Points Owner Webinar: Marriott Vacation Club Destinations Exchange Program

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MARRIOTT VACATION CLUB®

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We Will Review



1. VACATION PLANNING RESOURCES

2. THE BASICS

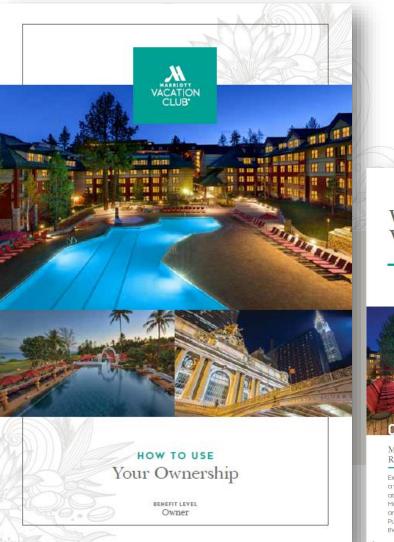
- 1. Owner Benefit levels
- 2. Use Year
- 3. Vacation Club Points
 - Banking
 - Borrowing
 - Transferring

3. PLANNING VACATIONS:

- Marriott Vacation Club® Properties
- 2. Explorer Collection
- 3. Exchange Partner Resorts
- 4. Marriott Bonvoy™

Vacation Planning Resources

Welcome Packet



Welcome *to* Vacation Greatness[™]



Marriott Vacation Club Resorts

Experience the difference a villa vacation can make at any of more than 50 Marriott Vacation Club resorts and Marriott Vacation Club Pulse properties throughout the world. Marriott Rewards[®]

Trade your Vacation Club Points for Marriott Rewards points and stay at thousands of Marriott hotels worldwide. Explorer

Collection Enjoy exceptional travel apportunities and one-ofa-kind adventures, including

cruises, guided tours, safaris,

rafting, mountain biking

and more.

evolve with you. As your needs, family and preferences change over time, so will your definition of the "ideal" vacation. And we will be there to meet you with a diverse offering of high-quality experiences around the world.

The Marriott Vacation Club Destinations' Program is designed to

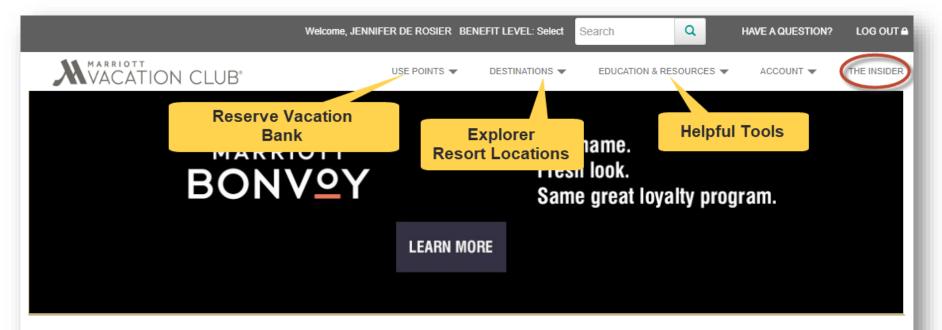
This guide is created to help Owners learn about their options and the vacations available to them. As part of the Marriott Vacation Club Destinations Program, you can use your Vacation Club Points for a variety of experiences within four flexible vacation options:



Exchange Partner Resorts

Through our external exchange provider, Interval International, you have access to 7-night stays at thousands of resorts around the world.

MarriottVacationClub.com



Jennifer De rosier

Welcome to MarriottVacationClub.com for Owners!

Your redesigned website makes vacation planning and managing your ownership more convenient.

Now, you can book, pay fees or loans, manage referrals, and more from your phone, tablet, or computer.

Find information quickly with the new search feature.

Access Owner education information and tools in one location.

Learn more by taking a few moments to preview the site via the tutorial.

Managing Your Ownership

Vacation Club Portfolio

New Opportunities with Enrollment

Maintenance Fee/Club Dues

Owner monnation

Partners & Specials



Marriott Bonvoy[™] Points Balance Owner Benefits

- Vacation Protection
- Owner Events NEW!

