

Exchange Smart

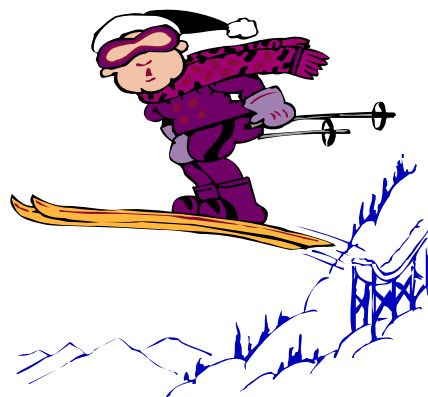
Helpful Information When Choosing an Exchange Company and When Exchanging Your Vacation Week.

As an owner at Scottsdale Camelback Resort (SCR), you have 3 options when it comes to exchanging your interval. The Scottsdale Camelback Resort is affiliated with both major exchange companies, Resort Condominiums International (RCI) and Interval International. The third option is utilizing the Scottsdale Travel Club, which is the resort's own exchange club.

Both RCI and Interval International offer over 2500 resorts worldwide available for exchange. The Scottsdale Travel Club has a wide variety of destinations to choose from, primarily in areas that the majority of SCR owners exchange. (See page 8 for important numbers and websites to view the various resorts that all three exchange companies' offers).

In order to exchange with both RCI and Interval International, you must pay an annual membership fee. If you choose to exchange with the Scottsdale Travel Club, there is **no membership fee**.

Always remember that whenever exchanging your vacation week, the key to successful trading is FLEXIBILITY. When you are looking for possibilities for exchange always be as flexible as possible. *Example:* If you are planning to go to Florida during your children's spring break (a specific week) be flexible with the location, let your exchange counselor know you will take anything on either the east coast or west coast of Florida or the Orlando area. This will expedite your exchange and will improve your opportunity to confirm an exchange.



You're on your way to your next exchange!

Trade Power

Trade Power is most important when exchanging with all three of the exchange companies. Trade Power is what allows the exchange systems to match deposited vacation weeks with requested vacation weeks at the time of deposit.

The Trading Power of your vacation time is a combination of the following factors:

- The supply, demand and usage of resort units at your home resort during the week you own (high demand increases Trading Power).
- The supply, demand and usage of resort units in the region / area in which you own.
- Resort Designation. Each exchange company awards resorts with a designation. RCI awards resorts with Gold Crown, Silver Crown or RCI Hospitality. Interval International awards resorts with their 5 Star rating. Scottsdale Camelback Resort has been awarded both Gold Crown and 5 Star giving you highest in Trade Power for this category.
- The configuration of your unit and its maximum/private occupancy. (larger units increase Trading Power)
- The seasonal designation of the week you own. RCI rates the seasons with Red, White, or Blue with Red Time as the most highly demanded. Scottsdale Camelback Resort's calendar year is entirely Red Time therefore giving you the highest level of Trade Power for this category. Interval International rates their system with the Travel Demand Index. When you place an exchange request or attempt to book any other travel reservations, the Travel Demand Index can serve as a useful guide by demonstrating the historical strength of demand in a given area during each week of the year.
- **To maximize your Trading Power, deposit your vacation as early as possible.**

When Making an Exchange

When you are ready to begin the exchange process, remember the exchange company is much like a bank. You must always deposit into your account before you can make a withdraw.

The Scottsdale Travel Club

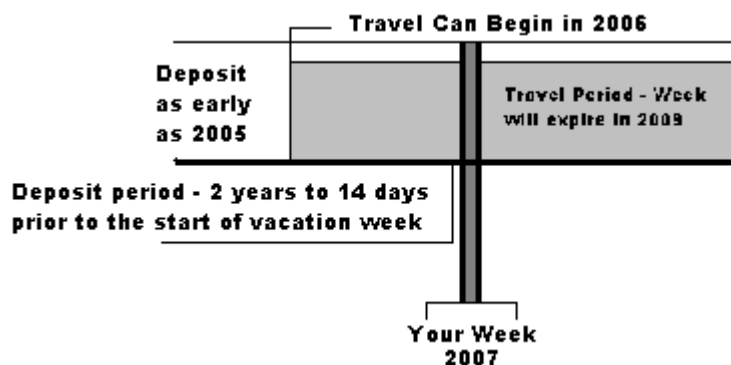
The Scottsdale Travel Club/Vacations and Travel is your exchange company! Created in 1994, the Scottsdale Camelback Resort established a secondary exchange club for you, our owners. After determining where the SCR owners were primarily exchanging, we began working with resorts in these areas creating trade relationships. We found that most owners from SCR were requesting the west coast of the USA, Mexico and Hawaii.

Since then, the Scottsdale Travel Club has grown with top destinations such as Ixtapa, Cabo San Lucas, Cancun, Spain, Portugal, Costa Rica, the Caribbean Islands and more! We also offer all the popular domestic locations – The Hawaiian Islands, San Francisco, Southern California, Orlando, Las Vegas, and hundreds more.

