

# Dream Vacation Suites-Corporate Incentive Programs Vacation and Travel Benefits

## Proposal Sheet

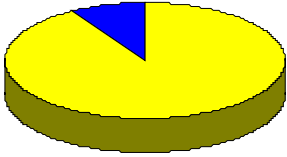
Please list the total number of vacation weeks your company requires.

	Your office	Company
Number of Employees:		
Promotion "Suite Weeks" Certificates:		
Employee Anniversary Certificates:		
Employee Holiday Bonus Certificates:		
Employee Retirement Certificates:		
Weekly Sales Incentive Certificates:		
Monthly Sales Incentive Certificates:		
Quarterly Sales Incentive Certificates:		
Semi-Annual Sales Incentive Certificates:		
Annual Sales Incentive Certificates:		
Increased Traffic Flow Certificates:		
Other: _____		
<b>Total # of "SUITE WEEKS" Certificates:</b>		
<b>Cost Per Certificate:</b>	X	
<b>TOTAL COST:</b>	=	

\*Note: Each "Suite Week" Certificate can be exchanged for:  
 1 week in a 1-2 bedroom (sleeps 4-8) and/or every other year your villa week(s) may be exchanged for our rewards points program, (100,000 points per villa purchased, based on platinum season) which can be redeemed towards hotels stays by the night, air fares, cruises, and so much more!!!

