### Core Members

Corporate membership for organizations that sell timeshare or receive revenues from industry-related sales, marketing, rentals, leases, or commissions. Dues are based on gross annual revenues in U.S. dollars. Includes:

- Developers
- Exchange Companies
- Fractional/PRC
- Rental Companies
- Resale Companies
- Travel/Vacation Clubs
- Sales Companies
- Marketing Companies

#### Revenue Level vs. Annual Dues

<table>
<thead>
<tr>
<th>Revenue Level</th>
<th>Annual Dues</th>
</tr>
</thead>
<tbody>
<tr>
<td>$1B+</td>
<td>$110,000</td>
</tr>
<tr>
<td>$800M - $999M</td>
<td>$88,300</td>
</tr>
<tr>
<td>$700M - $799M</td>
<td>$76,200</td>
</tr>
<tr>
<td>$600M - $699M</td>
<td>$66,200</td>
</tr>
<tr>
<td>$500M - $599M</td>
<td>$55,100</td>
</tr>
<tr>
<td>$400M - $499M</td>
<td>$44,200</td>
</tr>
<tr>
<td>$300M - $399M</td>
<td>$33,200</td>
</tr>
<tr>
<td>4,000+ units</td>
<td>$16,500</td>
</tr>
<tr>
<td>2,000 - 3,999 units</td>
<td>$11,000</td>
</tr>
<tr>
<td>1,000 - 1999 units</td>
<td>$5,500</td>
</tr>
<tr>
<td>&lt;999 units</td>
<td>$2,750</td>
</tr>
</tbody>
</table>

### Property Management

Corporate membership for property management of resorts. Includes:

- HOAs • COAs • POAs

#### Level vs. Annual Dues

<table>
<thead>
<tr>
<th>Level</th>
<th>Annual Dues</th>
</tr>
</thead>
<tbody>
<tr>
<td>4,000+ units</td>
<td>$16,500</td>
</tr>
<tr>
<td>2,000 - 3,999 units</td>
<td>$11,000</td>
</tr>
<tr>
<td>1,000 - 1999 units</td>
<td>$5,500</td>
</tr>
<tr>
<td>&lt;999 units</td>
<td>$2,750</td>
</tr>
</tbody>
</table>

### Affiliate

Corporate membership for industry home owners’ associations, colleges, and libraries. Includes:

- Charities
- HOA/POA/COA
- Public Agencies
- Trade Associations
- Universities
- Other Non-profits

#### Annual Dues

<table>
<thead>
<tr>
<th>Annual Dues</th>
</tr>
</thead>
<tbody>
<tr>
<td>$300</td>
</tr>
</tbody>
</table>

### Associate

Corporate membership for professional partners, suppliers, vendors and industry services. Includes:

- Accounting
- Construction & Design
- Financial Services
- Hospitality
- Housekeeping Services
- Industry Consultant
- Information Services
- Insurance/Protection
- Legal Services
- Lending
- Lodging
- Marketing/Communication
- Products
- Publications
- Recreation & Activities
- Research
- Resorts Services
- Safety and Security
- Technology/Data
- Title Services
- Travel Services
- Real Estate Agency

#### Annual Dues

<table>
<thead>
<tr>
<th>Annual Dues</th>
</tr>
</thead>
<tbody>
<tr>
<td>$2,350</td>
</tr>
</tbody>
</table>
COMMITMENT TO INDUSTRY EXCELLENCE

VIP members, through their partnership, leadership, stewardship and professional expertise, are committed to industry growth and excellence. Their intellectual and financial support drives the mission of ARDA to be the voice of the industry in advocacy, market intelligence, events, education and networking.

This valued group of VIP members represents premier leaders within the industry: core developers, exchange organizations, experienced property management, law firms, banks and lending institutions, travel services and quality professional partners that are recognized for outstanding industry contributions and business success.

VIP membership represents the highest level of individual commitment to ARDA, which includes Chairman’s League Members and – by invitation-only – Trustee Members. Together, they represent the resort industry’s premier business and thought leadership.