How to Exchange Your Vacation Week:

When using the Scottsdale Travel Club, it is much like using RCI. Our Exchange Coordinator is available Monday thru Friday from 8am to 6pm mountain time.

- **Deposit your Vacation Week:** You may deposit your vacation week 2 years prior to your vacation week. Again, the earlier you deposit your week, the higher Trade Power you will have.
- **Requesting an Exchange:** You may begin travel against your deposited week, one year prior to your week and the week will not expire until two years following your vacation week.



Please note: The Scottsdale Travel Club reserves the right to refuse a deposit if space is not in a high demand period, or within 60 days of the owner's vacation week's start date.

Fees: Because this is your Exchange Club, there is **no annual membership fee**. You will be required to pay an exchange fee at the time your vacation exchange is confirmed. Exchange fees are comparable to the exchange fees charged by both RCI and Interval International.

Internal Exchange: Often times, you may find that you want to stay here at your home resort; however your fixed week dates may not work with your schedule. You may exchange your vacation week with the Scottsdale Travel Club and request Scottsdale Camelback Resort for the dates you need. This is referred to as an Internal Exchange. There is an exchange fee required. When using the Scottsdale Travel Club, availability is greater to fulfill your request.

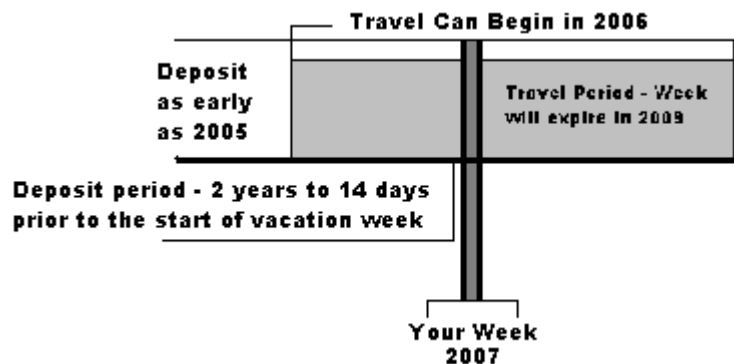
For more information regarding the Scottsdale Travel Club go to www.vacationsandtravel.com



“Welcome to your next Vacation!”

Resort Condominiums International (RCI):

- **Deposit or SPACEBANKING your Vacation Week:**
You may deposit or SPACEBANK your vacation week 2 years prior to the start dates of your Vacation Week.
- **Requesting an Exchange:**
You may begin requesting an exchange 1 year prior to the start of your vacation week you have SPACEBANKED with RCI. Your vacation week will not expire for 2 years following the start date of your vacation week.
- **When Requesting an Exchange:**
Remember to be flexible with your dates, destination or resorts. You may always downgrade your request but not upgrade. If you own a 2 bedroom villa, you can request a 2 bedroom or a 1 bedroom villa. If you own RED time you can request RED, WHITE or BLUE in the destination your desire.



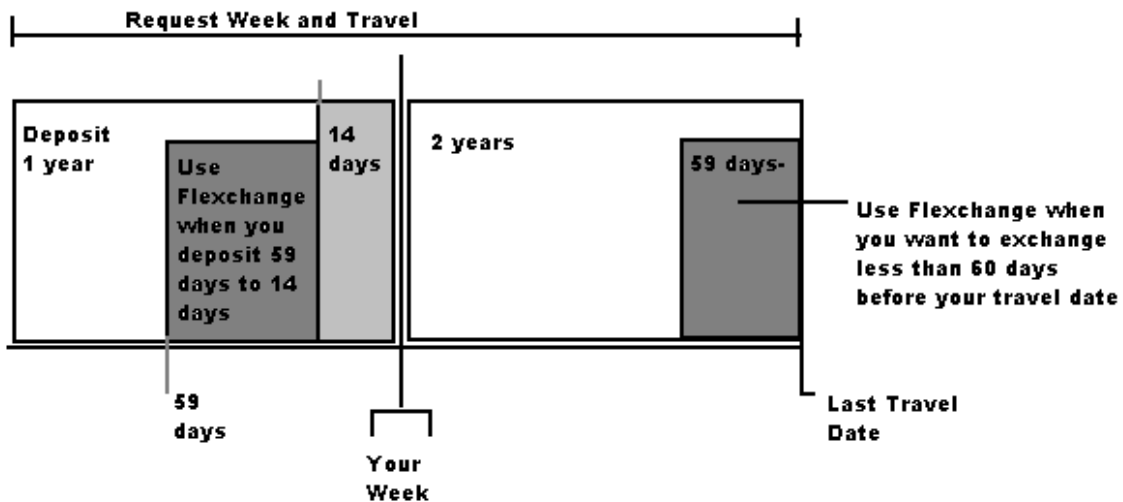
Fees: When becoming a member of RCI, you will be required to pay an **annual membership fee** and an **exchange fee** when placing your request for your trade.

