



Winter 2006

THE SCOTTSDALE CAMELBACK RESORT QUARTERLY NEWSLETTER

Tips for Successful Exchanging

Often times, owners are frustrated with exchanging their intervals. Your success in confirming an exchange is greatly increased if you remember the following tips:

- **TradePower** – TradePower is the determining factor for successful trading. In order to keep your TradePower high remember to deposit your week(s) as early as possible.
- **Flexibility** – This is the key to successful exchanging. Select several dates and several locations. Whenever possible, do not limit your request to a particular property or specific week.
- **Plan Ahead** – You may request an exchange up to one year in advance in most cases. Begin the search early for a region or season. This will keep your trade power high.
- **Acceptable accommodations** – If you own a two bedroom however, a one bedroom or studio unit is acceptable, tell the exchange company; many times this will make the difference.

As an owner of the Scottsdale Camelback Resort you are a member of the Scottsdale Travel Club, the preferred exchange company with our owners. As a member, there is **NO ANNUAL MEMBERSHIP FEE!** This dedicated team will be happy to assist you in fulfilling your exchange requests. *Happy Traveling!*

General Manager Update

We set the bar high in 2005, 2006 will be a challenge, a challenge we have prepared for and are anxious to begin. Revenue management will be the focus this year, maximizing every opportunity to generate revenue through sources other than your assessments. Examples of other sources include food and beverage sales, gift shop sales and diversified advertising to create a stronger demand for the rental program. Simply stated, we will concentrate on ways to generate income other than increasing your maintenance fee. You can actively participate in this program in a variety of ways, for instance instead of going to dinner at the same old place join us for one of our nightly dinner specials. When in need of a special gift for a friend consider the resort for an overnight getaway or a gift certificate for a spa service. Our success is dependent on you; and our success results in lower assessments for you!

RESERVE EXPENDITURES

Villa renovations for A21 through A40 and D1 through D12 have begun. This renovation will include the soft goods including sofa, loveseat, bedspreads, dining room chairs and various other villa décor. This renovation will follow the newly established replacement cycle policy, which extends the renovation cycle from 5 years to 6 years.

Make a date to visit your favorite resort for a day or for the week — I am confident you will be happy you did!

Lori Entwistle

General Manager

SCOTTSDALE CAMELBACK RESORT

6302 East Camelback Road
Scottsdale, AZ 85251
480-947-3300

www.scrhoa.com

2006 Board of Directors

Fred Soufal – *President*
Mary Nance – *V.P./Treasurer*
Ron Hawkins – *V.P./Secretary*
Bernard Blaustein – *Director*
C. Benton Mosley – *Director*

Key Contacts

General Ownership Information Ext. 502
Reservations Ext. 563
Banquets & Catering Ext. 528
Account Information Ext. 509, 511

Vacation & Travel Services (Exchanges)
888-515-3696
www.vacationsandtravel.com

Desert Vacation Realty (Ownership Resales)
800-283-9174
www.desertvacation.com

RCI Gold Crown
800-221-6400

Interval International
800-843-8843

I.C.E.
888-320-4234

ResorTime.Com
877-477-7368