



E - News

The official newsletter of the Timeshare Institute of Southern Africa.

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Dear Members,



As the Executive Director of TISA, it is my sincere pleasure to welcome you all to our monthly TISA e-news updates!

2008 is definitely going to be an interesting year for the industry. Your board has formulated a strategic plan for the industry in respect of proper marketing and communication and decided to carry this to the next level by creating a new category of Fractional, Private Residency and other vacation entities. More importantly, to

review a name change in order to embrace all aspects of the various commercial products within the shared vacation ownership industry.

Members will be advised in due course.

Once again, we would like to remind members that the success of this newsletter relies on the input of members to contribute informative articles.

In conclusion we hope you enjoy this issue.

Warmest regards
Alex Bosch
Executive Director, TISA

Legislation News Update

Only one new amendment for this issue.

- **Transfer Duty Act**

A new amendment to the Transfer Duty Act could save you a lot of money. No transfer duty will be payable provided that: -

1. The home is a unit in a sectional title scheme;
2. The unit is currently part of a rental pool scheme; and
3. It will remain in the rental pool scheme.

Be careful here – to avoid duty, you must elect **in writing** that the unit will remain in the rental pool scheme. The wording is important, so make sure that the agreement is professionally drawn and checked.

- **Beware of Trust's**

Over the past few months TISA has been requested to mediate for a number of consumers who have purchased timeshare through a trust. Please be advised that these purchase agreements are not valid if the individual signing on behalf of the trust has no legal right to do so.

We strongly recommend that before accepting and processing any such signed purchase agreements that the sales consultant at the presentation request a copy of the trust documents from the purchaser in order to confirm his / her rights to act on behalf of the trust.

- **5 day Cancellation Period**

It has been brought to our attention that a number of members are not informing consumers of the 5 day cancellation period during and after the signing of a purchase agreement.

It has also become apparent that when a consumer calls to verbally cancel their contracts, within the 5 day cancellation period, that they are either not informed that the cancellation must be in writing or they are told the sales agent will call you back to accept the cancellation, only the sales agent is returning the call two to three days after the cancellation period has expired and then informing the purchaser that the cancellation cannot be accepted unless in writing with the cancellation period.

While we at TISA are fully aware that it is the responsibility of the purchaser to read the contract through, it must also be stated that this kind of business practice goes against the spirit of the TISA Code of Conduct.



Don't forget to visit the NEW TISA website.

www.tisa.co.za

1st Mortgage Southern Africa 2008 Convention



**1st ANNUAL MORTGAGE
SOUTHERN AFRICA 2008 CONVENTION**
12 & 13 March 2008, Indaba Hotel, JHB

Register NOW and SAVE up to 50%

**Contact Levi Mogorosi on (011) 803 0009
or phuti@tci-sa.co.za**

Based on the success of the Bond Origination SA conference 2006, Trade Conferences International invites the Timeshare industry to the 1st Annual Mortgage Southern Africa 2008 Convention.

Endorsed by TISA and the South African Association of Fractional Intermediaries, this event features high caliber industry presenters, such as John Loos of FNB, Rich Moss from Comcorp, Piet De Jongh of Loanlink, Charles Kalmesh of ABSA, Roland Lange from Pangbourne Properties, Berry Everrit of Chas Everrit, Henry Greyling of Seeff International and Alex Bosch from the Timeshare Institute of Southern Africa as they share their insight and experiences of the property market in 2008 and beyond.

Critical discussions on programme fractional ownership, mortgage finance, real estate and franchising, regulatory changes and many more.

Register NOW and SAVE up to 50% !!!!!!!

**Contact Levi Mogorosi on (011) 803 0009
or phuti@tci-sa.co.za**

**1ST Annual Mortgage
Conference SA is
proudly endorsed by
TISA**

REMINDER

**If you still have not
paid and submitted all
your completed 2008
membership forms
please do so as soon
as possible.**

Vacancy: Public Relations Officer

TISA invites suitably qualified candidates to apply for the position of Public Relations Officer based at our offices in Bellville, Cape Town and reporting to the Executive Director.

Minimum Requirements: Senior (or equivalent) Certificate • computer literacy • access to own transport • ability to travel

Recommendations: At least 5 years previous experience in a public relations or advertising and promotions environment • knowledge of media requirements • knowledge of advertising & promotions campaigns • good interpersonal, communication and leadership skills • ability to work under pressure • prior experience within the hospitality industry would be advantageous • self confidence, influential and ability to network and build client relations.



Key Responsibility Areas: Strong and effective media relationship • application of branding principles • development of effective communication material • measuring of customer satisfaction • ability to manage budgets and monetary expenditure.

