

WorldMark  
BY Trendwest

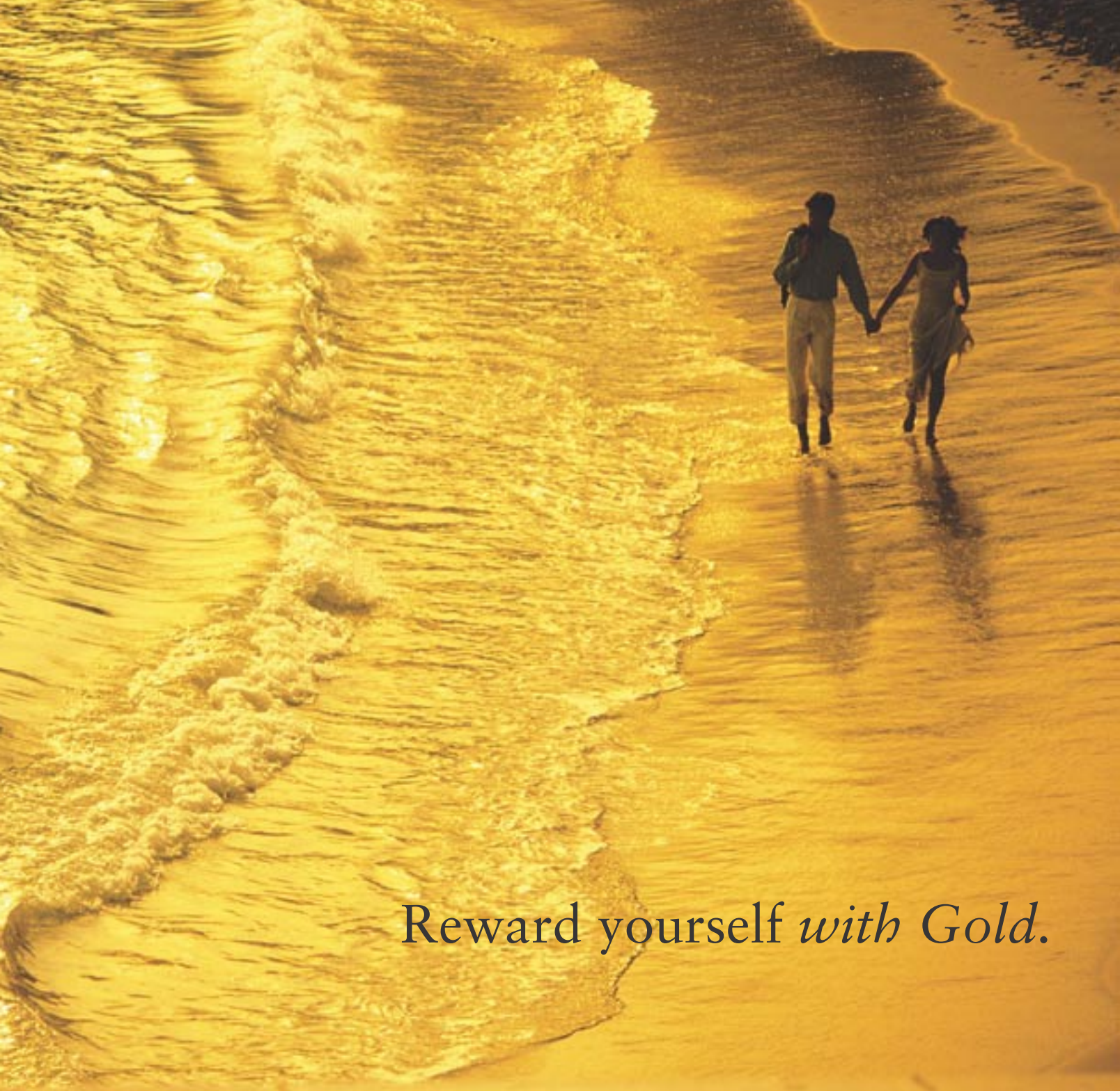
# Destinations

A Magazine Exclusively for WorldMark Owners

January 2004

*15th Anniversary Issue*





## Reward yourself *with Gold.*

Have you heard about the advantages of WorldMark Gold? Owners with 20,000 credits or more receive special Gold Cards and their own private reservations phone number. Yearly benefits include two free housekeeping services, two Bonus Time weekend reservation allowances per calendar quarter, one free movie rental per vacation, savings on dues and so much more! Doesn't taking two Red Season weeklong vacations each year sound great? Go for the Gold!

Reward yourself by calling today!

1-800-630-3104  
Mountain

1-800-299-9024  
Northwest

1-800-365-7857  
N. California

1-800-972-0766, ext. 7031  
S. California





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- 13 FIFTEEN YEARS OF WORLDMARK**  
Raise a glass to WorldMark as we celebrate our history in a dozen bite-sized features

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PHOTO BY OWNERS KAY AND EVERTS SWANSON

PHOTO COURTESY OF MALOLO ISLAND RESORT

## As Time Goes By

This October, WorldMark, The Club will celebrate its fifteenth anniversary. The traditional gift for this particular milestone is crystal; the gift of choice on the “modern” anniversary list is a watch. We thought this was particularly apropos since watches mark the passage of time, and WorldMark has always been all about giving you the gift of time—with your family and friends or just on your own.

With this kick-off anniversary issue, we indulge in a little remembrance of things past to get into the spirit of this landmark year. We take you from 1989 to the present with a timeline, tracking the history of some club policies and services and even answering a “Whatever Happened To?” regarding a popular resort no longer in the system. We also invite your participation as we review and revive the “Best of WorldMark” tradition for an issue of *Destinations* later this year.

Although we remember and revisit what came before, we also continue to offer new experiences, services and features. A dozen events are offered in the Adventure Club and Trendwest Travel pages of this issue, an exciting new affiliate resort in Fiji has just joined the WorldMark family, and WorldMark Gleneden has created a great package deal to a celebrated local festival. We also invite you to take advantage of added owner benefits such as the Trendwest Real Estate Referral Program<sup>SM</sup> and WorldMark gift certificates. Finally, we are delighted to include the latest edition of the WorldMark Credit Value Guide to help you plan your getaways throughout the year.

It's an exhilarating time to be a WorldMark owner. The clock keeps ticking, and we're thrilled that the moments you treasure most—the ones spent on vacation, relaxing, getting in touch with your family and yourself—are the moments you also spend with us.



*Beata Jachulski Baker*

Beata Jachulski Baker  
Senior Editor

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(Closed Tues., 2:00 – 3:30 p.m. PT)

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(Closed Tues., 2:00 – 3:30 p.m. PT)

### Trendwest Travel

1-800-953-5511  
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Sat., 9:00 a.m. – 4:00 p.m. PT  
(Closed Wed., 2:30 – 4:00 p.m. PT)

### Interval International

Service line: 1-877-678-4400  
Flexchange recording: 1-800-722-1747

### Resort Condominiums International

1-800-585-4833

### Comments are appreciated

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### Visit Destinations on the Web at

[www.worldmarktheclub.com/destinations](http://www.worldmarktheclub.com/destinations)

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## Great Times, Good Deeds

**T**hought you might be interested in these pictures of our grandkids, Tim and Allie Rude of Hermiston, Oregon, as they pour our family's collection (two big Ziploc bags) of pull-tabs into the Ronald McDonald House "Keeping Tabs" Project container during our recent stay at Whale Pointe. Saving the pull-tabs has become almost an obsession—but it's such a worthy cause!