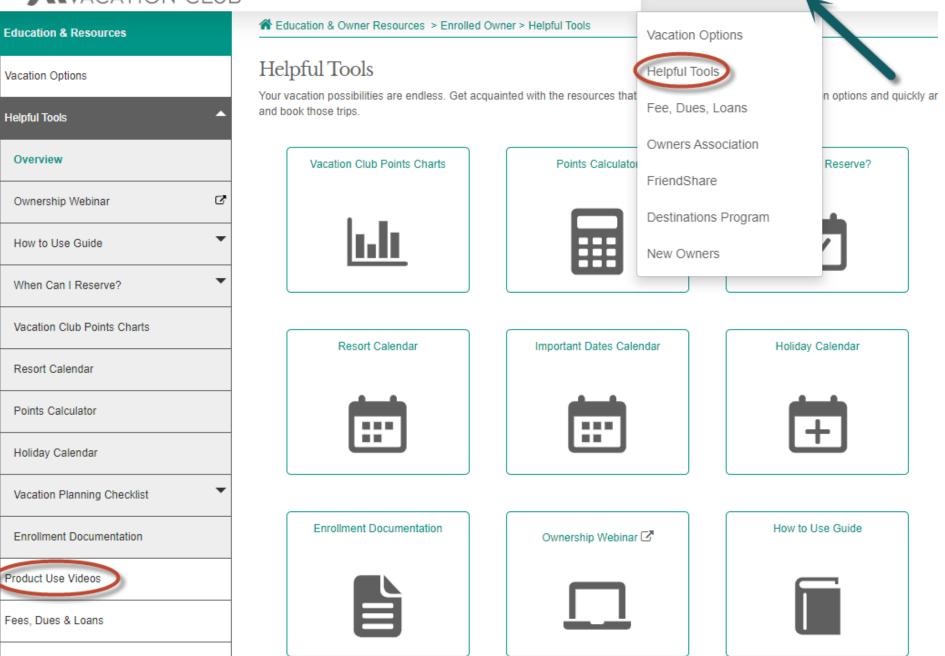
	MARRIOTT	
Л	VACATION	CLUB®

USE WEEK(S) 🔻 USE POINTS 🔻

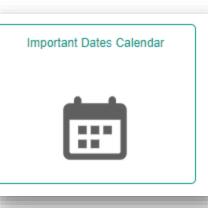
DESTINATIONS 🔻

EDUCATION & RESOURCES 🔻

ACCOUNT -



Owners Association

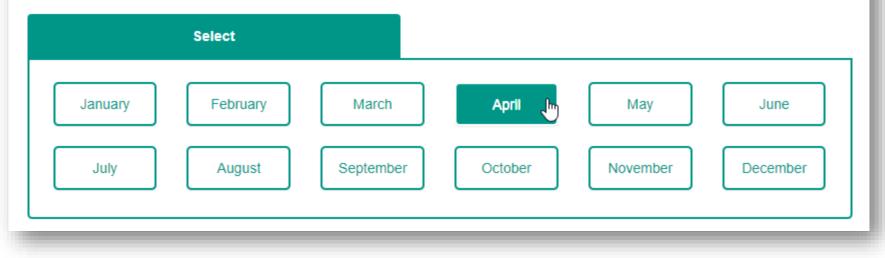


Important Dates Calendar

To get the most out of your ownership, you'll want to know key dates such as when you can book and take vacations, when you can bank Vacation Club Points and more.

To see all your key usage dates at a glance, choose the calendar below with the month that your Use Year starts. If you don't know it, you can <u>find your Use</u> <u>Year here</u>.

After you choose the correct calendar, you can download it to your computer and print it out for easy reference — then you'll always know when to act depending on the usage option you choose each year.



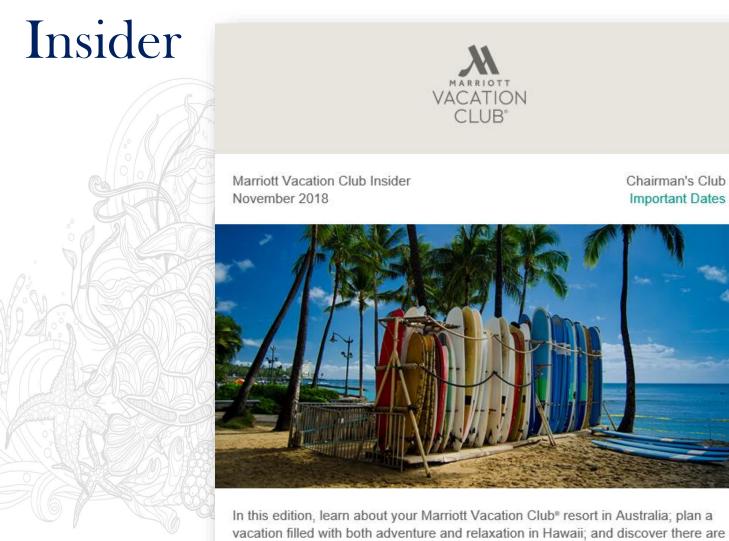
Points Owner VACATION Important Dates Calendar SELECT BENEFIT LEVEL Example 2019 - 2020MAR FEB MAY Use Year: Apr 1 - Mar 51 Bank Apr 1 - Sep 30 Trade: Apr 1 - Jun 30 Use Year This is the 12-month period when you can use each year's distribution of Vacation Club Points. Your annual distribution of Vacation Club Points is replenished each year. Your Use Year begins on the first day of the month following the month you closed on your purchase of Vacation Club Points." * If you are an Enrolled Owner, your Use Year is the calendar year (January 1 - December 31).

Bank Vacation Club Points

- You can bank Vacation Club Points into a subsequent Use Year from the start of your current Use Year until six months prior to the end of your current Use Year.
- · Use your banked Vacation Club Points within the following two Use Years.

Trade for Marriott Bonvoy Points*

- You can trade Vacation Club Points for Marriott Bonvoy[®] points to use for complimentary nights at more than 6,900 hotels worldwide.
- The time frame to trade is 25 months prior to the beginning of your Use Year until three months after the beginning of your Use Year. Once you trade your Vacation Club Points, you will receive your Marriott Bonvoy points within 48 business hours.
- Each Vacation Club Point can be traded for 40 Marriott Bonvoy points. After you trade an initial 250 Vacation Club Points, you can then trade additional Vacation Club Points in increments of five.
- You may trade up to 50% of your annual Vacation Club Points for Marriott Bonvoy points.
- * Only Vacation Club Points acquired from the purchase of Beneficial Interests in the Marriott Vacation Club Destinations Trust may be traded for Marriott Bonvoy points. Enrolled Owners may trade eligible week(s) for Marriott Bonvoy points by December 31st of the prior year.



more than theme parks to enjoy in Orlando.

