



## Defender Realty's Resale Corner



### Seller Beware!!

We receive calls on a regular basis from owners and their friends asking us for help. They have been scammed by companies wanting to sell their week or points. The caller asks us questions like: Should they pay someone to take their week off their hands? Or the caller has a buyer that will pay them much more for their week than what they originally paid. Or the caller tells them they can transfer the ownership out of their name for a transaction fee. They give them a credit card over the phone and later find out the week was never transferred out of their name.

We recently received a call from a lady that is a friend of one of our owners. She does not own with us and she said she was in her late 70s. She was asking if we could help her in something she got involved with. Her husband passed away a couple of years ago, and she wanted to get rid of her week at a resort in Georgia. A company called her in 2010 and invited her to attend a presentation in her hometown. After a number of phone calls from them, she attended the presentation and fell for the scam. They told her they would take her week off her hands for \$3500 and transfer the deed to them. After many number of hours at the presentation, she gave in and gave them the money. She says she really feels foolish for doing that, but she did not want to go back to the resort at which she and her husband owned.

In late November 2010, she received her maintenance fee bill from her home resort. Of course she called the resort and told them the story. The resort told her she still owns the week and owes the maintenance fee. She tried calling the company she gave the money to, but the number is not in service. What this says to all of us is, "if it sounds too good to be true, it probably is a scam."

Defender Realty has introduced a brand new Owner Referral Program. It's called "Let the Pyramid Pay Your Maintenance Fee". You can become a Platinum, Gold, Silver or Bronze partner with Ventura and Defender and earn "CASH" for those referrals. Call Jack Hahn at Ventura for your Pyramid brochure. Jack has some Association and motivated seller's weeks listed for sale below the resale market price. Inventory is very limited on these, so call Jack at (561) 376-6985 today!!

Frank Baker  
Defender Realty, Inc.  
(843) 497-6431  
fbaker@defenderresorts.com

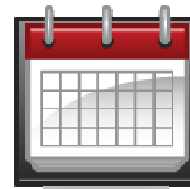


## NEWS FROM OWNER SERVICES

### FREQUENTLY ASKED QUESTIONS ?????????

Many of your questions about your timeshare week can be answered by visiting the Defender Resorts website at [www.defenderresorts.com](http://www.defenderresorts.com) and clicking on FAQ's on the Home Page.

## Upcoming Meetings



Board Meeting – March 01, 2011  
(Tuesday)

Board Meeting - May 03, 2011  
(Tuesday)

Board Meeting - August 02, 2011  
(Tuesday)

Board Meeting, Annual, and Organizational - Nov. 13, 2011  
(Sunday)

All meetings will be telephonic, at 7:00 p.m. EST, with the exception of the November meeting which will be in Boca.



## Advance Payment for Exchange

If you would like to deposit/spacebank your week(s) for a future year with one of the timeshare exchange companies (RCI, Interval International, etc...), you will be required to pre-pay the maintenance fee for that year before Ventura staff will confirm a deposit. As we do not know what a future year's maintenance fee will be, you pay the amount equal to the current year's fee which will qualify for deposit eligibility. If you have any questions regarding this policy, please contact the Ventura office at 561-392-0375.