We love our fractional at Whale Pointe, and always look forward to our time there. We have a three-bedroom unit, but have never been there by ourselves; we always take friends or family with us!

Sincerely,  
*Dick and Nancy Hawes*  
Portland, OR

### WE'D LIKE TO HEAR FROM YOU!

Send us your WorldMark stories, comments, pictures, etc. to Destinations Editor, 9805 Willows Road, Redmond, WA 98052 or e-mail [editor@trendwest.com](mailto:editor@trendwest.com).



**KEEPING TABS**  
Allie Rude reaches out to help others

PHOTO COURTESY OF OWNERS DICK AND NANCY HAWES



## So easy to help!

**W**henever you visit WorldMark Depoe Bay resort at Whale Pointe, you have the opportunity to make a contribution to Ronald McDonald House Charities. Drop your pull-tabs from your aluminum cans right into the bright yellow containers handily located right in the resort's reception area. Do a good deed while you're having a great vacation!



# Owner Education

JANUARY/FEBRUARY CLASSES

Attend an Owner Education class in your region! It's fun, it's absolutely free, and you'll learn how to take full advantage of your vacation credits, Bonus Time and exchange programs. All classes are held at Trendwest sales offices unless otherwise indicated. Schedules are subject to change and reservations are required. To RSVP for all regions, please call 1-800-397-5968, Mon - Fri, 6 am - 9 pm, Sat - Sun, 6 am - 5pm. See you in class!

## S. CALIFORNIA

### Bakersfield, CA

Sun, Feb 22, 5 pm  
For directions, call  
800-883-8804.

### Big Bear, CA

Sat, Jan 31, 2 pm  
At resort clubhouse.  
For directions, call  
888-818-6522.

### Irvine, CA

Thu, Jan 8, 6 pm  
Sun, Jan 18, 11 am  
Sat, Feb 7, 10 am  
Thu, Feb 19, 6 pm  
For directions, call  
800-214-4303.

### Las Vegas, NV

Sun, Jan 25, 2 pm  
Sun, Feb 29, 2 pm  
At Las Vegas resort on  
Las Vegas Blvd.  
For directions, call  
702-492-9863.

### Oceanside, CA

Sun, Feb 8, 11 am  
At sales office.  
Thu, Feb 26, 6 pm  
At resort clubhouse.  
For directions, call  
877-867-8448.

### San Diego, CA

Wed, Jan 7, 6 pm  
Sat, Jan 24, 10 am  
Wed, Feb 11, 6 pm  
Sat, Feb 21, 10 am  
For directions, call  
888-747-4109.

### San Dimas, CA

Sat, Jan 10, 10 am  
Wed, Jan 21, 6 pm  
Thur, Feb 5, 6 pm  
Sun, Feb 15, 11 am  
For directions, call  
800-880-3744.

### Torrance, CA

Sun, Jan 11, 5 pm  
Tues, Jan. 27, 6 pm  
Wed, Feb 4, 6 pm  
For directions, call  
800-332-4275.

### Westlake, CA

Sat, Feb 14, 12 noon  
Mon, Feb 23, 6 pm  
For directions, call  
888-571-6103.

## MIDWEST

### Kansas City, KS

Sat, Jan 17, 31, 12 noon  
Feb 14, 28, 12 noon

## NORTHWEST

### Anchorage, AK

Wed, Jan 14, 6:30 pm  
Thu, Jan 24, 10:30 am  
To RSVP, please call  
1-888-950-7890.

### Birch Bay, WA

Tue, Jan 27, 6 pm  
Tue, Feb 24, 6 pm

### Coeur d'Alene, ID

Wed, Jan 21, 7 pm  
Tue, Feb 3, 7pm

### Federal Way, WA

Tue, Jan 6 & 13, 6 pm  
Sun, Jan 25, 3 pm  
Wed, Jan 28, 6 pm  
Wed, Feb 11, 6 pm  
Thu, Feb 19, 6 pm  
Sat, Feb 28, 10 am & 2 pm

### Gleneden, OR

Sat, Jan 24, 12 noon  
At Depoe Bay resort.

### Issaquah, WA

Mon, Jan 19, 6 pm  
Mon, Feb 2, 6 pm

### Leavenworth, WA

Thu, Jan 15, 6 pm  
Thu, Feb 12, 6 pm

### Lynnwood, WA

Thu, Jan 8, 29, 6 pm  
Sat, Jan 24, 10 am & 2 pm

Thu, Feb 5, 26, 6 pm  
Wed, Feb 18, 6 pm  
At Alderwood showroom.

### Salem, OR

Tue, Jan 20, 6pm  
Tue, Feb 10, 6 pm

### Seaside, OR

Sat, Jan 10, 10 am

*Coming to  
you soon!*

Please be patient  
if you don't see  
a class listed in  
your area right  
now—schedules  
vary from month  
to month. We'll  
be coming to your  
region soon!



**Sequim, WA**  
Wed, Jan 7, 6 pm  
Thu, Jan 15, 6 pm  
*At Discovery Bay resort.*

**Tri-Cities, WA**  
Tue, Jan. 27, 6 pm

**Vancouver, WA, USA**  
Tue, Jan 6, 13, 6 pm  
Thu, Jan 22, 6 pm

## **N. CALIFORNIA**

**Angels Camp, CA**  
Mon, Jan 12, 6 pm  
Tue, Feb 24, 6 pm

**Novato, CA**  
Wed, Jan 28, 6 pm  
Tue, Feb 10, 6 pm  
Wed, Feb 25, 6 pm

**Reno, NV**  
Tue, Jan 20, 6 pm  
Wed, Feb 11, 6pm

**Roseville, CA**  
Sat, Jan 10, 10 am & 2pm  
Thu, Jan 22, 6 pm  
Sat, Feb 7, 10 am & 2pm  
Tue, Feb 17, 6pm

**San Francisco, CA**  
Wed, Jan 14, 6 pm  
Thu, Jan 29, 6 pm  
Sat, Feb 14, 10 am  
Thu, Feb 26, 6 pm  
*Call 1-888-805-5863 for parking info.*

**San Jose, CA**  
Wed, Jan 7, 6pm  
Sat, Jan 31, 10 am & 2 pm  
Mon, Feb 9, 6 pm  
Wed, Feb 18, 6 pm  
Sat, Feb 28, 10 am  
*At the Doubletree Hotel.*