FIND ADVENTURE

Insider Magazine



Insider – November 2018 More Articles -





Vacation Ownership Advisors

Mondays through Fridays 9 a.m. to 8 p.m. Saturdays 9 a.m. to 5 p.m. Eastern Time

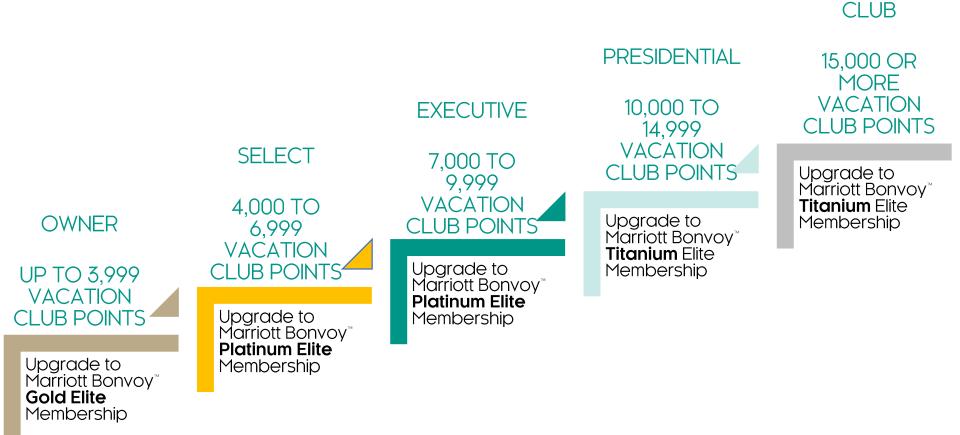
> (888) MVCI-VOA (888) 682-4862

The Basics: Owner Benefit Levels, Use Year, and Managing Vacation Club Points

Owner Benefit Levels

Determined by number of Vacation Club Points owned or enrolled

E.O.Y. weeks are counted at 50% annually



CHAIRMAN'S

More flexibility, benefits, and discounts

Use Year

Begins on the anniversary of your closing

Period of time when you may use each years' Vacation Club Points for vacations

FOR EXAMPLE

If your closing occurred in April

APRIL

SUN	MON	TUE	WED	THU	FRI	SAT
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

USE YEAR

Your Use Year would begin in May and end April 30 of the following year

MAY	SEPTEMBER	JANUARY
SUN MON THE WED THU FRI SAT 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	SUN MON TUE WED THU FRI SAT 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30	NON THE WED THU FRI SAT 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 93 03 31 31 31 32
JUNE	OCTOBER	FEBRUARY
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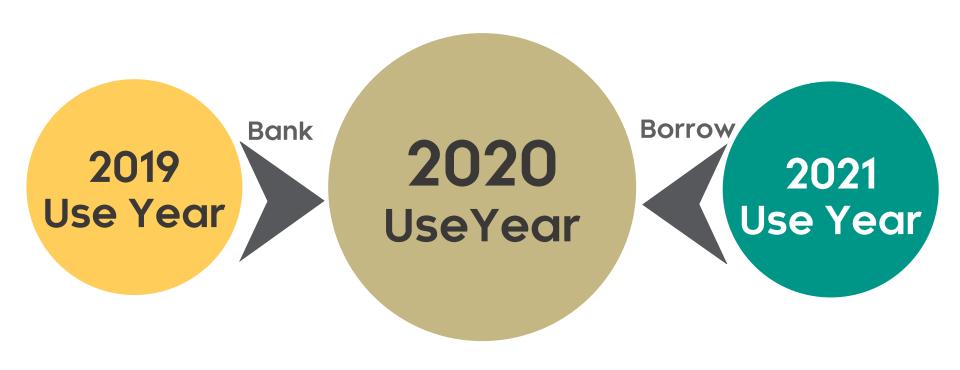
Banking Vacation Club Points

CURRENT YEAR'S VACATION CLUB POINTS SUBSEQUENT USE YEAR					
BENEFIT LEVEL	BANK DEADLINE	USE BANKED POINTS			
Owner Select	6 months prior to end of Current Year	Within following Use			
Executive	4 months prior to end of Current Year	Year			
Presidential	4 months prior to end of Current Year	Following 1.5 Use Years			
Chairman's Club	4 months prior to end of Current Year	Following 2 Use Years			

Borrow Vacation Club Points



Combine Vacation Club Points



Owners may transfer Vacation Club Points to another Points or Enrolled Owner

Vacation Club Points retain Use Year of the Owner who transfers them

Marriott Vacation Club Resorts and Properties

Marriott Vacation Club Resorts



Features and amenities listed above vary according to resort location

MORE THAN 50 MARRIOTT VACATION CLUB RESORTS

- Studios to three bedroom villas
- Many with kitchens



In the heart of it all.

MARRIOTT VACATION CLUB DU SC



NEW YORK CITY SAN DIEGO SAN FRANCISCO SOUTH BEACH WASHINGTON, D.C. BOSTON





Unique extension of Marriott Vacation Club®

Vibrant cities

Hotel rooms and suites

Developer's conceptual rendering. Features and furnishings are subject to change.