# U.S. Travel Data Center

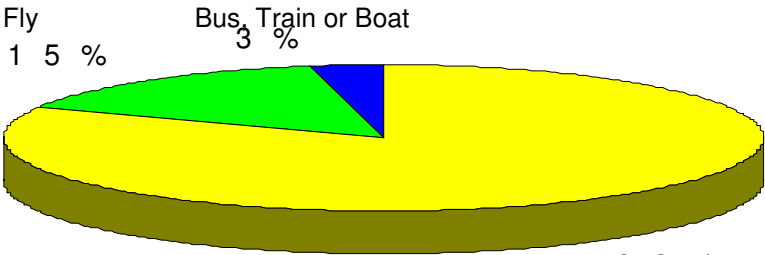
## 2000 Statistics



91%

**91% of American adults vacationed**

**Number of 2 to 5 day getaways taken by average vacationer: 5**



Fly  
15 %

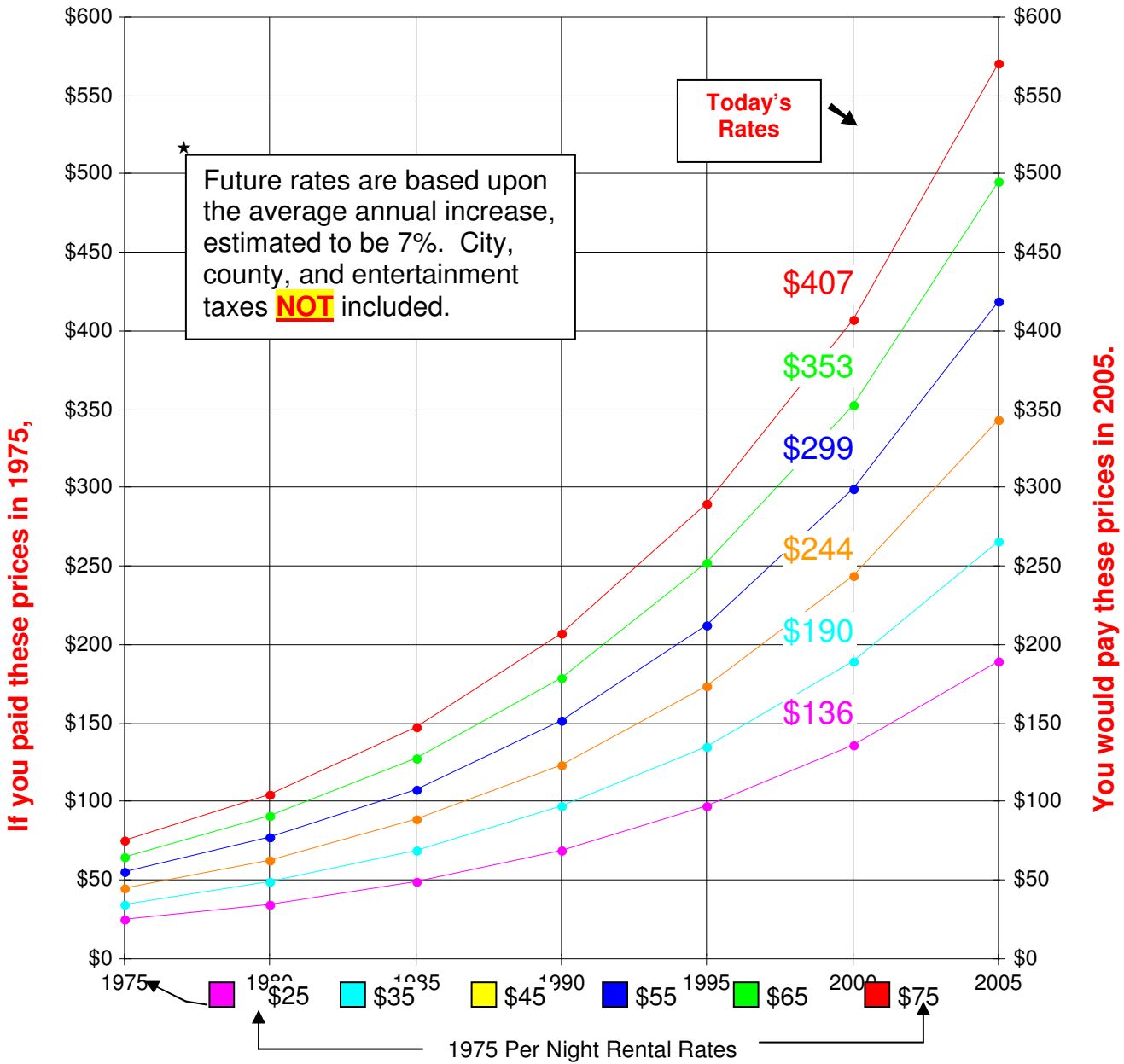
Bus, Train or Boat  
3 %

82 %

**traveled by automobile 82%**

**84% projected for 2001**

# Projection of Future Daily Rates For Resort Hotels



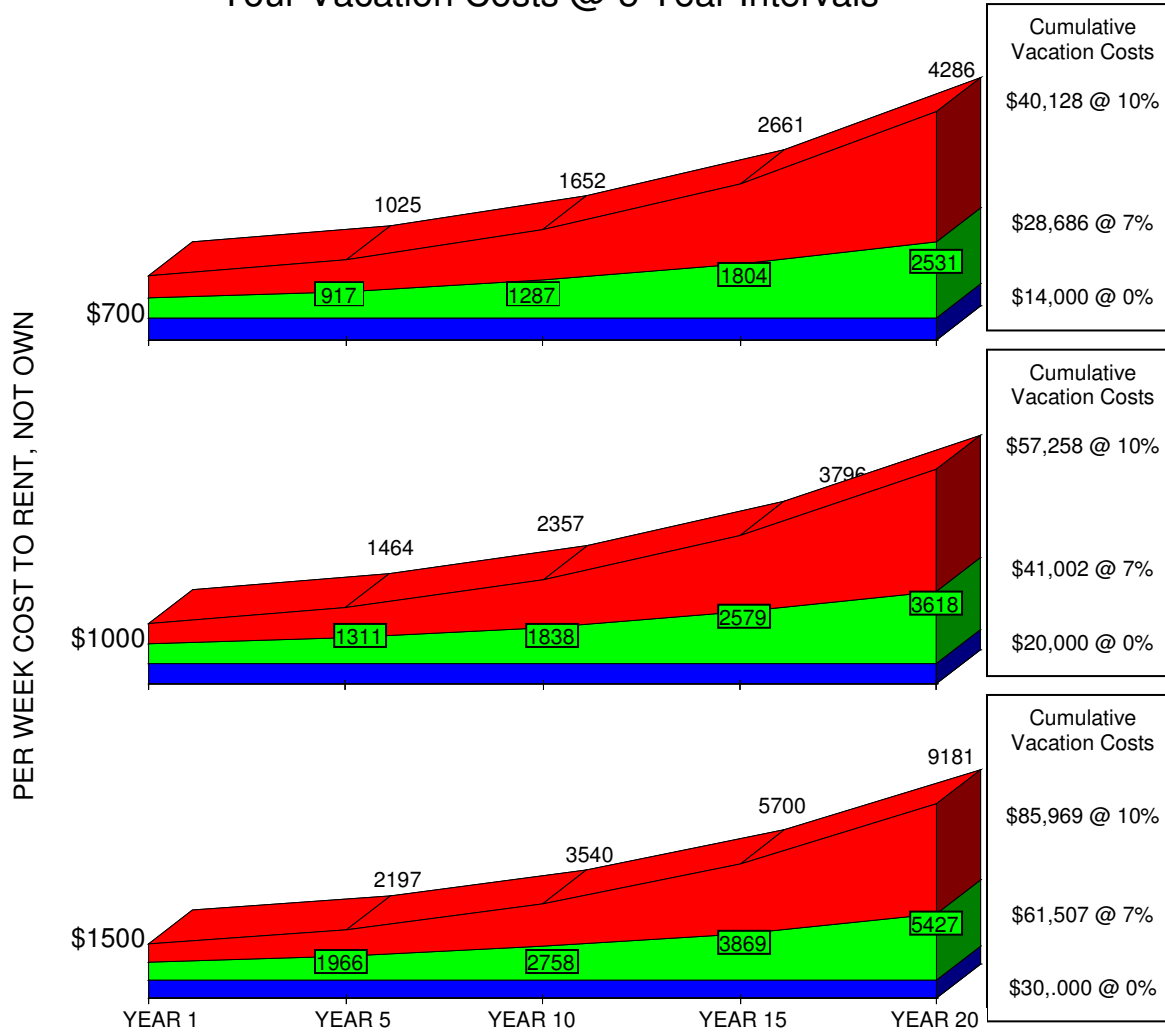
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# Your Vacation Costs

(Inflation, Supply and Demand Increases)

- 10% Inflation (Motel Avg. Increases – Not Resorts)
- 7% Inflation (Below Current Rates)
- 0% Inflation (No Increases / Does Not Exist)

## Your Vacation Costs @ 5 Year Intervals



\$ \_\_\_\_\_ Your present COST per vacation.

X \_\_\_\_\_ Times the # of vacations taken.

\$ \_\_\_\_\_ Your present COST WITHOUT inflation.

\$ \_\_\_\_\_ Your TRUE COST WITH inflation at approximately \_\_\_\_\_ %.

☺ Based on 1 vacation week taken per year for 20 years.

NOTE: The above rates generally Do not include the extra charges for: 3, 4 and 5 ⚡ rated resort suites and villas per

☹ person rates, prime season, taxes, maid services, condo and maintenance fees, tips, resort services charges, etc.

☹ PLEASE NOTE: Very few, if any of the above vacations would have been taken in Resort Type Deluxe Suites Worldwide.

**(FACT: HOLIDAY INN MOTEL RATES FROM 1962-1983 AVERAGED 26% ANNUAL INCREASE.)**

Spending More & Getting Less? Not with...

DIVISION OF:

MENTOR SERVICES UNLIMITED, LLC.

# Dream Vacation Suites-Corporate Incentive Programs Vacation and Travel Benefits

## Exciting Vacations!

Picture yourself Staying 8 Days 7 Nights in your private, fully furnished, Luxurious Suite.  
Choose from ONE, TWO, THREE and Even FOUR bedroom  
**VILLAS, CHALETS AND CONDOMINIUMS**  
in over 5,000 Locations  
**WORLDWIDE!!**

Watch your savings Grow OUR WAY!