For more information regarding RCI and the benefits of membership go to www.rci.com

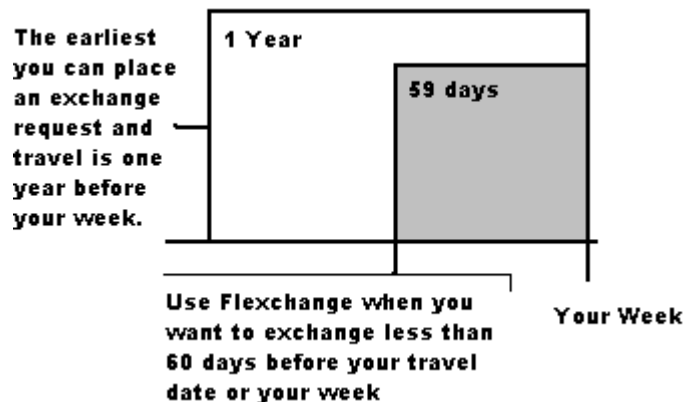
Interval International:

Interval offers two exchange methods when exchanging. Deposit First or Request First.

- **Deposit First** – When you're sure you want a different vacation experience. Once you deposit your week, you give Interval the immediate right to assign it to someone else. You'll have the flexibility of a three-year travel window – exchange from one year before, up to two years after, the first day of your home resort week.

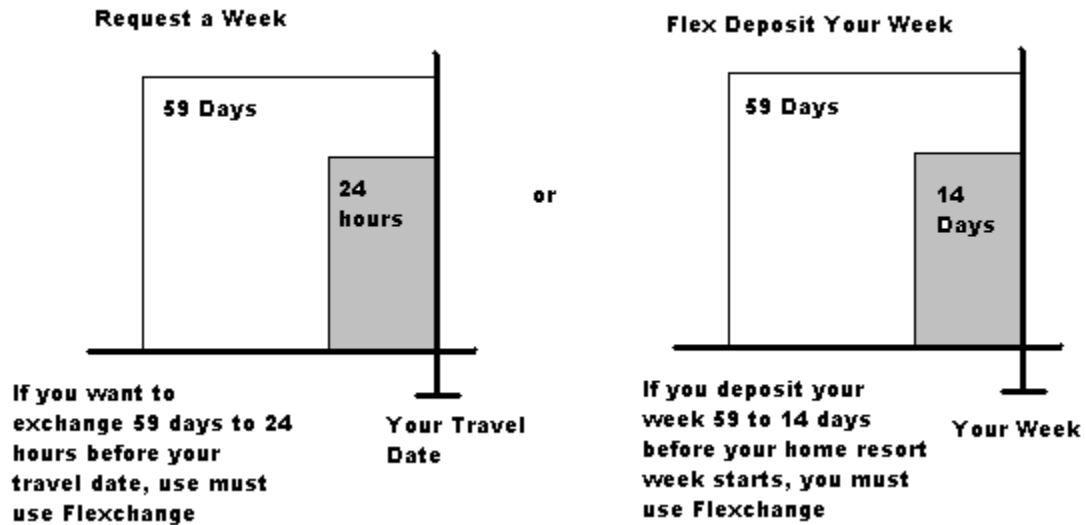


- **Request First:** If you want the security of retaining your home resort week until you receive an exchange confirmation? Use Request First if you're not sure whether you want to visit your home resort or someplace else.



Interval International Cont.

- **Flexchange:** If traveling on short notice, through Flexchange, you can request a vacation exchange from 59 days to 24 hours before check-in. You'll also use Flexchange if you deposit your week 59 to 14 days before your home resort week starts.



Helpful Hint from Interval:

- Any time you request an exchange, you must select a minimum of three different resorts and at least one time period, one resort and three time periods or two resorts and two time periods.

Early Deposit/Early Request Program: With Early Deposit, you can deposit up to two years in advance of your week and place a vacation request and travel from two years after your deposited week. With Early Request, you can place a vacation request and travel from two years before the week you offer in exchange up until the dates of that week.

Fees: When becoming a member of Interval International, you will be required to pay an **annual membership fee** and an **exchange fee** when conducting your trade.

For more information regarding Interval International and the benefits of membership, go to www.intervalworld.com

Important Numbers and Websites:

Scottsdale Travel Club / Vacations and Travel:

- General Information / Deposits and Requests: 888-515-3696
- Website: www.vacationsandtravel.com

Resort Condominiums International (RCI):

- Member Services 800-338-7777
- Website: www.rci.com
- Address: RCI Weeks – PO Box 80229 – Indianapolis, IN 46280-0229

Interval International:

- Membership Services: 800-843-8843
- Exchange Services: 800-828-8200 (Deposits and Requests)
- Customer Support: 888-784-3447
- Website: www.intervalworld.com



“Now pack up the family and enjoy the world of trading!!!”