Luxury Properties



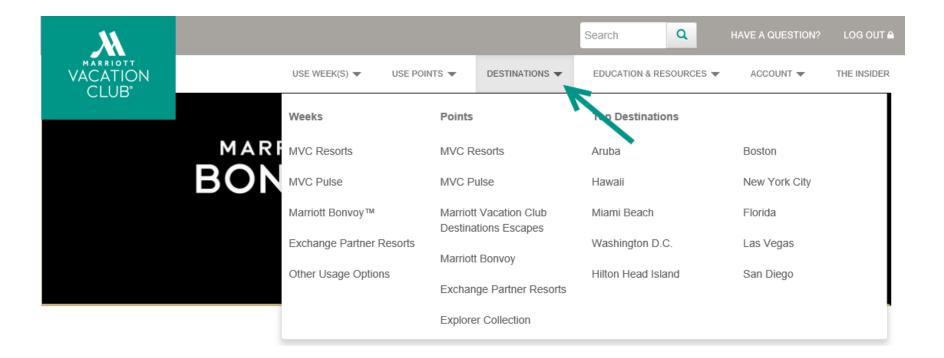
*Residence size and amenities vary by location.

Currently includes five Ritz-Carlton Club Resorts

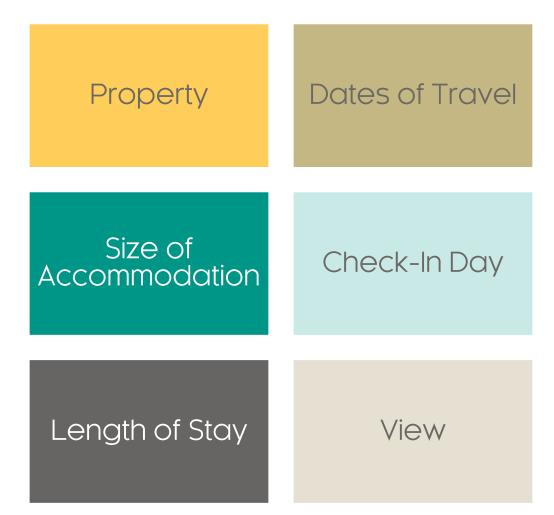
Featuring 1, 2, 3, and 4 bedroom luxury residences^{*}

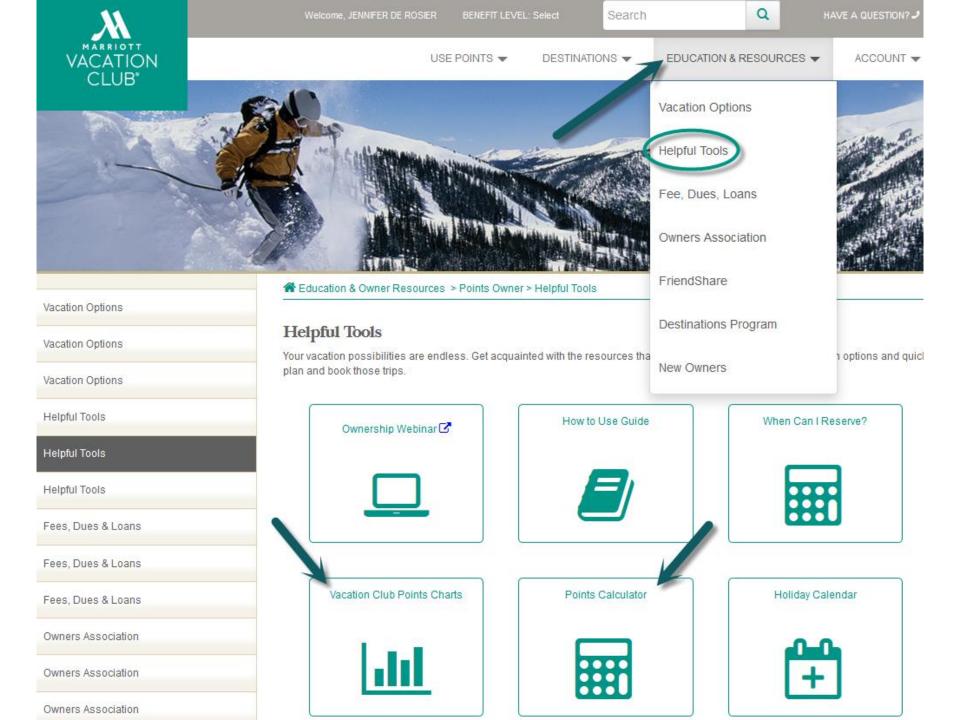


MarriottVacationClub.com



Number of Vacation Club Points Determined by:





ASIA-PACIFIC

MARRIOTT VACATION CLUB'

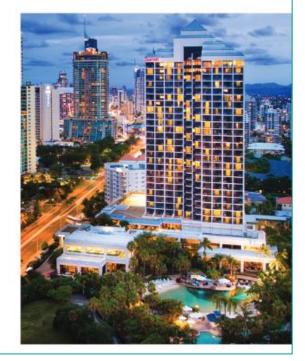
UNIT TYPE LEGEND

CV City View LV L

LV Lagoon View

Gold Coast, Australia MARRIOTT VACATION CLUB' AT SURFERS PARADISE'

