



Please complete the following confidential survey. The information will allow us to prepare the solution for your company's needs. Return this form by fax to 866-752-3073.

Company: _____ Date: _____
Resort: _____ Contact: _____
Address: _____ Phone: _____
City: _____ Fax: _____
State: _____ ZIP: _____ Source: _____
Internet: _____ II or RCI: _____

RESORT INFORMATION: Product you sell and size of project

- a. Type of Resort: Deeded _____ Right to Use _____ Membership _____
b. Usage: Fixed _____ Flex _____ Points _____
No. of Units (if timeshare): # _____
c. Number of Properties: Now _____ Planned _____ (fill out one survey per property)
d. # of Weeks or Memberships: Total _____ Sold _____ Available _____
e. What is the one item in your resort that if changed would increase productivity and forward expansion:

SALES INFORMATION: Volume of business to gauge size of system and software

- f. Source of UP flow (# of tours per week): Total _____ TV _____ Mail _____
OPC _____ Print Ad _____ Telemarketing InBound _____ OutBound _____ Owner Referral _____
g. Annual Sales: Gross \$ _____ Net \$ _____
h. Sales Lines or Offices: Inhouse Y/N # offsite _____ # onsite _____ # brokers _____
i. What is the one item about your sales and marketing that if changed would increase sales volume and efficiency:
(volume per tour)? _____

STAFF INFORMATION: Training needs, # of workstations and system size

- j. Total number of employees in each category
Managers _____ Salespeople _____ Telemarketers _____
Contracts _____ Mortgages _____ Contract proc _____
Fundings _____ Maint Fees _____ Hotel & Reservations _____
k. What is the one thing about your employees that if changed would help you succeed better?

COMPUTER INFORMATION: Your thoughts on computer needs.

- l. Current system: Single-user _____ Multi-user _____
No. of in-house workstations: Current _____ Required _____
No. of off-site workstations: Current _____ Required _____
Total no. of printers: Current _____ Required _____

NOTES