**Tracy, CA**  
Wed, Feb 4, 6pm  
*At Holiday Inn Express.*

**Walnut Creek, CA**  
Thu, Jan 8, 6 pm  
Sat, Jan 17, 12 noon  
Tue, Jan 27, 6 pm

Thu, Feb 5, 6 pm  
Sat, Feb 21, 10 am & 2 pm

**Windsor, CA**  
Thu, Jan 15, 6 pm

## **MOUNTAIN/SOUTHWEST**

**Boise, ID**  
Wed, Jan 21, 6 pm  
Thu, Jan 22, 6 pm  
Fri, Feb 20, 6 pm  
Sat, Feb 21, 10 am & 2 pm

**Broomfield, CO**  
Fri, Jan 16, 6 pm  
Sat, Jan 17, 3 pm  
Thu, Feb 12, 6pm

**Englewood, CO**  
Thur, Jan 15, 6 pm  
Sat, Jan. 17, 10 am  
Fri, Feb 13, 6 pm

**Idaho Falls, ID**  
Fri, Jan 30, 6 pm  
Sat, Jan 31, 10 am & 2 pm  
Tue, Feb 17, 6 pm  
Wed, Feb 18, 6 pm  
Thu, Feb 19, 6pm

**Rancho Vistoso, AZ**  
Thu, Jan 8, 6 pm  
Fri, Jan 9, 6 pm  
Fri, Feb 6, 6 pm  
Sat, Feb 7, 10 am

**St. George, UT**  
Wed, Jan 28, 6 pm  
Tue, Feb 24, 6 pm

**Salt Lake City, UT**  
Wed, Jan 7, 6 pm  
Tues, Jan. 13, 27, 6 pm  
Wed, Feb 4, 6 pm  
Tues, Feb 10, 6 pm  
Sat, Feb 28, 10 am

**Wolf Creek, UT**  
Fri, Jan. 14, 6 pm  
Wed, Feb 11, 6pm  
Thu, Feb 26, 6pm



## **Owner Education** On Video and Online

Nothing beats the experience of a live Owner Education class. It's a great opportunity to have your questions about your WorldMark ownership answered and a wonderful way to meet other owners. But if you can't get to an Owner Education class as soon as you'd like to, there's another solution.

The *new* Owner Education video will be available to owners in January 2004. This comprehensive tutorial covers all aspects of WorldMark ownership: vacation credits and how to use them, Bonus Time, Exchanges, FAX Credits—even how to find an Owner Education class in your area.

You can check out the Owner Education video—which will also be available on DVD—at your WorldMark resorts. Find it alongside the other movie rentals and view it in the comfort of your WorldMark condo. The class is divided into short, easy-to-digest segments, so you can easily stop, start and replay any sections that you need to spend a little extra time on. The Owner Education video will also be available on your WorldMark Web site at [www.worldmarktheclub.com](http://www.worldmarktheclub.com) early this year.

Live, on video and online—you have many options when it comes to becoming a WorldMark vacation ownership specialist. We invite you to use them all.

### **LEARN THE BASICS ON VIDEO**

Then attend a live Owner Education class and become an expert!

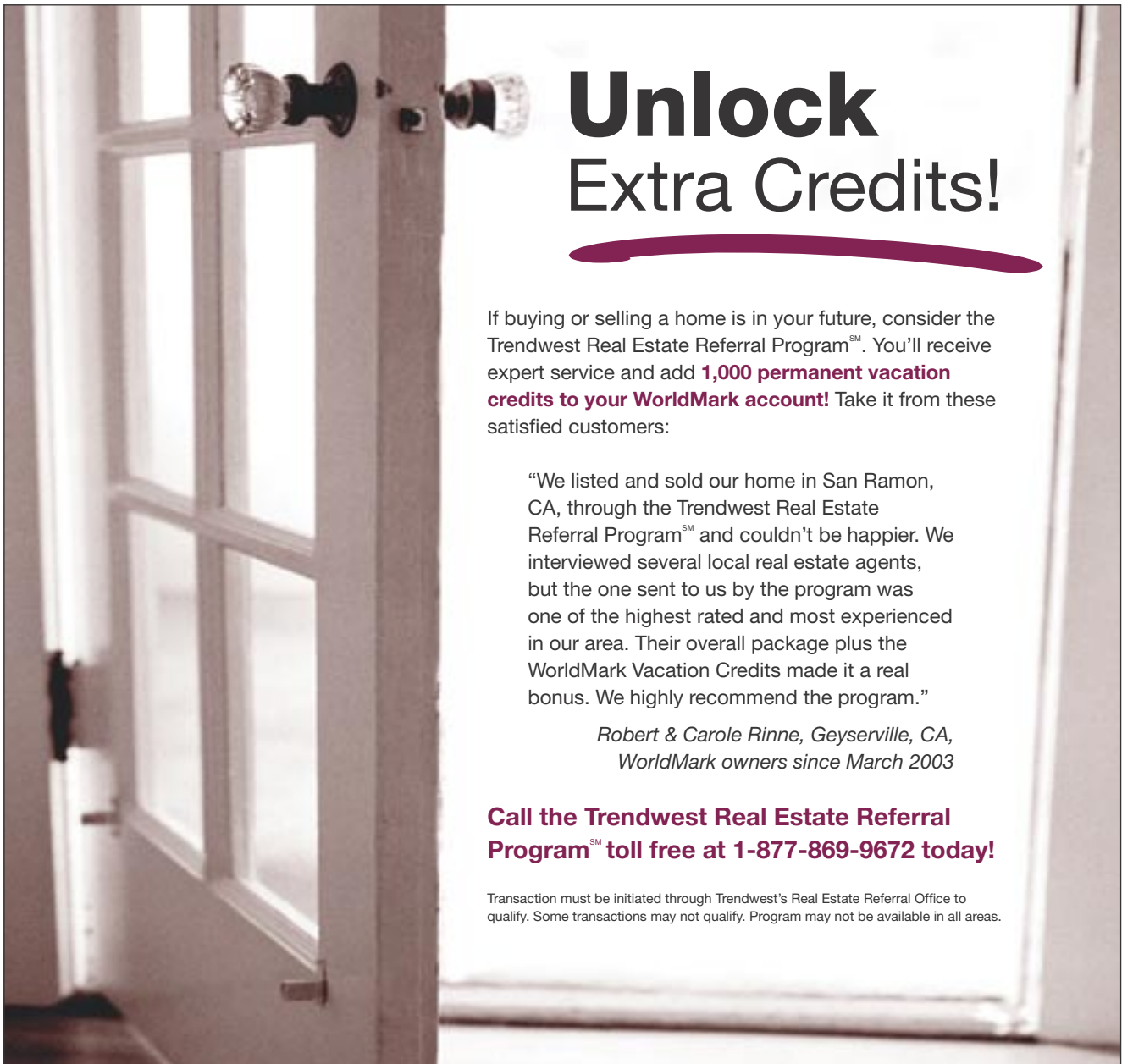
## Inquiring Owners Want To Know

Many of you have expressed interest in the origin of the “tip” envelopes in your WorldMark units. A few years ago, numerous

owners made it known that they would like to leave a tip for the WorldMark housekeepers, but they wanted a way to ensure it got to the right person. Leaving cash on the kitchen counter in the unit or dropping it off at the front desk seemed awkward and inefficient.