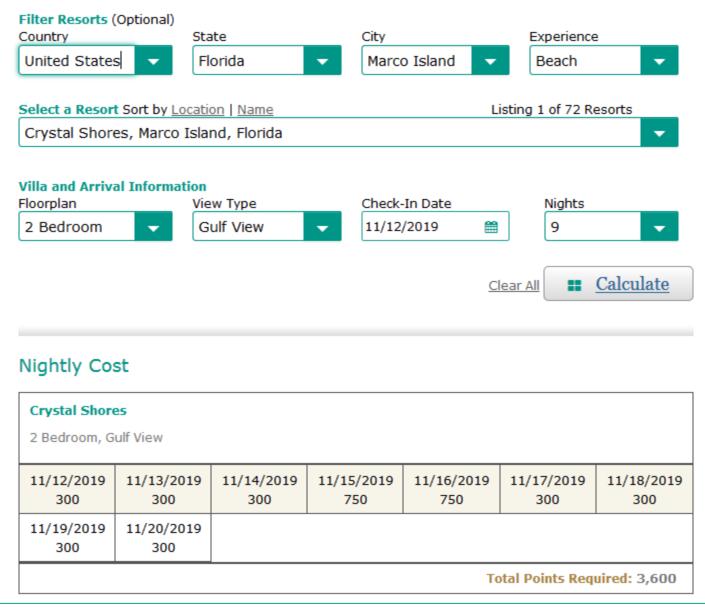
	1.000	UNIT TYPE						
2019	DAY'	STUDIO 1		1 80	1 BDRM		2 BDRM	
		C۷	LV	C۷	LV	CV	LV	
Jan 4 - Jan 31	Fri – Sat	520	560	740	825	1,200	1,325	
Jul 5 - Jul 11 Sep 20 - Oct 10	Sun – Thu	320	350	460	495	730	790	
Oct 18 - Oct 24	Full Week	2,640	2,870	3,780	4,125	6,050	6,600	
Feb1-Feb28	Fri – Sat	370	400	560	670	875	1,025	
Aug 2 - Sep 19 Oct 11 - Oct 17	Sun – Thu	230	250	340	410	540	620	
Oct 25 - Dec 19	Full Week	1,890	2,050	2,820	3,390	4,450	5,150	
	Fri – Sat	270	290	380	420	620	675	
Mar 1 – Apr 18 Apr 26 – Jul 4	Sun – Thu	170	180	240	260	385	415	
Jul 12 - Aug 1	Full Week	1,390	1,480	1,960	2,140	3,165	3,425	
	Fri – Sat	520	560	740	825	1,200	1,325	
Apr 19 - Apr 25	Sun – Thu	320	350	460	495	730	790	
	Full Week	2,640	2,870	3,780	4,125	6,050	6,600	
	Fri – Sat	520	560	740	825	1,200	1,325	
Dec 20 - Dec 26	Sun – Thu	320	350	460	495	730	790	
	Full Week	2,640	2,870	3,780	4,125	6,050	6,600	
	Fri – Sat	520	560	740	825	1,200	1,325	
Dec 27 - Jan 2 ¹	Sun – Thu	320	350	460	495	730	790	
	Full Week	2,640	2,870	3,780	4,125	6,050	6,600	



Marriott Vacations Worldwide Confidential and Proprietary Information

Marriott Vacation Club Points Calculator

The Marriott Club Destinations™ Exchange Program is all about choice. With Vacation Club Points, you have access to any of our 72 resort properties.



Reservation Timeframes

Marriott Vacation Club Resorts and Marriott Vacation Club Pulse Properties*

BENEFIT LEVEL	13 MONTHS PRIOR	12 MONTHS PRIOR	10 MONTHS PRIOR
	TO CHECK-IN	TO CHECK-IN	TO CHECK-IN
	TUESDAYS 9 A.M. ET	FRIDAYS 9 A.M. ET	TUESDAYS 9 A.M. ET
Owners	7 or more nights	7 or more nights	1 or more nights
	When using a	And Waitlist	And Waitlist
	Points Premium	Available for 7	Available for 1
Select	7 or more nights	Or more nights	Or more nights
Executive Presidential Chairman's Club	1 or more nights	Waitlist available f	or 1 or more nights

*Includes The Ritz-Carlton Club, Vail

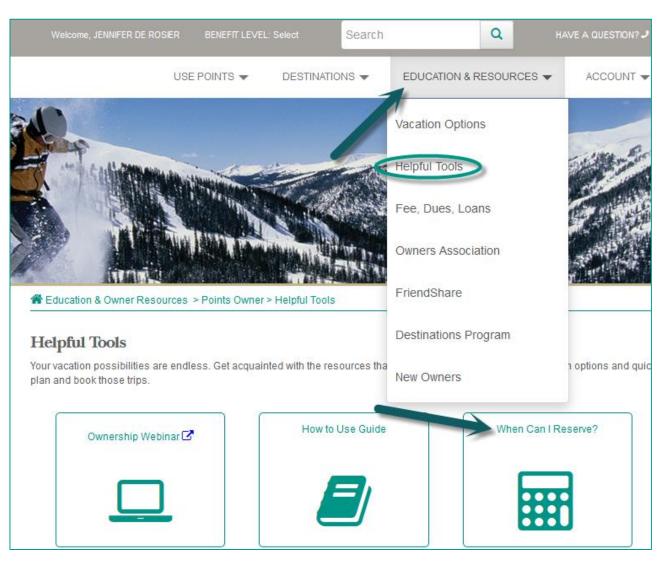
Luxury Property**

BENEFIT LEVEL	13 MONTHS PRIOR TO CHECK-IN TUESDAYS 9 A.M. ET	6 MONTHS PRIOR TO CHECK-IN TUESDAYS 9 A.M. ET
Owners Select		1 or more nights † Waitlist Available for 1 Or more nights †
Executive Presidential Chairman's Club	1 or more nights†	Waitlist Available for 1 Or more nights †

** Includes The Ritz-Carlton Club in Lake Tahoe, San Francisco, Aspen Highlands and St. Thomas.

† The Ritz-Carlton Club, St. Thomas has a 3-night minimum stay requirement.