### YOUR WAY

\$ \_\_\_\_\_ Per Night  
= \_\_\_\_\_ (X 7 days) per Week  
@ 15 % (Tax & inflation + -  
\_\_\_\_\_ Fees & Serv. Chrg's)  
\$ \_\_\_\_\_ TOTAL

### OUR WAY

Per Night  
\$ \_\_\_\_\_ (based on # of wks.)  
= \_\_\_\_\_ (X 7 days) per Week  
@ \_\_\_\_\_ %  
+ \_\_\_\_\_ (Fees & Serv. Chrg's)  
\$ \_\_\_\_\_ TOTAL

### COMPARE THE VALUE!

(Savings / Your Way) \$ \_\_\_\_\_ Your Way  
\$ \_\_\_\_\_ Our Way  
= \_\_\_\_\_ % Savings \$ \_\_\_\_\_ Your Savings Per Vacation

### OLD WAY

Your choice

### NEW WAY

\$ \_\_\_\_\_ Per Week  
x \_\_\_\_\_ # of Vacations  
\$ \_\_\_\_\_ Net cost  
+ \_\_\_\_\_ @ 15 % (Tax & inflation + -  
\_\_\_\_\_ Fees & Serv. Chrg's)  
\$ \_\_\_\_\_ **COST YOUR WAY**

\$ \_\_\_\_\_ Old  
\$ \_\_\_\_\_ New  
\$ \_\_\_\_\_ Per week  
X \_\_\_\_\_ # of  
vacations  
\$ \_\_\_\_\_  
Membership price  
\$ \_\_\_\_\_

**Our Member Savings!**

# Dream Vacation Suites-Corporate Incentive Programs Vacation and Travel Benefits

Offering:

## Exciting Vacations!

Picture yourself Staying 8 Days 7 Nights in your private, fully furnished, Luxurious  
Choose from ONE, TWO, THREE and Even FOUR bedroom  
**VILLAS, CHALETS AND CONDOMINIUMS**

in over 3,600 Locations  
**WORLDWIDE!!**

*If someone purchases  
2 wks (corporate  
group rate)*

*Motel/Hotel only*

Watch your savings Grow OUR WAY!

<b>YOUR WAY</b>	<b>OUR WAY</b>
\$ <u>100</u> Per Night	\$ <u>60</u> Per Night (based on # of wks.)
= <u>700</u> (X 7 days) per Week	= <u>425</u> (X 7 days) per Week
+ <u>140</u> @ <u>20</u> % (Resv./Exch. Fees & Serv. Chrg's)	+ <u>0</u> @ <u>0</u> % (Resv./Exch. Fees & Serv. Chrg's)
\$ <u>840</u> TOTAL	\$ <u>425</u> TOTAL

### COMPARE THE VALUE!

	\$ <u>840</u> Your Way
(Savings / Your Way)	\$ <u>425</u> Our Way
= <u>49.4</u> % Savings	\$ <u>415</u> Your <b>SAVINGS</b> Per Vacation

<b>OLD WAY</b>	<b>NEW WAY</b>
← Your choice →	
\$ <u>840</u> Per Week	<i>54% Savings over 3 years with</i>
x <u>3</u> # of Vacations	x <u>3</u> # of Vacations
\$ <u>2520</u> Net cost	\$ <u>1975</u> Membership Price
+ <u>252</u> Inflation @ 10%	
\$ <u>2772</u> COST YOUR WAY	
<i>(over 3 years)</i>	
	\$ <u>2772</u> Old -\$ <u>127</u> New- Way ↘ <b>\$149</b> <b>Savings Per Week</b>

# *The* **3 - Purchase Plan Opportunities**

## **OPPORTUNITY “A”:**

Your company pays 100% for this amazing program!

