

# *Banff Rocky Mountain Resort*

## **RESALE INFORMATION GUIDE**

In response to your request for resale and rental information, we have compiled a list of some of the companies that are available to handle these situations. **It is important that our owners understand that in no way is there any affiliation between your Resort Program and the companies mentioned.** When dealing with the various companies that offer these particular services, we recommend that you take the time required to investigate the company prior to placing your unit or club membership with them. Some things to be wary of are:

High Up-front Fees:

It has been the case that some rental and resale companies require up-front deposits. If this is requested of you, it is important that you receive written confirmation of the request and detailed information regarding what they are able to do for you.

- How do they market listings?
- Will they undertake the necessary paperwork involved in completing a sale?
- How are the sale proceeds disbursed and what commissions are involved?
- Etc....

Company History:

- How long has the company been in business?
- Is there any promotional material available?
- Are they members of any business or related industry associations?
- Check their status with the BBB

*Do not give out too much personal information about yourself or your program.*

*Be wary of companies 'claiming' that for a fee they will cancel your program/account.*

As a courtesy to our owners and members, we provide the following list of known resale/rental companies, but in no way do we guarantee any success or accept any responsibility for their business practices. **Be sure to take the time to investigate the different policies, including any upfront fees and commissions, of the following companies.** If you have access to the Internet you may also search the key words Timeshare Sales for additional companies and information.

[www.tug2.net](http://www.tug2.net)

Ebay Websites

[www.redweek.com](http://www.redweek.com)

**Newspapers, classifieds**

[www.myresortnetwork.com](http://www.myresortnetwork.com)

Kijiji Websites

[www.sellmytimesharenow.com](http://www.sellmytimesharenow.com)

**Royal Lepage Rockies West Realty Ltd.**

c/o Eric Redeker  
230 Laurier Street  
Invermere, BC V0A 1K0  
Phone: 250-342-2002 Fax: 250-342-5559  
E-mail: [sold@lworkforU.com](mailto:sold@lworkforU.com)  
Websites: [www.lworkforU.com](http://www.lworkforU.com)  
[www.RockiesWest.com](http://www.RockiesWest.com)  
[www.TimeshareCanada.com](http://www.TimeshareCanada.com)

**Timeshares in Canada**

F.G. (Gord) Schaeffer Mgr.  
#106 – 2900 Abbott Street  
Kelowna, BC V1Y 1G6  
Phone: 250-862-2223 Fax: 250-862-2666  
E-mail: [timesharesincanada@shaw.ca](mailto:timesharesincanada@shaw.ca)  
Website: [www.timesharesincanada.com](http://www.timesharesincanada.com)

There are many different ways of selling your vacation package. Here are a few ideas to help you.

## **PRIVATE SALE**

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We have noticed that the greatest resale success comes from private advertising. This can be done in many ways, but here are the two most popular.

1. "Word of Mouth" can be very useful, for example, via friends, family and co-workers. Just by talking enthusiastically you may find someone who would be interested in taking it over. Telling of treasured holiday memories can inspire. A visit to your home resort may give you that very inspiration.
2. Many people choose to advertise in major newspapers, bargain finders and billboards. In the classified section there is usually a column called "Resort Properties" or "Vacation Destinations" where you can place your ad.
3. Utilize the "World-Wide-Web". Some people will also find various websites that they may post their program for sale.

People have been very creative in how they advertise. In the past, they have not only given exciting descriptions of their package but have also offered incentives. Incentives could be giving the prospective buyer the prepaid week at the resort at no charge or for a minimal rate to cover maintenance fees, or including any week(s) that may have been banked with an exchange company.

To help you in writing your advertisement, we have included some samples of how other owners have shown their packages off to their best advantage.

### **Banff Rocky Mountain Resort**

- Beautiful 2 bedroom summer timeshare. Sleeps 6 people. Pool, hot tub, tennis and many other exciting indoor facilities. Wonderful package -- too many extras to list. Call for details: (403) 555-1234

Bear in mind that greater exposure through increased advertising can only speed your way towards your desired result.

## **RESALE COMPANIES**

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Another option would be to list your timeshare with a resale company and let them do the selling for you. On this note, we feel we must give you words of warning – There are numerous companies who will list your package. Many of them will charge an upfront fee (usually between \$350.00 and \$500.00US). We ask that you *be cautious* when dealing with these companies, and we recommend trying to find a company which does not have high up front fees.

For some excellent advice regarding choosing a resale company, we highly recommend the following website: [www.arda.org](http://www.arda.org) and search for Resales.