MarriottVacationClub.com



Inventory Calendars

Select Your Desired Arrival Date

Use the arrow buttons to advance to the month of your anticipated arrival date or, alternatively, select the month and year of your arrival date from the menu at the top of the calendar.

Your selected check-in date:

02/12/2020

Enter your vacation check-in date

First Day to Call In

13-Month Window

Owner | Seven nights or more (with 20% additional Vacation Club Points) Select | Seven nights or more Executive, Presidential or Chairman's Club | One night or more

Tuesday, January 15, 2019

12-Month Window

Owner | Seven nights or more Select | Seven nights or more Executive, Presidential or Chairman's Club | One night or more

Friday, February 15, 2019

10-Month Window

Owner | One night or more Select | One night or more Executive, Presidential or Chairman's Club | One night or more

Tuesday, April 16, 2019

6-Month Window

Owner | One night or more at Ritz Carlton Resorts (excluding The Ritz-Carlton Club, Vail)

Tuesday, August 13, 2019

60-Day Window

Vacation Club Points in a Holding Account may be used for vacation booked within 60 days of check-in

Saturday, December 14, 2019

Cancel Policy

BENEFIT LEVEL	RESERVATION	CANCEL RESERVATION 61 DAYS OR MORE PRIOR TO CHECK-IN	CANCEL RESERVATION 60 DAYS TO 1 DAY PRIOR TO CHECK-IN	
All Benefit Levels	Marriott Vacation Club Resorts and Properties and Luxury Properties	Vacation Club Points returned to Owners' Account	Vacation Club Points returned in a Holding Account	
Owners	Reservation made using a Points Premium	Points Premium Returned in Holding Account	Points Premium Forfeited	
		ALSO		
Owners Select	Reservation for 7 or more nights reserved prior to 10-month window	months or check-in Difference in number of Vacation Club Points		

Vacation Club Points in a Holding Account



Use to confirm another reservation within 60 days of arrival

Must be used by the end of current Use Year

Marriott Vacation Club Destinations Escapes



Reserve within 60 Days: Sample Vacation Club Points Required*

Villa Size	3 Nights	4 Nights	7 Nights
Studio	180	240	420
1Bedroom	360	480	840
2 Bedroom	540	720	1,260
3 Bedroom	720	960	1,680

Learn about current offerings on MariottVacationClub.com and reserve by calling Owner Services.*Vacation Club Points amounts are subject to change.

Explorer Collection

MarriottVacationClub.com

Ж	Welcome, JENNIFER DE ROSIER		Search		Q	HAVE A QUESTION? 🤳
VACATION CLUB*	USE WEEK(S) 🔻 USE	E POINTS 🔻	DESTINATION	S 🔻 EDU	JCATION & R	ESOURCES V ACCOUNT V
	Weeks	Points		Тор ь इ	tinations	
45	MVC Resorts	MVC Reso	orts	Aruba		Boston
2 stop	MVC Pulse	MVC Pulse	e	Hawaii		New York City
	Marriott Rewards	Marriott V Club Dest		Miami Bea	ach	Florida
	Exchange Partner Resorts	Escapes		Washington D.C.		Las Vegas
Weeks Options	Other Usage	Marriott R	riott Rewards Hilto		ad Island	San Diego
Marriott Vacation Club	Options	_				
Marriott Rewards		Explorer	Collection			



Cruises

Vacation Tours



Rafting

Hotels and Luxury Residences

Culinary Tours

Flights

Travel Protection

Resort Credit

Adventure Travel*

*Available to Owners at the Executive benefit level and higher.

Vacation Homes*

*Vacation homes through our partnership with Villas of Distinction are available to Owners at the Executive benefit level and higher. *THIRD home vacation rentals are available to Owners at the Presidential benefit level and higher.

Premier Events*

*Available to Owners at the Executive benefit level and higher.

Contact Owner Services to confirm your Explorer Collection vacation

Exchange Partner Resorts

Interval International



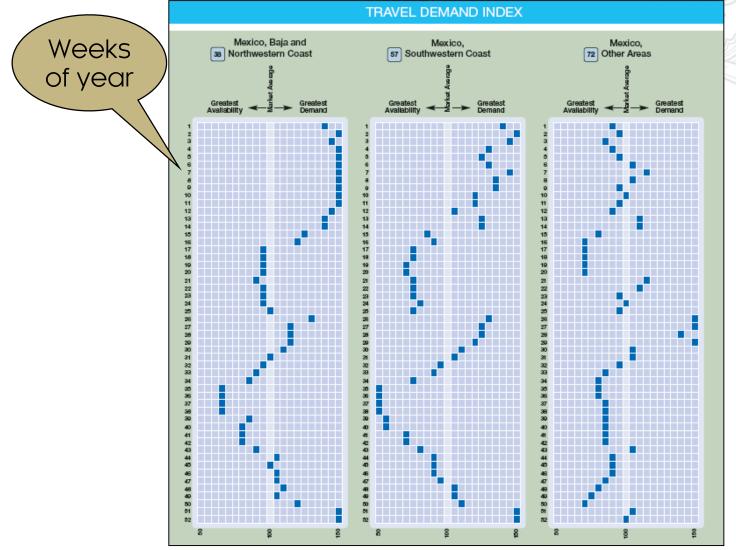
Travel virtually anywhere



Number of Vacation Club Points:

