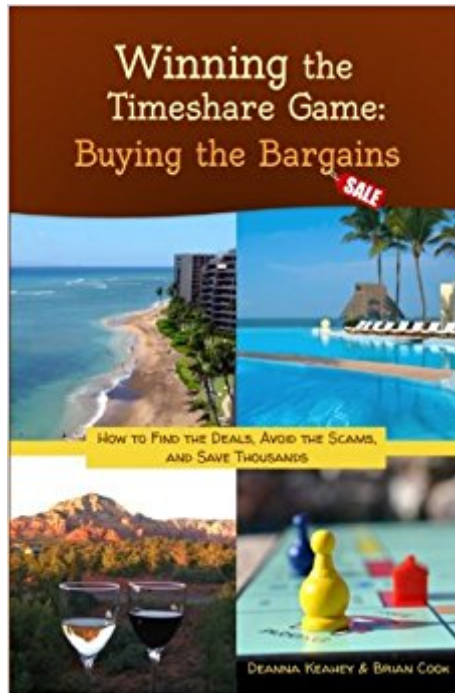


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# Winning The Timeshare Game: Buying The Bargains



## Synopsis

"Any family even casually thinking about investing in a timeshare opportunity simply MUST read *Winning the Timeshare Game*. It IS a complicated game with many potentials for pitfalls and satisfaction and thus this guide is an essential key..." ~ D. Donovan, Midwest Book Review

The essential guide for people who want to save thousands of dollars on buying a timeshare. \* Discover the secrets the resorts don't want you to know. \* Find out how you can buy an expensive timeshare for as little as \$1. \* Uncover common scams, and learn how to avoid them.\* Step-by-step case studies walk you through the whole process. \* Get the latest up-to-date 2013 info on this rapidly changing industry."This is just the help I was looking for. I feel much more prepared and comfortable now looking into vacation options for our retirement." ~ M. Danehy, reviewer

Highlights in this timeshare book:-- How to find bargain timeshares, and evaluate them so you can tell the good buys from the lemons. The book includes detailed instructions, and step-by-step case studies that walk you through the process.-- Don't let them take advantage of you. Every day, high-pressure salesmen railroad people into buying timeshares that cost way too much. We expose their tricks, and show you how to deal with them and emerge bank balance intact.-- There's a better way. Timeshares do have many great benefits, but there's a better way to do it. We explain an alternate approach to buying a timeshare step by step, and give you all you need to know.-- Timeshare types, pros and cons. Vacation ownership plans come in many variations, and all the twists can be confusing. This timeshare book explains the differences, and why you want to buy some rather than others.-- Timeshare finances. Between purchase price, annual fees, and other costs along the way, figuring out the financial implications of timeshares is not straightforward. This guide shows you how to calculate the true cost of a timeshare.-- Don't fall for the scams. Unfortunately, there are plenty of timeshare scams in the world. This timeshare book explains numerous common tricks and scams, and shows you how to avoid these costly pitfalls.-- How to research a deal. Find out how to do a thorough due diligence on bargain timeshares so that you don't buy a dud. This book walks you through complete case studies, so you can see every step of the process.-- Questions before you buy. You need to know exactly what you're buying before you put any money on the table. Don't worry - this guide to buying a timeshare explains it all, and gives you a comprehensive checklist.-- Expert tips. Learn from a master! Even if it's your first foray into the world of timeshares, you can get the benefit of timeshare tips from people who've been there, done that. Our goal is to level the playing field, by giving you the behind-the-scenes information you need. Learn the techniques in this book, and you'll soon be winning the timeshare game!

## Book Information

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## Customer Reviews

Timeshares can be wonderful. I know this first hand, from the many fun timeshare vacations we've had, including some incredibly great deals. There are valuable benefits to be had. The problem is that too many people get scammed out of their hard-earned money. High pressure sales are the norm in this industry, and tales of deceptive sales tactics are legion. We're not selling timeshares. Our goal is to give you the inside secrets the resorts don't want you to know. You don't need to play their game or pay their prices to enjoy the benefits of timeshares. You can save thousands (or tens of thousands) of dollars. We've done it, and you can too!

The essential guide for people who want to save thousands of dollars on buying a timeshare. Would you like to buy a \$25,000 timeshare for just \$1? See how we did it, and learn how you can, too. This book shows you step by step how to find, evaluate, and buy bargain timeshares. Discover the inside secrets the resorts don't want you to know. Uncover common timeshare scams and learn how to avoid them. All bargains are not created equal. Learn how to evaluate opportunities so you get a winner, not a lemon. Detailed case studies walk you through the entire process, with a comprehensive buyer's checklist. Don't let pushy timeshare salesmen pressure you into spending far too much money. We'll show you how to find the deals, avoid the scams, and buy the same thing for a fraction of the price.