WorldMark began providing envelopes in each unit for tipping purposes with the clarification that it was not our intent to

solicit tips for the housekeepers but to provide a vehicle for those who voluntarily chose to leave a gratuity. Our hardworking housekeepers certainly appreciate the occasional tip, so if you choose to leave a gratuity for your housekeeper, know that the envelope guarantees that your kind generosity goes to the proper person. If you choose not to tip, don't worry—your staff does not expect it.



# Unlock Extra Credits!

If buying or selling a home is in your future, consider the Trendwest Real Estate Referral Program<sup>SM</sup>. You'll receive expert service and add **1,000 permanent vacation credits to your WorldMark account!** Take it from these satisfied customers:

“We listed and sold our home in San Ramon, CA, through the Trendwest Real Estate Referral Program<sup>SM</sup> and couldn't be happier. We interviewed several local real estate agents, but the one sent to us by the program was one of the highest rated and most experienced in our area. Their overall package plus the WorldMark Vacation Credits made it a real bonus. We highly recommend the program.”

*Robert & Carole Rinne, Geyserville, CA,  
WorldMark owners since March 2003*

**Call the Trendwest Real Estate Referral Program<sup>SM</sup> toll free at 1-877-869-9672 today!**

Transaction must be initiated through Trendwest's Real Estate Referral Office to qualify. Some transactions may not qualify. Program may not be available in all areas.





PHOTO COURTESY OF NEWPORT CHAMBER OF COMMERCE

## Eat, Drink and Be Carried!

### *Newport Seafood & Wine Festival*

If you're spending time at WorldMark Gleneden in late February, you're in for a real treat! The 27<sup>th</sup> Annual Newport Seafood & Wine Festival will be in full swing on February 27, 28 and 29, 2004, and your activities director at Gleneden, James Gaerlan, has come up with a terrific package exclusively for WorldMark owners.

The Newport Seafood & Wine Festival is the premier event of its kind on the West Coast, enticing visitors from around the globe. Your palate will be tempted with sumptuous seafood delicacies and wines from commercial vintners from Oregon, Washington and Idaho, as well as amateur winemakers; your eyes will be dazzled with arts and crafts booths abundant with paintings and photographs, handcrafted jewelry, wood carvings and pottery; and you'll even have the opportunity to work off some of those calories in a 5K run sponsored by the Coast Hills Running Club. WorldMark owners can

purchase a festival package for \$35 USD per person that will entitle them to

- Shuttle service from WorldMark Gleneden to the festival (built-in designated driver!)
- Admission to the festival
- Special entrance for pre-purchased ticket-holders (no standing in line in the rain!)
- A souvenir wine-tasting glass

What a great way to enjoy your WorldMark ownership *and* the original Northwest seafood and wine festival! Contact the Vacation Planning Center now at 1-800-457-0103 and book your unit at Gleneden; then reserve your festival package by calling WorldMark Gleneden at 541-764-5080 or e-mailing James Gaerlan at activities@centurytel.net with your credit card information. You will receive your festival passes and shuttle vouchers upon check-in.

*Festival package subject to change and availability. Due to limited shuttle space, reservations are strongly recommended. Package good for February 28 or 29 only.*

## inventory specials

In February, you can vacation at the following resorts for just four cents per credit. Call the Vacation Planning Center at 1-800-457-0103 to reserve.

### Midweek and Limited Weekends

Angels Camp, CA  
 Arrow Point, ID  
 Bison Ranch, AZ  
 Branson, MO  
 Galena, IL  
 Lake of the Ozarks, MO  
 Pinetop, AZ  
 Running Y, OR  
 Victoria, BC

### Midweek Only

Bass Lake, CA  
 Bear Lake, UT  
 Big Bear, CA  
 Birch Bay, WA  
 Clear Lake, CA  
 Eagle Crest, OR  
 Leavenworth, WA  
 Reno, NV  
 St. George, UT  
 Windsor, CA  
 Wolf Creek, UT

### Exotic

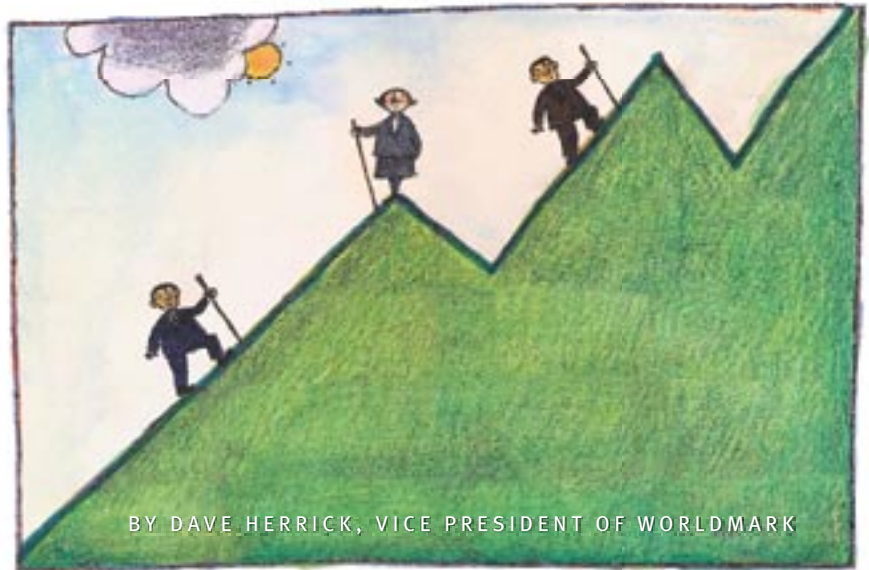
Denarau Island, Fiji

*Midweek stays must take place Sunday through Thursday. Reservations at the above resorts are not subject to the 14-day booking window and you may book multiple units. Holidays—Feb. 14, 15, and 16—are excluded.*

### WE HAVE A WINNER!

**Bethany Smith** of Salem, Oregon, was chosen as the latest winner of a three-night WorldMark stay when her completed comment card was selected in our monthly drawing. We value your opinion—let us know how we're doing!

# Extraordinary Expenses Impact Maintenance Dues Rate



The WorldMark 2004 budget has been completed. The club's cost-conscious management team did keep the line items in the 2003 WorldMark budget within our control either at or below budgeted projections. Despite WorldMark's constant search for ways to reduce costs and/or increase

**Our highest priority continues to be to provide you, our WorldMark owners, with the highest quality vacation experiences possible**

revenues, normal inflationary factors continue to have an impact, so it is not unusual to see some expenses increase by 2% to 3% annually.