By offering “Dream Vacations” to your executives, employees and even customers as sales incentives, employee benefit programs, bonuses, perks, consumer premium, you will gain:

- **INCREASED PRODUCTIVITY!**
- **INCREASED PROFITS!**
- **EMPLOYER/EMPLOYEE MORALE BOOSTER!**
- **IMPROVED EMPLOYEE/CUSTOMER RELATIONS!**
- **BETTER EMPLOYEE HEALTH!**
- **FEWER SICK LEAVES!**
- **LESS TURN OVER!**
- **INCREASED JOB SATISFACTION!**
- **TAX WRITE-OFF ON ENTIRE COST!**

The perceived vacation value allows your key employees and customers to **GIVE YOU THE CREDIT** for looking out for their best interest.

# *The* **3 - Purchase Plan Opportunities**

## **OPPORTUNITY “B”:**

Your company may pay a percentage of the cost!

By paying for a portion of your employees or customers get-a-way this will serve as a vehicle to take their 1<sup>st</sup> real vacation valued at THOUSANDS OF DOLLARS that was made possible by you BECAUSE YOU CARED ENOUGH!

By absorbing some of the vacation cost you will gain:

- **HARDER WORKING EMPLOYEES**
- **HIGHER PRODUCING SALES FORCE**
- **INCREASED CONSUMER LOYALTY**

**Remember... When there is no reward, your employees have little incentive to INCREASE PRODUCTION!!**



# The 3 - Purchase Plan Opportunities

## OPPORTUNITY “C”:

This opportunity should be used whether “A” or “B” is implemented or not, when your company’s cash flow is not sufficient to pursue a full incentive program.

Simply offer this program to **all of your employees and their families** and use as a MAJOR BENEFIT to your customer base. This will increase NEW SALES in virtually any area of products or services you choose.

- **EVERYONE VACATIONS...at least now they can obtain those DREAM VACATIONS at ridiculously affordable prices!**
- **THE CREDIT IS YOURS... because of the corporate DISCOUNT RATE everyone will benefit and the praise will be yours once again!**

Today our company has the largest benefits and services package in the nation. The success of our vacation and travel programs can be attributed to the high quality services with prices that are lower than any other benefits and services supplier.

**Over 5,000,000 business and individuals have already shared in the benefits and joy of Great Dream Vacations!**

# **THE BONUS**

*Due to our success in the industry we have created the most exciting "REFERRAL BONUS PROGRAMS".*

## **DOUBLE BONUSES**

I.

### **"BUSINESS TO BUSINESS" REFERRAL PROGRAM**

Simply list all the companies you have done business with (your ROLADEX is a great place to start) and we do the rest!

Incentives, Bonuses, Perks, Deferred Compensation are a few of the BENEFITS we provide when they join.....  
**DREAM VACATION SUITES!**

II.

### **"PERSON TO PERSON" REFERRAL PROGRAM**

Personal referrals are the foundation and reason we are so successful. You will benefit rewards beyond your belief.

The more referrals you provide, the lower our expenses. Therefore, your VACATION COSTS ARE REDUCED and we can keep them that way!

### **CHARTER MEMBERSHIP BENEFITS**

You are entitled to BONUSES and other Elite BENEFIT PACKAGES worth THOUSANDS OF DOLLARS including DEEPLY DISCOUNTED TRAVEL and AIRFARE PACKAGES, CRUISES, CAR RENTALS, MINI GET-A-WAY VACATIONS, CASH and so much more.

## PRESENTING:

# Dream Vacation Suites-Corporate Incentive Programs Vacation and Travel Benefits

We would like to thank you for selecting us as your vacation club and invite you to enjoy a vibrant and constantly changing universe of vacation destinations. With Dream Vacation Suites we strive to supply you, our members, with exciting new vacation alternatives.

In our efforts to be responsive to your vacation needs, we constantly compile data concerned with vacation destinations requested by members in certain geographic areas. The destinations desired by our members in the Washington, D.C. area differ from those in California and the West, Texas and the South, or Europe. During our Grand Opening we are asking all of our new members to tell us the places they would like to go on their dream vacations. From information gathered we select new areas (if previously unrequested by our membership) in which to acquire vacation homes for use by you, the member. If we do not have vacation homes available in previously unrequested areas, chances are that, in the years to come, we will be able to provide you accommodations there as many members from your area request that destination.