Winning the Timeshare Game: Buying the Bargains is a recommended pick for any reader who likes the basic idea of owning a timeshare, but wants to avoid the usual pitfalls that result in making bad judgments on a timeshare's value and usefulness. Unlike most general real estate or investment

guides, *Winning the Timeshare Game: Buying the Bargains* can be read in two different ways: from cover to cover or through spot reading and use as a quick reference. The latter is accomplished through highlighted notations throughout to mark passages that alert readers to scams, offer insider tips from timeshare owners with years of experience, and outline key questions to help readers determine the kind of timeshare opportunity that is right for them. Readers are advised on how to conduct their own due diligence research: *Winning the Timeshare Game* is not intended to replace this piece of action; nor do the case histories and sample experiences promise similar results for other timeshare deals. That said - pages pack in solid advice based on experience and help newcomers avoid many mistakes. The book opens with going to a timeshare presentation and offers specifics on how to ask the right questions and avoid the inevitable hard-sell tactics of presenters trained to elicit too-quick commitments from timeshare seminar audiences. How the salesman wants you to purchase a timeshare is not necessarily in your best interests - and paragraphs provide quick links to making better decisions based on an understanding of how the timeshare industry works, what its affiliated networks are, and typical approaches of scam artists. The best buying method is not always to skip such a presentation, but to understand salesman tactics and how to use a presentation as the starting point to cut corners in due diligence research, assembling facts while fielding pressure to "buy now." Laws covering timeshare purchase and management, tips on where to locate timeshare bargains online (and other places), and how the entire purchase process works (including agreement structures and negotiating tactics) makes for plenty of easy and specific insights covering the entire process. Best of all, however, are the 'insider tips' on managing the timeshare environment and the 'our recommendation' sections which discuss pros and cons of different options and conclude with tips on getting the most from a timeshare deal. From splitting weeks to gain more trading power to handing guest certificates, linking consumer protection laws with places to buy, and avoiding the common pitfall of viewing a timeshare as an investment, discussions take into account all economic factors involved. *Winning the Timeshare Game* doesn't stop at traditional timeshare condos, either; but adds discussions of vacation clubs, resorts, and more. In short - any family even casually thinking about investing in a timeshare opportunity simply **MUST** read *Winning the Timeshare Game*. It IS a complicated game with many potentials for pitfalls and satisfaction and thus this guide is an essential key to assuring success. There's nothing quite like it on the market: certainly, nothing that combines specifics from trials and errors with concrete advice designed for either at-a-glance reference reading or cover-to-cover study.

I went to one resort presentation years ago and when they asked to run a credit check "just to see

where we're at," I left. Looking back after reading this book, I'm lucky that I didn't get involved at that point! Winning the Timeshare Game lays out all the basics about timeshare arrangements and explains the various options available, e.g., points vs weeks. The book details all the factors to be considered in putting together an agreement that is best for you. Then it goes on to explain HOW to research a resort and perform due diligence. The writing style is straightforward and instructional. This is just the help I was looking for. I feel much more prepared and comfortable now looking into vacation options for our retirement.

I have owned and traded timeshares for about 25+ years and they have given us fantastic vacations around the world ONLY because I never paid retail for them at the outrageous prices the resort salespeople sell them for. I bought this little book to see if she had any tips that I had not yet learned on my own. There were a couple and she covered them. Anyone who is considering buying a timeshare or an additional timeshare and would like to NOT GET RIPPED OFF by paying \$1,000's or even \$10's of thousands too much should at least do themselves a favor and read this little book first

Great read for anyone interested in purchasing a timeshare/vacation club. It took me a day of reading this book cover to cover. It had great flow and was easy to understand for anyone new to timeshares. Personally, I am not new to the concept and already knew a moderate amount. My family has owned timeshares for over 30yrs and I am interested in purchasing one of my own via resale. However, after attending a few presentations at various resorts, I really wanted to know the in's/out's and understand how timeshares differ so that I could make an informed decision for myself. This book explains the various lingo and provides exact directions into doing your research and performing cost comparisons. You very well could find this info out online or through time via your own exhausting experiences. However, this book brings all of that knowledge together in a very easy to understand and concise format. The reason for 4/5 stars is because I was hoping it would explain about a "certificate of title" and how to work the system in order to transfer benefits that are normally not available when purchasing a resale. (I.e. Inheriting). However, I especially like the online resources provided and the buyers checklist. I will likely be purchasing the Winning the Timeshare Game for Owners next. As I would like to be a step ahead when I finally decide to purchase my own timeshare.

I had always avoided time shares like the plague, figuring them for a scam (at worst) or an anchor

for having to go back to the same vacation spot every year for the rest of my life (at best). With this book I can now see that there is a tremendous opportunity to "play the field" with these time shares. The advice in this book is not just theoretical, but can be applied in actual deal scenarios. I will be sitting down with my wife soon to discuss the best execution for our strategy, and whether we want to start with the beach or the ski resort!

I bought this book on a whim honestly not really expecting to learn that much, but I must say that I was wrong and I am completely blown away by the things that I have learned while reading this book. There are so many useful tips and techniques in this book that are going to save me some serious cash in the future, I thought I was already quite competent when it came to timeshares but I now know that I wasn't even near as knowledgeable as I thought I was. The information is very detailed and sophisticated but it's written in a way that I could easily learn from, I feel very lucky having come across this book because I probably would have lost a lot of unnecessary cash if I went into buying a time share without the techniques that I have learned from this.

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