Over the past five years a number of extraordinary expenses beyond WorldMark's control have severely affected our budget. They are real estate taxes, insurance and utilities. On a cost

per vacation credit basis, we have seen costs go up in these areas by the following amounts:

|                          |              |
|--------------------------|--------------|
| <b>Real Estate Taxes</b> | <b>53.8%</b> |
| <b>Insurance</b>         | <b>85.8%</b> |
| <b>Utilities</b>         | <b>24.2%</b> |

With our annual maintenance dues revenue representing 79% of our total income, the only way WorldMark is able to absorb unusually high expenses of this nature is through a slight increase in owner dues.

The WorldMark Board approved this increase only after aggressively pursuing all other

alternatives. WorldMark, The Club is a mutual benefit not-for-profit organization, and all club revenues are used solely for the benefit of WorldMark owners. Our highest priority continues to be to provide you, our WorldMark owners, with the highest quality vacation experiences possible by maintaining the high level of commitment to customer service that WorldMark has been known to provide.

If you have any questions regarding any of this information, please feel free to call us at 1-888-648-7363 or e-mail us at [ownersupport@worldmarktheclub.com](mailto:ownersupport@worldmarktheclub.com).

**Effective February 1, 2004, the following dues increase has been approved:**

| Vacation Credits Owned | Previous Rate | New Rate | Annual Increase | Quarterly Impact | Monthly Impact |
|------------------------|---------------|----------|-----------------|------------------|----------------|
| 5,000                  | \$274         | \$288    | \$14            | \$3.50           | \$1.17         |
| 5,001 to 7,500         | \$357         | \$375    | \$18            | \$4.50           | \$1.50         |
| 7,501 to 10,000        | \$440         | \$462    | \$22            | \$5.50           | \$1.83         |
| 10,001 to 12,500       | \$523         | \$549    | \$26            | \$6.50           | \$2.17         |
| 12,501 to 15,000       | \$606         | \$636    | \$30            | \$7.50           | \$2.50         |
| 15,001 to 17,500       | \$689         | \$723    | \$34            | \$8.50           | \$2.83         |
| 17,501 to 20,000       | \$772         | \$810    | \$38            | \$9.50           | \$3.17         |



**GOING TO FIJI?**  
Book a few extra days  
at our new affiliate.

PHOTO COURTESY OF MALOLO ISLAND RESORT



## Another Island Paradise

### Say Bula! to Fiji's Malolo Island Resort

Your exotic escape to Fiji can now include a getaway to the small peaceful island of Malolo. Thanks to WorldMark's new affiliate relationship with Malolo Island Resort, you can use your vacation credits to enjoy this exotic, peaceful beachfront property, where you'll discover fine Pacific Rim cuisine, amazing maritime adventures and total relaxation. The island is just a short flight

from the Nadi airport, or you can get there from Denarau Harbor in an hour on a regularly scheduled catamaran cruise.

If you're planning to visit WorldMark Fiji, you can add a night or two on Malolo Island by group booking your reservation. As long as the total number of nights in your reservation amounts to seven or more, you may book your vacation more than 60 days in advance. Within

60 days, there is no minimum stay required.

Accommodations in Malolo's thatched-roofed bures include air conditioning, paddle fans, high ceilings, lounge areas and decks. Your relaxation will not be interrupted by telephone, as the only phones at the resort are located in the reception office. The resort features two restaurants for gourmet casual island dining experiences, swim-up and beachfront bars and a full experience spa that includes aromatherapy massage and body treatments. An activities center by the water provides complimentary equipment rentals for snorkeling, windsurfing and Hobie Cat sailing. And on Saturday and Wednesday nights you're invited to participate in traditional Fijian feasts and parties.

To book your South Pacific island experience, call the Vacation Planning Center at 1-800-457-0101.

*WorldMark Fiji is on Inventory Special throughout the months of January and February. Book a Denarau Island getaway at just 4¢ per credit, then use your WorldMark Vacation Credits to add on a stay at the Malolo Island Resort. Use cash and credits and get the best of both worlds!*





# construction zone



## WorldMark Camlin

WorldMark's refurbishment of The Camlin Hotel, located in the heart of downtown Seattle, Washington, continues to progress smoothly. Design documents are 85% complete, demolition permits have been issued and abatement is scheduled to begin. WorldMark's newest urban location is currently scheduled to be open for business in fall 2004.

## Ongoing Projects

### Indio, CA Phase I

No. Units: 283  
Est. Completion: Summer 2005 through Q1 2006  
Status: Grading preparation underway



### Windsor, CA Phase II

No. Units: 78  
Est. Completion: Summer 2004  
Status: Siding to interior sheetrock



### Grand Lake, OK

No. Units: 63  
Est. Completion: Spring 2004  
Status: Design and salvage to renovation

### Las Vegas, NV Phase II, III

No. Units: 192  
Est. Completion: Fall/Winter 2004  
Status: Plans in review

*Information as of November 26, 2003.*

## PRODUCT DEVELOPMENT NEWS

# Beating the Heat to Build for You

There's great excitement at WorldMark Las Vegas, our stunning resort on Las Vegas Boulevard, where Phase II and III are currently under construction. But the "heat" being generated isn't just from our enthusiasm; the Nevada sun is doing its part too. Did you know that Las Vegas temperatures sometimes rise to 110 degrees? That's a dangerous amount of heat to take when working outside.

For safety's sake, and depending on the type of work being performed, construction work in Las Vegas will typically start earlier in the day when it's cooler, often as early as 5 a.m. We realize this can be a difficulty for our owners and apologize in advance for any inconvenience this may cause. We're working hard to bring you more units at this lovely resort and will take every step to minimize the impact to those vacationing there during the course of this project.




# Let's Celebrate!

Thomas Edison said, “*Genius is one percent inspiration and ninety-nine percent perspiration.*” When Bill Peare founded Trendwest in 1989, his inspired one percent was a pure credit-based system of vacation ownership—the piece of the timeshare puzzle that would attract the modern vacationer who wanted shorter, more frequent getaways to places closer to home.

There were just two condominiums and a hotel room in the WorldMark network when the first owner jumped in. Today, your club is on the verge of welcoming its 200,000<sup>th</sup> owner; owns 50 resort properties in the U.S., Canada, Mexico and Fiji; has programs allowing owners to use their credits for cruises and tours; includes a full-service travel agency; and has the highest owner satisfaction rating in its industry.

What follows is a timeline tracking the other ninety-nine percent, the events that mark the dedication and hard work that have gone into building WorldMark into what it is today. It's an abridged history, to be sure, but it's an honest sampling that should make you feel proud to be an owner. Now go on and celebrate! Take a trip! Read on!