- Resort Destination
- Villa Size
- Dates Requested

Interval International Travel Demand Indexes



Marriott Vacations Worldwide Confidential and Proprietary Information

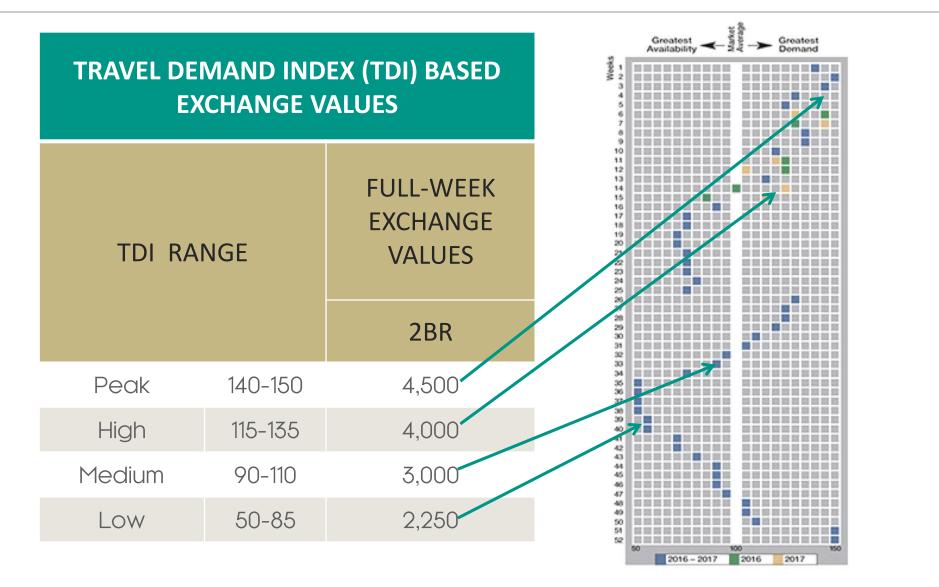
Number of Vacation Club Points

		_ 11	
		_ 1	
		_ 11	
		_ 11	
		_ 1	
		_ 11	

TRAVEL DEMAND INDEX-BASED EXCHANGE VALUES FOR FULL WEEK VACATION

TDI R	ange	Studio	1-Bedroom	2-Bedroom	3-Bedroom	4-Bedroom
Peak	140-150	2,250	3,000	4,500	6,000	7,000
High	115-135	1,750	2,750	4,000	5,000	6,000
Medium	90-110	1,500	2,250	3,000	4,000	5,000
Low	50-85	1,000	1,500	2,250	3,000	4,000

Vacation Club Points Example



Contact your Vacation Ownership Advisor Team or visit IntervalWorld.com

An 1

Trading for Marriott Bonvoy[™] Points

Fiji Marriott Resort Momi Bay

MARRIOTT BONV<u></u>Y

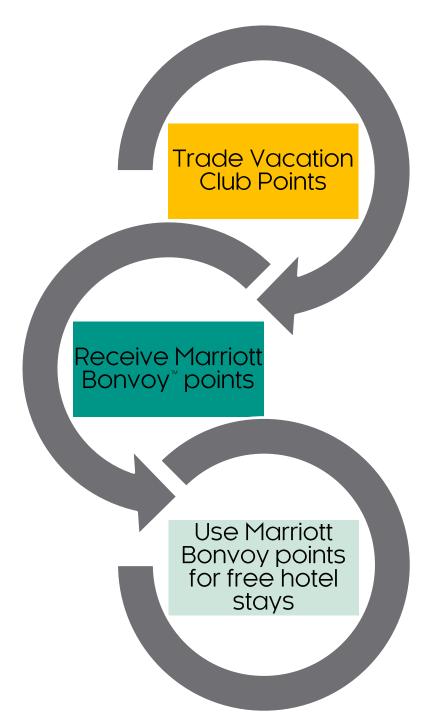
New name. Fresh look. Same great loyalty program.

