FOR HERMES CUELLO, GENERAL MANAGER

# A private way to fill your soft weeks.

A closed member channel can help fill soft weeks, with no public rate.

WHAT IT IS

## Rooms sold only to our members.

Interval International serves more than one and a half million member families and a network of more than 3,200 resorts and hotels. Our rental program offers seven-night stays, and the inventory is distributed exclusively through our password-protected member platform. There is no public rate visibility.

HOW IT WORKS

## You choose how much, and when.

As-Used inventory is unsold inventory provided on a flexible basis. It can be particularly effective during shoulder and low-demand periods. Guaranteed inventory is a commitment-based arrangement that gives predictable revenue and can supplement existing transient, wholesale and tour operator business. Reservations are non-refundable, inventory is provided on an allotment basis, and return provisions can be structured based on seasonality.

WHO COMES

## Guests who can pay and return.

Our members report an average household income of approximately $125,000, 95% homeownership, and 38% own a second home. Properties consistently report strong ancillary spending. Interval absorbs significant marketing costs to drive bookings.

NEXT STEP

## Fifteen minutes on your softest weeks.

Neil Kolton of Interval International plans to visit Grand Cayman soon and would welcome a short meeting to look at your softest weeks together.