FEATURES BY  
BEÁTA  
JACHULSKI BAKER  
AND  
KEITH WALSH

# From Humble Beginnings

## The Roots of WorldMark

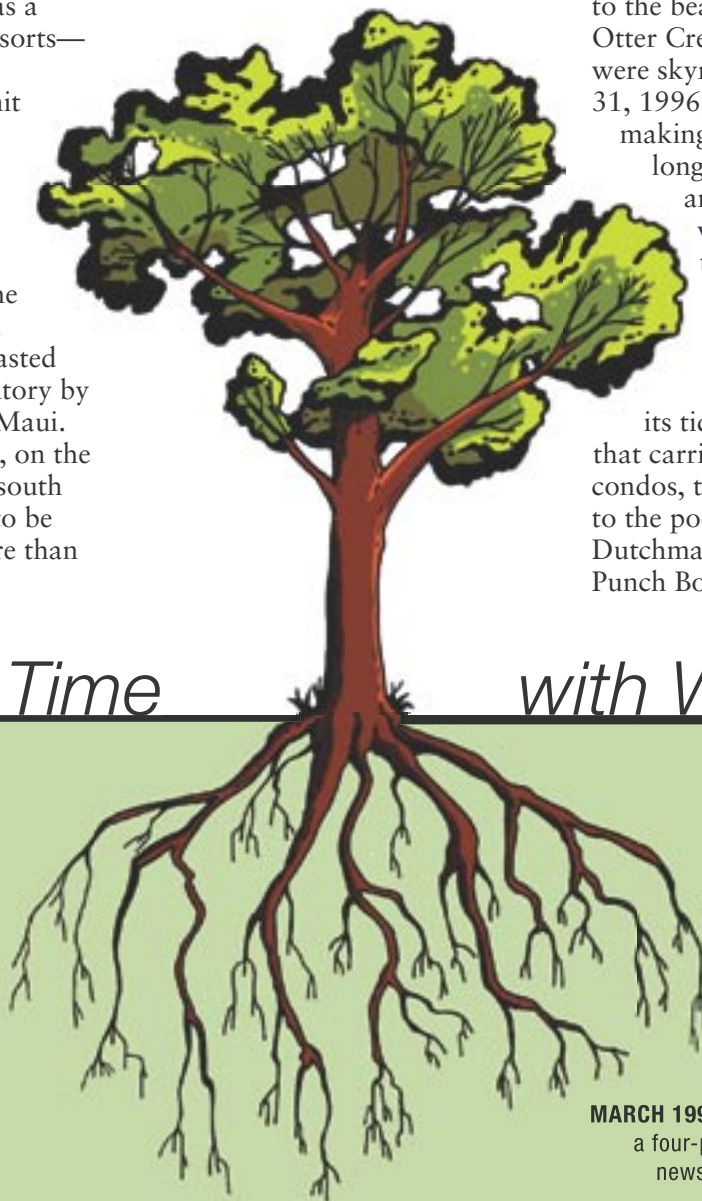
**A** two-bedroom townhouse at Eagle Crest, a one-bedroom resort hotel suite at Ashland Hills Inn and a two-bedroom condominium at the Inn at Otter Crest—this is where the story of WorldMark, The Club (born in 1989 as Club Espirit) begins. Of these three original locations, only one still has a place in the network of resorts—Eagle Crest’s presence has grown from that single unit to 111, ranging in size from one-bedroom suites to three-bedroom chalets.

But whatever happened to the other two? The hotel suite (now part of the Windmill Inns of America group), it turns out, just lasted the year, replaced in inventory by six units on the island of Maui. But the Inn at Otter Crest, on the Oregon coast three miles south of Depoe Bay, continued to be an owner favorite for more than eight years.

The mixed-use condominium and hotel development began in 1972 and sits on a 35-acre oceanfront lot. By the end of the year club’s first year, six condominiums at Otter Crest were in the system. Over the years we acquired more units, eventually owning 22 of them,

but it became evident that a much bigger presence on the Oregon coast was necessary. In June 1995, Trendwest broke ground on an ambitious development: An 80-unit resort on Gleneden Beach with a large pool, two 20-person spas, a fully equipped recreation center and easier access to the beach. At the same time, Otter Crest’s maintenance costs were skyrocketing. December 31, 1996, was the last day for making reservations at the long-time owner favorite, and the inventory balance was thereafter shifted to the new property at Gleneden.

Of this charming WorldMark original, owners fondly recall its tidepools, the golf carts that carried their luggage to their condos, the electric tramway to the pool area, the Flying Dutchman restaurant, and Devil’s Punch Bowl State Park.



### *A Walk in Time*

### *with WorldMark*



**OCTOBER 1989** The humble beginning—with two condominiums and a hotel room as its product, Trendwest Resorts records its first sale in Kirkland, Washington.

**DECEMBER 1989** Club Espirit, as WorldMark is known at the time, expands to Maui, Hawaii.

**APRIL – OCTOBER 1990** Rapid expansion gives owners vacation opportunities in Ocean Shores, Birch Bay and Lake Chelan, Washington. A toll-free phone number is set up to handle reservations.

**MARCH 1990** *Excursions*, a four-page quarterly newsletter, debuts.





# Can We Talk?

## WorldMark Owner Education

**H**ow did a “sales company” like Trendwest start holding Owner Education classes? It all started with cookies, questions and a desire to share a bit of WorldMark knowledge.

In the early years of Trendwest, WorldMark owners would bring their friends in to sales offices, but they didn’t necessarily want to watch another presentation.

Beginning in June 1992, Owner Education Manager CarolAnn Stucky starting hosting these owners in an “open house” setting, giving them tours of

the corporate office, offering snacks and answering questions regarding their membership. She especially enjoyed the latter, and by September 1994 Owner Education had become an official

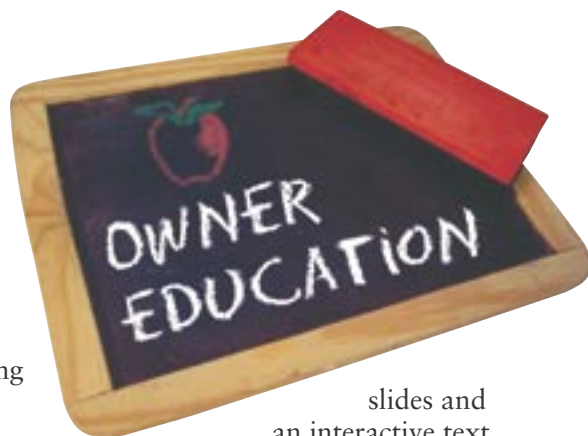
department. Today there are four fulltime and three part-time trainers in Trendwest’s five sales regions, each holding classes several times a week.

In July 2002, Owner Education saw a breakthrough in reaching owners when a live interactive class was conducted over the Internet with 35 participants in three countries. With owners using their computers and everything from dial-up modems to broadband connections, the test was significant in gauging both the difficulty of coordinating an interactive forum and the potential for expansion in this important area.

Succeeding this experiment was a webcast that could be viewed by owners at their leisure. The 30-minute program went online in January 2003, offering an educational experience in a multimedia format using streaming video, PowerPoint

slides and an interactive text area. The next step will be a more comprehensive video, DVD and Internet presentation, allowing owners to stop, start and rerun specific segments quickly and easily. The video and DVD will be available early this year.