Only applications from candidates who meet the minimum qualifications or more will be considered.

Closing Date: 17th March 2008

Candidates may fax or email your CV's to the Executive Director at 021 914 5202 or tisa@tisa.co.za or forward them by post to Timeshare Institute of Southern Africa, PO Box 2823, Durbanville, 7551.

We are an equal opportunity employer and value diversity in our people.

Note: Applicants who have not been contacted by TISA within three weeks of the closing date should assume that their applications were unsuccessful.

CLG Update.....



The Perspectives Magazine, an international award winning publication, which specialises in the timeshare and leisure industries, recently decided to take a look at the industry in South Africa and featured the Club Leisure Group in its cover story. This article portrays the South African industry in a great light, displaying our innovation and successes in points. The Chairman of the group, Stuart Lamont, was also featured in their A-list article for the month of February.

For those of you who were not fortunate enough to get your hands on a **February** copy of the **Perspectives Magazine** just click on the link below and register for your free online copy.

<http://www.theperspectivemagazine.com/>

Business & Global News

- **News from ARDA**

Each year, PricewaterhouseCoopers (PwC) surveys a group of timeshare resort development companies to take the industry's financial pulse—analyzing industry trends and setting benchmarks on product pricing, sales, marketing costs, financing, and other financial indicators. This year's findings reveal a 14.3 percent year-over-year increase in net sales of timeshare resorts in active sales, as the industry subset reported \$5.8 billion in U.S. net originated sales. Average net sales per active resort were \$19.6 million.

A copy of the AIF (ARDA International Foundation) annual benchmark study by PricewaterhouseCoopers (PwC) of the financial performance of the timeshare industry released on the 02nd of January 2008 can be obtained by clicking on the link below

<http://www.arda.org/AM/Template.cfm?Section=Pub34>

- **News from OTE**

It is with deepest regret that we report that Mr. Anthony Arke, the former chief executive officer of the Organisation for Timeshare in Europe, passed away on Sunday the 10th of February. He was 48 years old and had fought a courageous battle against cancer.

Mr. Arke stepped down from his OTE post in April 2007. He leaves behind his wife, Gaëlle, and two young sons, Charles-Quincy and Lorenzo.

- **Law firm to host a seminar on new UK regulations**

A London firm of solicitors will be hosting a special seminar on the new regulations due to come into force on the 06th of April 2008 that will implement the EU Unfair Commercial Practices Directive.

The event will be held at 1 Bedford Row, London, WC1R 4BZ on Thursday the 13th of March 2008 and begins at 5pm. All OTE members are welcome at no charge for the seminar as well as a drinks reception afterwards.

To book your place, contact Chris Bannister at GRM (Gregory Rowcliffe Milners) on +44 (0) 20 7242 0631 or email: c.bannister@grm.co.uk



Contact Us

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Reminders!!

TISA is dependent on the continuing support of its member's. Very simply, your membership fees ensure the high quality services we provide, and without them, we would fail to exist.

Please remember to complete and submit your 2008 membership forms as this is essential information which TISA requires for statistical purposes.

If you haven't done so already, we respectfully request that you PLEASE pay your 2008 membership fees **as soon as possible**.

A Date for your Diary.....

Don't forget to include the following important dates:

- 12th of March – 13th of March 2008, The Annual Mortgage Conference to be held at the Indaba Hotel in Johannesburg.
- 13th of March 2008, Gregory Rowcliffe Milners seminar to be held at 1 Bedford Row, London.
- 06th of April 2008 – 10th April 2008, ARDA 2008 Convention being held in Los Vegas, U.S.A.
- 07th of May 2008, TISA EXCO Meeting being held at Breakers Hotel in Durban.
- 28th of May 2008, TISA Exco Meeting being held in Johannesburg.
- 20th of August 2008, TISA Exco Meeting being held in Johannesburg.
- 21st of August – 22nd August 2008, Fractional Ownership Conference being held at the Westin Grand in Cape Town.
- 14th of September – 16th of September 2008, The Property Show being held at the Cape Town International Convention Center in Cape Town.
- 13th of October – 15th October 2008, The European Business Forum to be held at the Sol Melia Castilla Hotel in Madrid, Spain.
- 15th of October 2008, TISA EXCO Meeting being held at the TISA offices in Cape Town.



Do You have a Message to Communicate?

If you have news about key developments, acquisitions, senior appointments and new products and services to share with timeshare professionals, then send the relevant information to Melanie@tisa.co.za,
FAO: The Editor, E-News.

To unsubscribe from this list email: tisa@tisa.co.za

