

# Owners Talk

## Timeshare—Why Then, Why Now

**They saw, they bought, they enjoy. We talked to 10 timeshare families, some of whom have owned for decades. We asked them two questions:**

- (1) “Why did you buy then?”**
- (2) “Why do you continue to be a vacation owner?”**

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*Here are the many testimonies they have, which only confirm the lasting value proposition of timeshare over the last 40 years that will carry well into the future.*

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We bought our first timeshare in Pennsylvania’s Pocono Mountains in 1978, just as we were planning to have a family. The purchase was less expensive than buying a second home and ensured that we would take an annual vacation. Later, we bought two more weeks in the Poconos and a week at The Trapp Family Lodge in Stowe, Vermont. We own four weeks now and will give each of our children a week as a legacy.

Valerie and Richard Traumer,  
owners since 1978

We own multiple weeks in California, Puerto Vallarta, and Hawaii. Our purchases forced us to take a vacation every year and allowed us to go to different places. I added up the purchase price and maintenance fees for each of our timeshares. California costs us \$700 a year, Mexico totals \$400 a year, and Hawaii is \$700 a year. I could not go on this type of vacation (discounting airfare) for that amount of money any other way. I would buy all over again, even at today’s prices.

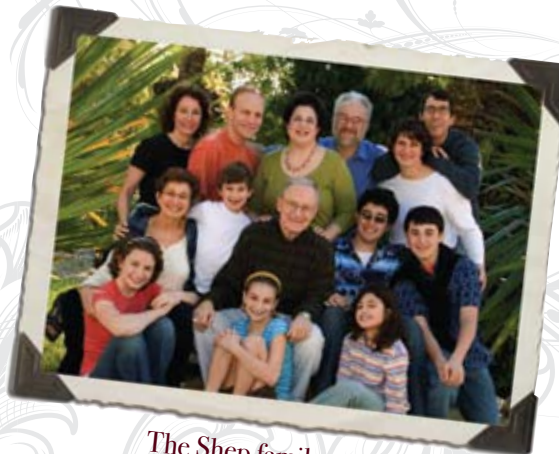
Richard Canale,  
owner since 1979

We have owned timeshare in Mexico, the Bahamas, California, and Colorado. We bought to exchange and travel all over the world. That’s exactly what we have done: we have been to Portugal, Spain, the Canary Islands, Martha’s Vineyard, Montana, Virginia, West Virginia, Orlando, Sanibel Island, Canada, and Colorado.

Thelma and George Dowiak, owners since 1980

I bought timeshare to lock in my vacation expense in a preferred destination. The purchases—we own at four different resorts—allowed my family to spend time in a scenic area offering neighborhood activities that were within driving distance of our home.

Robert Weir, owner since 1981



The Shep family

*Our annual vacation time at Tortuga Beach Club on Sanibel Island is a favorite family tradition. Initially, our three daughters joined us as youngsters. Now they all come with their husbands and children. An important factor is that there are no unknowns. After all these years, the quality of the resort and its management remains high.*

Sheldon and Pnecna-Pearl Sheps,  
owners since 1982

I love dreaming about the possibilities of the best vacations—owning a timeshare allows for a world of opportunities. We can literally go anywhere we want. We can take whatever type of vacation we desire. We can stay and enjoy the Naples beach and dine at our favorite restaurants, or we can explore a location that we have only heard about distantly.

Karin Reinbold, owner since 1988

We bought two timeshares on Kauai so we could spend two weeks in “paradise”. We almost always have friends or family join us in Hawaii. We wouldn’t vacation any other way. We have spacious units that sleep four to six people, with a full kitchen. We keep going back every other year; we both love Kauai and consider it our home away from home.

Sandy and Bob Hart, owners since 1990

*Clint and I spent our honeymoon in Park City, Utah, in 1996 and immediately bought our first timeshare. We knew we wanted to return every year. We grew to owning three weeks so friends and family could join us. In 2002, we decided to purchase partial ownership in a slope-side resort, the Deer Valley Club, which is close to Park City. Clint and I now own two sections of the partial ownership, allowing us a month in the winter and a month in the summer.*

*When we can’t use all of our time, we pass it on to friends and they have loved our piece of paradise as well. We prefer the partial ownership because we are able to keep all of our skis and clothing at the resort. Resort staff picks us up at the airport, buys our groceries, makes dinner reservations, etc. Clint and I truly feel that we are away from it all, without the hassles of weight restrictions on our luggage, lost luggage, spending time deciding what to pack, and worrying about maintaining a home from afar. We can get on the plane with a toothbrush and be off skiing the same day. The tranquil summers are a well-kept secret. We have looked into full ownership many times, but we can’t beat the best of all worlds this type of membership provides us.*

Marti and Clint Flagg, owners 1996-2002,  
fractional owners since 2002

This year, my wife and I celebrated two very special anniversaries: first, 40 years of marriage, and second (almost as significant), 18 years of being owners at Orange Lake.

Many changes have taken place during the course of the past 18 years. Our teenage children, who always loved our vacations at Orange Lake, are now married, and we have two grandsons. Once again, excitement builds as we prepare for our now annual “trek” to Orange Lake, our second home. Seven-year-old Tristan and five-year-old Tyner are as excited as our adult son.

During these 18 years, we have made exchanges to various resorts throughout the United States and Canada. We also made exchanges to Spain and the Canary Islands. Every exchange became a terrific memory, but none can compare to the location, amenities, facilities, and courteous service of Orange Lake. To celebrate our 18th anniversary, my wife and I granted co-ownership to our son, David, as we jointly purchased a week at Orange Lake, Vermont. This purchase not only guaranteed that one day David would have complete ownership but also assured us that our grandsons would one day be owners, too.

Frank and Brenda Bale, owners since 1990



The Flagg family

*We took a couples vacation to Cancun and came home timeshare owners at the Royal Sands*



The Longo family

*Resort. At first I thought we were nuts and what were we doing? The following two years we brought back our three kids and other families. The whole family loves being there, and we enjoy spending family time together. Since then, Lee County (Florida) changed the school dates, which affected our vacation plans. It is not easy for us to switch our week because the Sands is now sold out. We do plan on using our timeshare to travel to different places, but for now Cancun feels like our second home.*

Reed and Cindy Longo, owners since 2005

*They saw, they bought, they enjoy.*