In the same respect, if the demand for a certain area is not sufficient to justify an investment in that location, we may delete some properties in that area from its available inventory and add properties in more requested areas to fulfill the greater demand there.

Remember...our growth is with you, the vacationing member. Since our inventory of vacation homes is constantly changing in response to our membership, we publish a list of specific vacation homes, villas, chalets, townhomes, condominiums, or "resort" names and addresses. You request a resort area you would like to visit. Your Reservation Center will confirm your vacation request with the specific name and address of your vacation home in the area that you requested. (Your confirmation will include information about your accommodations and activities available in the area.)

### In planning your vacations there are several considerations to take into account:

1. For transportation reservations call our membership Travel Consultant. We recommend 30 days advance notice to attain best availability, however you can call at any time to check rates.
2. When should you plan? We recommend a "common sense" approach. All reservations are subject to availability so it's best to plan summer vacations to beach areas and winter vacations to ski areas as far in advance as possible (up to 365 days) to provide you with a greater selection of destinations as well as airline seating. In general, high demand times are when school is not in session and low demand times are when school is in session. Many schools are now accepting family vacations as a part of the education process and allow students time off for family vacations.
3. Keep in mind that major holiday weeks such as Christmas / New Years, Easter, Spring Break, etc., have limited availability due to more usage by individual owners, or are utilized by our suppliers in ways that reduce the cost of all other weeks and therefore may not be available. Our program offers luxury vacation homes in resort areas across our country and around the world at a price you can afford.
4. As a rule of thumb, when planning your vacation, book winter vacations in summer...summer vacations in winter...spring vacations in fall...fall vacations in spring...holidays the previous holiday.

**\*\*Please Note:** We have a constant list of vacations available on Short Notice (meaning 60 days or less notice). On this list you have a limited number of "SUITE WEEKS" to choose from (see your membership pkg. for details).

So, welcome to the world of vacations...start planning your next vacation now...The Dream Vacation Suites Way.

**ONCE AGAIN, "CONGRATULATIONS".....HAVE FUN AND HAPPY VACATIONING!!!**

# **NEW MEMBER CHECKLIST**

## **ELITE**

Dream Vacation Suites - Corporate Incentive Programs

Welcome aboard! We know you will enjoy years of worry free, cost effective travel and experiences that will last a Lifetime. Please complete the following ASAP and Have Fun!

- 1. Referrals:** Complete the enclosed **Referral** form by filling in all the names of Friends, Family and Business Associates who may benefit from Membership in our Club. Please include as many Details as possible and mail or Fax **Within 10 Days**. If you need additional referral sheets, make copies and add everyone you can think of...Remember you will receive **BONUS REWARD POINTS!!!!!!!!!!!!!!!**
- 2.The Letter:** Create your own personal referral letter or a standard letter of introduction will accompany their invitation and mail or fax it to us with your referrals. **FAX # 1-757-253-9008.**  
**YOU MAY E-MAIL YOUR REFERRALS TO: [MASTERSAVE@AOL.COM](mailto:MASTERSAVE@AOL.COM) (mailing is most usual.)**
- 3.Post Cards:** Mail them while on your trips to your representative who helped make your vacation program possible. **Mail to Mentor Services Unlimited, LLC. Attn: Director, DVS Corporate Incentive Programs, James S. Davis, Jr.**  
(Please add your representative's name and the location where you became a member our "Vacation Club"), 109 Argall Town Lane, Williamsburg, VA 23185. We pick winners for Bonus Reward Points, Discounts, Bonuses, Cruises, Airline Tickets, Golf Pkgs, Vacations, etc.
- 1. Special Instructions:**

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**Congratulations,**

**Your Vacation Counselor**

**Dream Vacation Site Location**

This Form is to accompany all new Member Packages With:  
1. Referral Sheets  
2. Referral Letter Recommendation Sample  
3. Return Envelopes  
4. Special Instructions Information