Award Winning Customer Loyalty Program

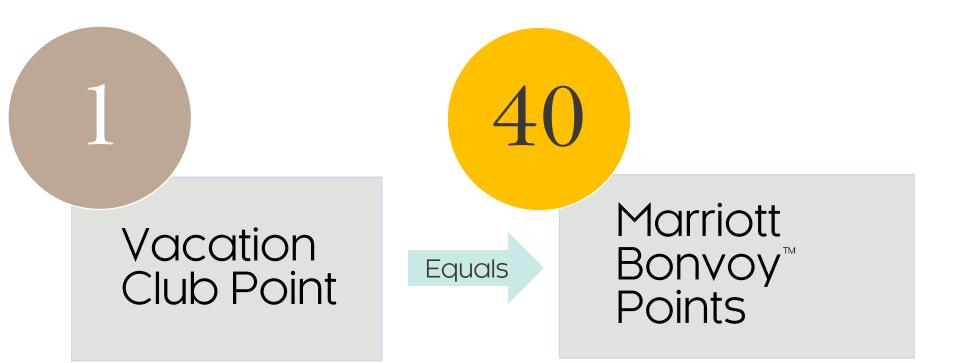
Elite Level Upgrades for Points Owners

6,900+ Hotels 30 Brands 130 Countries







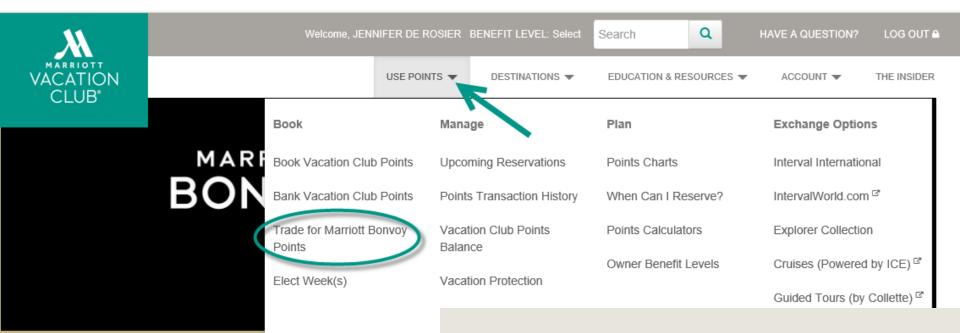


^{*}Only Vacation Club Points from the purchase of beneficial interests in the Marriott Vacation Club Destinations Ownership program Trust may be traded for Marriott Bonvoy points. Vacation Club Points from weeks enrolled in the Marriott Vacation Club Destinations Exchange program may not be traded for Marriott Bonvoy points.

Trading Details

OWNER BENEFIT LEVEL	AMOUNT WHICH MAY BE TRADED*	TIMEFRAME FOR TRADING
Owners and Select	50%	From 25 months prior to the
Executive and Presidential	65%	beginning of your Use Year until 3
Chairman's Club	75%	months after the beginning of your Use Year

MarriottVacationClub.com



Trades must always be made in initial increment of 250 Vacation Club Points, and then by increments of 5

Thank you for your participation





Recap



1. VACATION PLANNING RESOURCES

2. THE BASICS

- 1. Owner Benefit levels
- 2. Use Year
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3. PLANNING VACATIONS:

- Marriott Vacation Club Properties
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- 4. Marriott Bonvoy™

Call your Vacation Ownership Advisor team with additional questions

Available Monday through Friday from 9 a.m. to 8 p.m. Eastern Time Saturday from 9 a.m. until 5 p.m. Eastern Time

888-MVCI-VOA

(888-682-4862)

Legal Disclaimers

MARRIOTT VACATION CLUB RESORTS:

The Marriott Vacation Club Resorts are comprised of timeshare interests owned by the MVC Trust and available for usage through the Marriott Vacation Club Destinations timeshare plan and timeshare interests available for usage through the MVC Exchange Company; please see the applicable Marriott Vacation Club Destinations Exchange Program Documents for more information. Resorts with property that comprise the MVC Trust are described in the documents provided at the time of sale, and more particularly on the exhibit entitled Component Site Chart, which may be revised from time to time. Request for occupancy at resorts with small amounts of property in the MVC Trust, as set forth in the Component Site Chart, will be fulfilled primarily through the Marriott Vacation Club Destinations Exchange Program. As of 04/15/2012, there are currently timeshare interests located at 41 resorts owned by the MVC Trust, and those resorts are designated with the **T** symbol (as of February 26, 2013, this will increase to 43 resorts). As of 04/15/2012, there are currently timeshare interests, with timeshare interests available for exchange through the Marriott Vacation Club Destinations Exchange Program, and those resorts are designated with the **E** symbol. Please see the applicable Marriott Vacation Club Destinations Exchange Program, and those resorts are designated with the **E** symbol. Please see the applicable Marriott Vacation Club Destinations Exchange Program Documents for more information.

EXPLORER COLLECTION:

Access to the Explorer Collection is made available through the Marriott Vacation Club Destinations Exchange Program and is subject to the terms and conditions as outlined in the applicable Marriott Vacation Club[®] Destinations Exchange Program documents. Actual experiences will be provided via contractual arrangements with third party providers and may require the payment of additional fees. The experiences described herein are examples of potential vacation opportunities and are subject to change. Marriott International, Inc., its affiliates, and subsidiaries, make no warranty, express or implied, as to the condition, capacity, performance or any other aspect of the activities, events, or service providers listed herein. No inquiry has been made into the activities or events, or the qualifications or the quality of services offered by the providers. Do not consider this an endorsement of or recommendation for any of the activities, events, or providers.

EXCHANGE PARTNER RESORTS:

Access to resorts and services described as part of the Exchange Partner Resorts is provided via an affiliation with Interval International, Inc. and is subject to Interval International, Inc.'s terms and conditions. Actual participating resorts are subject to change. Participation in the Exchange Partner Resorts may require the payment of additional fees.

MARRIOTT BONVOY":

Access to Marriott Bonvoy is provided via membership in the Marriott Bonvoy program, and is subject to the Marriott Bonvoy Terms & Conditions and the terms and conditions as outlined in the applicable Marriott Vacation Club Destinations Exchange Program documents. Actual participating resorts and hotels are subject to change. The Marriott Bonvoy program may be discontinued at any time.

MDC-10-031P