As soon as someone becomes a new WorldMark owner, Trendwest takes off their sales cap and replaces it with their service cap. The Owner Education program for WorldMark owners was the first of its kind in the vacation ownership industry and maintains its unique position in the business. Whether live, online or on video, Owner Education classes continue to provide the knowledge necessary for each owner to get the most out of their WorldMark ownership.



**MARCH 1991** Club Espirit gains traction in the snow with nine units at Tahoe Summit Village, Nevada

**JUNE 1992** The first cruise with special owner rates is offered.



**OCTOBER 1991** Two units at the Desert Princess in Palm Springs mark the club’s entrance into California.



**NOVEMBER 1992** Following months of legal negotiations with Esprit de Corps, the clothing manufacturer, the club changes its name to WorldMark, The Club.

# More Than A Day's Drive

## The Exotic Side of WorldMark

Two months after celebrating its first sale, Trendwest was already venturing far off the continental United States with its first exotic resort on Maui, Hawaii. But the stage had been set well before with the purchase of one condominium in a building managed by Vacation Internationale (now Sunterra Resorts) called Valley Isle.

The number of units at Valley Isle climbed quickly, with five more purchased in January 1990 and more in subsequent years. But as the premier exotic destination for West Coast residents, Hawaii needed to have an even larger presence in WorldMark's network. In November 1991, five beachfront condominiums in Kauai (now WorldMark Kapaa Shore) were put into the network, and that was just the beginning.

The drive-to vacation concept is the bedrock of WorldMark's product. But the appeal of the

occasional far-flung, spare-no-expense adventure is universal, and the club has met the needs of its jet-set owners since the beginning.

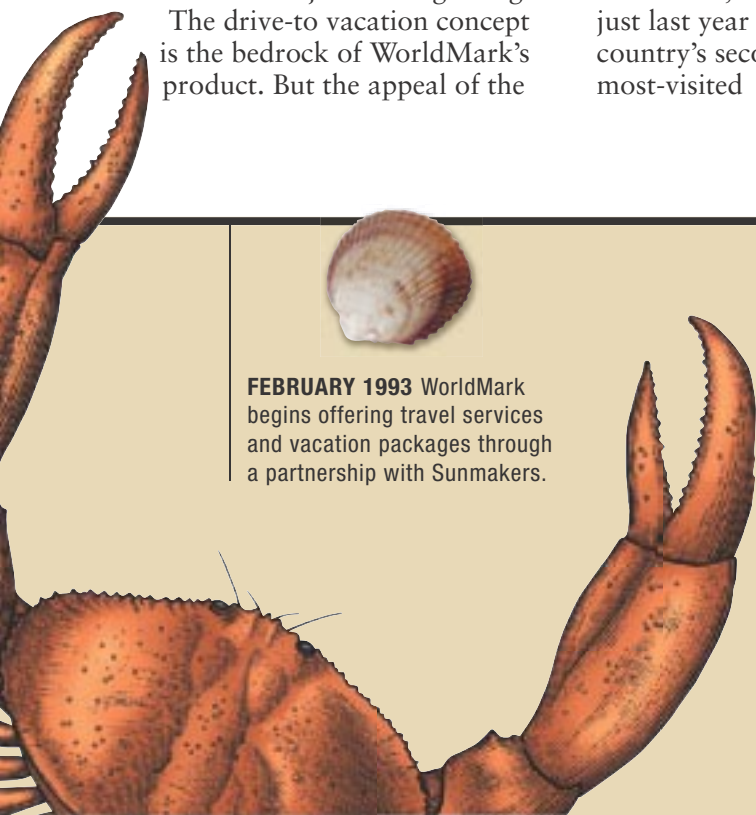
WorldMark Coral Baja, with its cross-shaped pool and swim-up bar, was acquired in 1994, luring owners south of the border with equal parts sunshine and margarita. Las Vegas gained a WorldMark resort in 1997 on Spencer Street (and, in 2002, a premiere venue on Las Vegas Boulevard), making it both a drive-to for owners in Southern California and an exotic destination for everyone else. Fiji joined us in 2000; and just last year the country's second-most-visited

city, Orlando, Florida, became a WorldMark town.

WorldMark's original goal—to meet all of the resort vacation needs of its owners—was certainly ambitious. But today, with more than 800 units in Hawaii, Fiji, Los Cabos, Las Vegas and Orlando—and hundreds of exchange opportunities through RCI, II or WorldMark's Direct Exchange program—the club certainly has reached it.



PHOTO BY DAN STEARNS



**FEBRUARY 1993** WorldMark begins offering travel services and vacation packages through a partnership with Sunmakers.



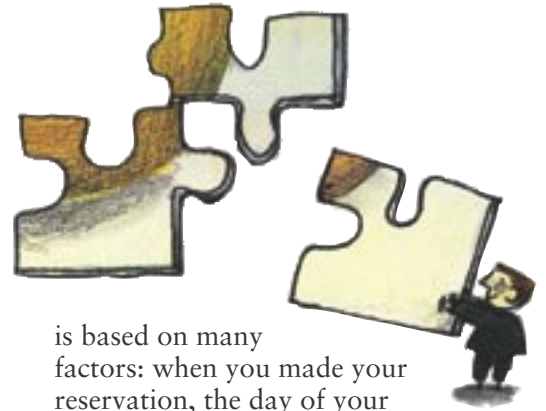
**APRIL 1993** The first California coastal resort—The Beachcomber in Pismo Beach—enters the network.

**OCTOBER 1993** Trends in Travel, WorldMark's in-house travel agency, opens for business.



# Rules of the Game

## No Pets and Best Fit



In addition to club bylaws, there are other elements that play a major role in WorldMark ownership. One of them is very likely the most-discussed policy of the club and one of them is undoubtedly the least understood system.

With the exception of service animals, WorldMark does not allow pets in any WorldMark unit or property (although owners may see animals at resorts not wholly-owned by WorldMark). The “No Pets” provision first appeared in Trendwest’s initial State of Washington public offering statement for Club Espirit, issued in October 1989. Under “Restriction Affecting Purchaser’s Use and Enjoyment,” the first line reads: “No pets may be kept in any accommodation



in order to maintain the high quality of accommodation.” The policy remains in place for several reasons. The well-being of all owners must be taken into consideration, and many people are allergic to dogs and cats. More practically, pets increase the wear and tear on units and resort grounds. The stipulation ultimately protects owners’ interests in the club units and costs.

Few owners comprehend the “Best Fit” system of coordinating units with reservations. Fitting owners into the various condos is like fitting the pieces of an incredibly challenging puzzle together, so units are not assigned prior to check-in for just that reason. Allocations are done the day of check-in with units automatically assigned by computer. Your unit assignment

is based on many factors: when you made your reservation, the day of your arrival, how many bedrooms you requested and if you reserved a unit type such as a special needs room or—where available—a room in a specific building, such as the back building in Cabo where rooms are equipped with hot tubs on the deck. To assist you, wherever you see the house symbol in your WorldMark Resort Directory, it indicates different unit types available at a given resort.