CHAIRMAN’S LEAGUE BENEFITS
- For all members

This VIP level offers benefits, exclusive member privileges and pricing discounts, including:

- Complimentary event registration
- Private VIP networking and dining lounge at ARDA World and Fall Conference
- Marketing & brand opportunities
- C-suite networking events

TRUSTEE BENEFITS
- By invitation only

Enjoy all the Chairman’s League privileges plus more. Exclusive to Trustees are two invitation-only events and increased visibility and influence:

TRUSTEE FOUNDATION DINNER
AT FALL CONFERENCE

Celebrate professional and personal friendships at historical and exclusive venues.

November 13, 2019
The Anderson House
Washington, DC

TRUSTEE RETREAT
ELECTION YEAR

Strategize and collaborate with thought leaders and industry executives at this intimate round table meeting. Attendees will also visit the nation’s capital to meet select politicians and leaders.

March 4-5, 2020
The St. Regis Hotel
Washington, DC

TRUSTEE DIRECTORY

Include your company and professional profile with other Trustee members in our yearly digital Trustee Directory.

ANNUAL VIP MEMBERSHIP DUES

<table>
<thead>
<tr>
<th>Membership Level</th>
<th>Dues</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chairman’s League - All Members</td>
<td>$5,000</td>
</tr>
<tr>
<td>(1st purchase)</td>
<td></td>
</tr>
<tr>
<td>Chairman’s League (Multiples in same company)</td>
<td>$4,000</td>
</tr>
<tr>
<td>Trustee - Invitation Only (Each individual)</td>
<td>$10,000</td>
</tr>
<tr>
<td>VIP Combination</td>
<td>$12,500</td>
</tr>
<tr>
<td>Trustee and Chairman’s League</td>
<td>(limit 1 per company)</td>
</tr>
</tbody>
</table>

Note: Corporate membership benefits and privileges are assigned to all members. VIP benefits are available only to the individual who is designated at the Chairman’s League or Trustee level. Your corporate membership must be active to add an individual membership.

For membership information, contact: membership@arda.org or call us at 202-371-6700
VIP MEMBERS

Yearly VIP membership is available to individuals who have an active corporate membership with their company. Participation at the VIP level of Chairman’s League or Trustee demonstrates a willingness to support industry excellence through stewardship and leadership commitment at ARDA.

Eligible applicants include executives, managing directors and premier professional partners and associates.

<table>
<thead>
<tr>
<th>ANNUAL VIP MEMBERSHIP DUES</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Chairman’s League - All Members (1st purchase)</strong></td>
</tr>
<tr>
<td><strong>Chairman’s League (Multiples in same company)</strong></td>
</tr>
<tr>
<td><strong>Trustee - Invitation Only (Each individual)</strong></td>
</tr>
<tr>
<td><strong>VIP Combination Trustee and Chairman’s League</strong></td>
</tr>
</tbody>
</table>

Note: ARDA Executive approval is required for Trustee level.

ARDA MEMBERSHIP HIGHLIGHTS

PROTECTING THE INDUSTRY

Advocacy is at the heart of ARDA’s mission. Our Federal and State Government Affairs team has a strong record of successfully advocating on behalf of policies, allowing for the vitality and continued growth of the industry while protecting the vacation ownership experience. Our team works vigorously with volunteer member leaders, attorneys, government affairs professionals, and coalition partners to represent the industry in city halls, state legislatures, Congress, and across the country.

EVENTS

ARDA offers industry-leading educational and networking opportunities through our annual convention ARDA World, Fall Conference, and a variety of regional events. Learn more at www.arda.org/meetings.

Northeast Regional
October 28–29, 2019
Foxwoods Resort, CT

Fall Conference
November 13–15, 2019
The Fairmont Hotel
Washington, DC

WIN-January
January 30–31, 2020
Orlando, FL

Timeshare Young Professionals Group-Mentor
March (TBD)
Orlando, FL

Trustee Retreat Election Year
March 4–5, 2020
The St. Regis Hotel
Washington, DC

ARDA World 2020
May 3–7, 2020
The Diplomat Beach Resort
Fort Lauderdale, FL

MARKET INTELLIGENCE

The ARDA International Foundation (AIF) consistently produces research studies on the economic impact, health, growth and performance of the industry. With this research, ARDA empowers stakeholders to share the vacation ownership story. Check out the latest research studies at www.aifeducates.org.

For membership information, contact: membership@arda.org or call us at 202-371-6700