

June, 2016 Newsletter for the Industry

Pinstripes for Capri Pants

as reported by The Wall Street Journal June 4-5

J.P. Morgan Chase and Company, in a break from tradition, is allowing employees to wear casual attire on most occasions. The bank is trying to stay in step with the taste of clients and technology upstarts.

Price Waterhouse is doing the same thing as long as there are no client meetings. **June Newsletter**

Salary Study for 2016 (based on 2015 figures)

The Salary Study is now published. Remember, this is to help you in your job search, promotions, budgeting or anything else that will assist you or your company in your successes. If you participated in the Salary Study, you will receive our thanks and a FREE copy of the published report. For those of you who did not participate, we have copies for sale at \$129. Please go to our web site www.execq.com/store.html

Sharket's Top 25 List is in!

(Sharket.com is a free website with an extensive database for the timeshare industry including timeshare resales transaction data for more than 1,400 resorts in the U.S., Canada and the Caribbean. With its unique Saleability Score and Resort Rank, Sharket is on a mission to measure, score and rank the world's timeshare resorts based on actual sales data.)

Disney Vacation Club Dominates for the second year in a row.

In Sharket's 2016 Top 25 list, Disney Vacation Club is the big winner, as it was in 2015. Of the more than 1,400 resorts reporting sales in the Sharket database, only seven earned a perfect 10 saleability score, a proprietary score calculated by Sharket based on resale price and number of resales, and six are Disney Vacation Club resorts. The other resort with a perfect 10 on the 2016 list is Marriott's Grande Vista resort.

Congratulations Disney!!

Wyndham Vacation Ownership Celebrates 50 Years!!!

In 1966, Wyndham opened its first sales office in a converted gas station in Fairfield Bay, Ark and is now a company comprised of more than 200 resorts, nearly 900,000 owners, and more than 17,000 associates worldwide.

We would like to say Happy Anniversary Wyndham!!!

Ragatz Associates has just completed it's 16th annual survey of the fractional interest industry in North America. Total sales volume in 2015 was \$505 million, down slightly from \$516 million in 2014. There are some indicators, however, that demand is picking up, especially in iconic places such as Aspen, Vail, New York City, the California Wine Country, etc. These are places where prices for whole-ownership resort real estate remained high, even through the recession. An Executive Summary of the survey can be viewed

at <http://ragatzassociates.com/files/images/12089/files/2016%20Ragatz%20Executive%20Summary.pdf>

The full report is available for purchase on the website at

<http://www.ragatzassociates.com/news-and-publications-c12868.html>

Orlando reports record visitor numbers in 2015!

Florida's theme park capital Orlando attracted a record 66.1 million tourists this year. The figure represents a 5.5 percent increase in 2014 and consolidates Orlando's position as the most visited destination in the US. A record 33 million room nights were sold in Orlando in 2015.

Orlando's hotel inventory has grown by more than 37% since 1995 – topping 117,000 rooms last year – while the number of passengers using Orlando International Airport increased by more than 72 per cent over the period, reaching 38.8 million in 2015.

Resume Management Services can give you a lot of perks for only \$89. Perks include a copy of the annual Salary Study (a \$129 value) (you immediately get your money back and then some). We critique your resume so you can display you are an excellent candidate, you get the latest information about the industry and tips on how to impress the person doing the hiring. We will archive your resume so you may have immediate turn-around for copies. There is much more so go to www.execq.com/store.html and select Resume Management Services to become a member and review the other perks.

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Company: Shelter Cove Design
Title: Web Master This determines what info you receive from us

Street Address: 11561 Villa Grand #716 Fort Myers, FL 33913 Office Phone: (239) 222-8734 Ext. Home Phone: (239) 222-8734 Cell Phone: (239) 222-8734, Skype: Primary Email Address:

sheltercovedesign@comcast.net Alternate Email Address: Web Site: **Upcoming Events**

ATHOC Conference – Australian Timeshare & Holiday Ownership Council, September 5-7, Crowne Plaza Hotel, Queenstown, New Zealand. Details at www.athoc.com.au

RDO7 Resort Development Organisation – September 20-22, Pestana Chelsea Bridge Hotel & Spa, London, England. Go to www.rdoconference.org

The Lodging Conference – September 26-29, Arizona Biltmore Resort & Spa, Phoenix, AZ. Go to www.thelodgingconference.com for more information.

Shared Ownership Investment Conference – October 25-27, Eden Roc Resort, Miami Beach, FL. Details at www.sharedownershipinvestment.com



Quote of the Month Opportunity does not knock, it presents itself when you beat down the door. *Kyle Chandler*

Keith Trowbridge

keith@execq.com

239-454-1100

Heather Trowbridge

heather@execq.com

239-454-1100

Jim Perkins

jim@execq.com

936-856-3983

Carole Wyatt

carole@execq.com

239-458-2353

Executive Quest Inc.

www.execq.com