## **We recommend the following steps in completing the transfer documents.**

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- 1). The Maintenance/Use Fees and/or Assessments must be current and up to date before the transfer of ownership can be completed.
- 2). Either the Transfer form attached OR the Transfer Form on the back-side of the Original Certificate of ownership is to be completed by both the Transferor/Seller (Old owner) and the Transferee/Buyer (new owner) must be filled in, signed and sent to our office.
- 3). A Witness needs to be present for both parties when documents are being signed and filled out. The Witness can be a personal friend, Doctor, etc. Someone who has known the Transferor / Transferee for at least ten years or more. The Witness can also be a Representative of Banff Rocky Mountain Resort/Royal Host or you may have a Notary or a Lawyer witness signatures. The Witness must Sign and Date the Transfer Form.
- 4). The new owner is to complete the "Transfer of Ownership – The New Buyer (s) information" form. **This form must be returned with the Transfer Form to our Corporate office.**
- 5). A mandatory **\$175.00CDN + 5% GST** (total: \$183.75 CDN) Transfer fee is required. We accept payment by credit card, Visa, MasterCard, Amex, or payment by Cheque or Money Order. If you are sending a Cheque / Money order, please make payable to Banff Rocky Mountain Resort. **In the case of Death, no transfer fee is required however; a copy of the Death Certificate is necessary.**
- 6) We require a clear photocopy of the Driver's License for all of the Transferee/Buyer (new owner). Transfer cannot be in the name of a Corporation.
- 7). In the case of a legal Separation or Divorce, a copy of the Divorce settlement is required. **(Only the section that pertains to the Vacation Ownership and whom the new possessor is).** If for any reason, there is **No** settlement agreement, a hand written letter can be drafted and signed by both parties and notarized by a Notary. **In the case of legal Separation or Divorce there is no transfer fee required if the contract remains in one of the original names.**
- 8). All original documents must be returned to the attention of  
Banff Rocky Mountain Customer Service  
Attn : Marla Lawlor  
103 – 808 – 42<sup>nd</sup> Ave SE  
Calgary, AB  
T2G 1Y9

# TRANSFER

Acct. \_\_\_\_\_

I/We \_\_\_\_\_ for good and valuable consideration received by us from \_\_\_\_\_ **Seller(s)** do hereby transfer to the said \_\_\_\_\_ **Buyer(s)** license standing in our name in the register of \_\_\_\_\_ **Buyer(s)** to hold unto the said \_\_\_\_\_ **Resort** his executors, administrators and assigns, subject to the several conditions on which we held the same at the time of execution hereof; and we, The said \_\_\_\_\_ **Seller(s)** do hereby consent that our name remain on the register of the said Company until such time as the said Company may enter the transferee's name thereon; and we, the said \_\_\_\_\_ **Buyer(s)** do hereby agree to take the said Certificate subject to the same conditions.

As witness our hand

Signed by the said on the \_\_\_\_\_  
Day of \_\_\_\_\_ 20 \_\_\_\_\_  
\_\_\_\_\_ **Seller**

In the presence of: \_\_\_\_\_  
\_\_\_\_\_ **Witness**

Signed by the said on the \_\_\_\_\_  
Day of \_\_\_\_\_ 20 \_\_\_\_\_  
\_\_\_\_\_ **Buyer**

In the presence of \_\_\_\_\_  
\_\_\_\_\_ **Witness**

## Company Record

Presented to me for transfer this \_\_\_\_\_ Day of \_\_\_\_\_ 20 \_\_\_\_\_

\_\_\_\_\_  
Secretary

Transfer approved this \_\_\_\_\_ Day \_\_\_\_\_ of 20 \_\_\_\_\_

\_\_\_\_\_  
Secretary

**Transfer of Ownership - The New Buyer(s) information.**

Please complete in detail, all information required for future correspondence.

\*\* Membership cannot be in the name of a Corporation.

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Name: \_\_\_\_\_  
Surname Given name

Name: \_\_\_\_\_  
Surname Given name

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**Mailing Address**

Apt. # / House # / Street: \_\_\_\_\_

City: \_\_\_\_\_ Province / State: \_\_\_\_\_

Postal / Zip Code: \_\_\_\_\_ Country: \_\_\_\_\_

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Home Phone: (\_\_\_\_\_) \_\_\_\_\_ Email Address: \_\_\_\_\_  
Area Code

Business Phone: (\_\_\_\_\_) \_\_\_\_\_ for \_\_\_\_\_  
Area Code (Name)

Business Phone: (\_\_\_\_\_) \_\_\_\_\_ for \_\_\_\_\_  
Area Code (Name)

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*The Assignee(s)/Buyer covenant and agree to abide by all the terms and conditions of the Prepaid Vacation Agreement / Articles of the Banff Rocky Mountain Resort.*