met your end of the bargain. If you're not satisfied, simply state that you've already given your precious time and do not wish to be badgered further. Tell them the truth if you're not crazy about the offer, or make excuses. Whether you say that you don't care for the resort or tell them that you have a brother in the area and you can stay for free, the final decision is yours. By attending a timeshare presentation you are under no obligation to stay or to buy.

Be

sure to write everything down during the timeshare presentation. Anything that you agree upon must be documented and therefore legitimate. Jot down notes during the presentation to help in your decision making process. Afterwards, evaluate what you have written and ask for more details. If breakfast is included, know whether it's a continental breakfast or a buffet. If a television is offered with the room, find out if it's colour or black and white, and if cable channels are included. Know exactly what you are getting and take nothing for granted. This is the only way to ensure top value for your dollar.

If you decide to join the

timeshare, you will likely need to meet certain requirements in order to qualify. Proper ID and a credit card are usually required prior to your admittance. Most timeshares require that you be at least 25 or sometimes 30 years of age, and if you are married you will most likely be asked to bring along your spouse.

Don't allow yourself to be pressured into

making an immediate decision. If you like the timeshare offered, get the contact number of the person or company, as well as a cancellation fax number. This will enable you to contact the manager directly to negotiate or cancel if you see something in the contract that you do not like.

In

signing the timeshare contract, protect yourself by having a disclaimer included in the agreement. The disclaimer should state that you have the option of canceling within seven days without charge or penalty if the benefits and services are misrepresented or not available. Include a clause that in the event of cancellation, your money will be refunded. Further, if the exact amount you paid for the timeshare is not refunded or credited within a ten day period after notification, request a fee of \$50 per day to be paid to you until you receive your full refund.

Include

in the disclaimer that this specific contract supersedes all other contracts in this transaction. This is a necessary precaution in ensuring your security. If you wish to cancel the contract, do so immediately.

Don't

leave cash, even if they insist that you leave a deposit after the presentation. Simply say that you have a credit card, but no cash available.

Spending money on your precious leisure time can be a

great investment, and timeshare presentations can be excellent venues to find the right vacation property. Take time to attend several presentations, and to review all of the details before making your final decision. You'll find it's well worth the extra effort as you're enjoying the vacation of your dreams.