What’s important to remember is that every effort is made to equitably fit you into the best unit available on the day you’re scheduled to check into your resort. And bear in mind that no matter what unit you receive, you’ll always have WorldMark’s consistent comfort and quality in every room.



**FEBRUARY 1994** Best fit system introduced, allowing WorldMark to make more efficient use of its condominiums.

**SEPTEMBER 1994** Trends in Travel changes its name to Trendwest Travel.

**NOVEMBER 1993** Friday and Sunday check-in options added during Red Season.

**NOVEMBER 1994** WorldMark goes south of the border, opening Coral Baja with 50 units and a cross-shaped pool.



**DECEMBER 1994** WorldMark closes its fifth year in business with 324 vacation condominiums at 15 resorts in three countries.



# Change is Good

## Direct Exchange, RCI and II

It's human nature to always want a little more. WorldMark owners have always been delighted to get just a bit more out of their ownership by having the option to vacation beyond the WorldMark system with Direct Exchange, Affiliate and Associate Exchanges, and Exchange Partners such as RCI and II.

The Exchange department was created in 1989, facilitating Direct Exchange reservations and handling administrative duties for RCI exchanges. A staff of two handled all transactions, which enabled WorldMark owners to visit resorts outside the WorldMark system without an additional membership. This same fearless twosome handled the paperwork for all RCI exchanges as well, allowing owners with RCI memberships to exchange full-

week credit increments for vacations at resorts within the RCI system.

In 2001, II became WorldMark's exclusive exchange partner, and from that point all new owners received an initial free year of membership with II. The Exchange group smoothly made the transition, becoming experts in II inventory

and introducing owners to a new set of thrilling destinations.

The following year, hotel affiliates came into the WorldMark system and the Exchange group was there again, helping owners trade their credits for urban excitement or Alaskan wilderness. 2003 saw the introduction of nine Fairfield Associate resorts to the system,

where owners could even use Bonus Time for their getaways.

Now called Adventures In Exchange, this intrepid department has grown to a team of 12 people committed to providing the best in vacation programs and options. And even though they know owners have a bevy of wonderful choices within the WorldMark resort system, they'll always be happy to help you broaden your horizons with a little (ex)change for the good.

**INTERVAL  
INTERNATIONAL**  
THE QUALITY VACATION EXCHANGE NETWORK<sup>SM</sup>



PHOTO COURTESY OF SUNTERRA PACIFIC

**APRIL 1995** WorldMark Express expands to an eight-page, four-color newsletter.



**JUNE 1995** Technical hurdles are cleared, allowing two ownerships to be combined into one.

**MAY 1995** Trendwest and WorldMark outgrow their corporate headquarters and are relocated from Kirkland to Bellevue, Washington.



**DECEMBER 1995** RCI Confirm First introduced, allowing WorldMark owners to confirm an exchange before depositing their credits.

# Stop the Presses

## WorldMark's Newsletter Grows Up

**D**ebuting in March 1990 as a four-page, tri-fold self-mailer, *Club Esprit Excursions* started out as a quarterly newsletter. Every issue led with the introduction of a new property: Lake Chelan was its first, followed by Ocean



Shores, Birch Bay, Lake Tahoe, Palm Springs and many more. Inside read like a cozy club leaflet: highlights from the board of directors meetings, resort updates, manager profiles, reservation tips and, frequently, a letter from the club president, Bill Peare. The club had started in uncharted territory, and as it grew up its newsletter kept owners

informed—about new resorts, additional vacation opportunities, guideline changes and everything else that affected the way they could vacation with their club.

In 1992, quarterly updates were no longer frequent enough, and *Excursions* became a monthly with a new moniker: *Excursions Express*. Its size varied from two pages on a broadsheet to eight pages; in June 1992 it contained an announcement of the club's first special group rate on a seven-day Caribbean cruise, and by August of that year special airfare and travel packages were a regular and popular feature.

The newsletter gradually added color, from splashes of purple in the beginning to four colors in 1995. In 1997, it became a staple-bound, hefty 12-page magazine called *Destinations* and began its life as the familiar travel magazine

you know today.

This past year we have expanded onto the Internet, where you can find supplements to our monthly features as well as past issues you can download and store electronically. But despite our growth, our mission has remained unchanged: To help you make all of your vacation dreams come true.



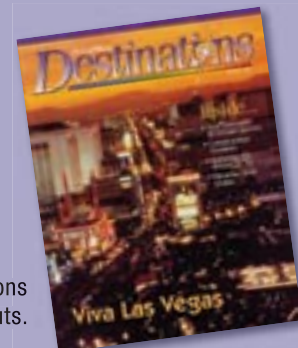
**APRIL 1996** WorldMark gets on the information superhighway: [www.worldmarktheclub.com](http://www.worldmarktheclub.com).



**NOVEMBER 1996** The first phase of the spectacular new Gleneden, OR resort opens.

**AUGUST 1997** Trendwest Resorts goes public on the NASDAQ.

**MARCH 1997** *Destinations* magazine debuts.



# Best of WorldMark

## Owners Choose Their Favorites

In June 1998, *Destinations* took its first-ever reader's poll, asking which resorts were the best for dining, shopping, skiing, relaxing and more. There were 25 resorts in the network,

WorldMark Clear Lake had just opened and Marina Dunes was nothing but dirt and bulldozers. It's difficult to believe how far we've come since then, more than doubling the number of resorts in just five years. Still, there was a lot to brag about back then: Owners selected WorldMark Kapaa Shore on Kauai as the most romantic, Eagle Crest



in Oregon as the best place for golfing and dining, Gleneden on the Oregon Coast as the best for beachcombing and relaxing, and Whistler in Canada as the best for skiing (with Nevada's Tahoe placing a close second).

Here are a few other notable winners:

- You chose WorldMark Clear Lake for the best nearby wineries, followed by a tie between Gleneden and Pismo Beach. Three Washington resorts took places three through five: Leavenworth, Discovery Bay and Lake Chelan.
- The best place, far and away, to feed the family was in a WorldMark kitchen! Not surprisingly, Las Vegas and Lake Tahoe's famous casino buffets made the top-five list.

- WorldMark Coral Baja was voted the best place to swim. Maybe this had something to do with the swim-up bar. Tied for second were Lake Chelan, which sports swimming in the lake as well as two pools; Kapaa Shore, where owners frequently visit Poipu Beach, aka "the sunny side of paradise"; and Gleneden, with its enormous surfside pool.

With our 15<sup>th</sup> anniversary upon us, we thought this year would be a good time to run the survey again and find out why you visit the resorts you do. In fact, our June issue will be dedicated entirely to your favorites. We can't wait to see what your choices will be! Look for our survey in next month's *Destinations*.



**JULY 1998** Trendwest Travel offers special owner rates for cruises, airfare and car rentals.

**AUGUST 1998** Footloose Excursion program debuts with a ski trip to Austria.



**SEPTEMBER 1998** Group booking—allowing owners to split their seven-night minimum stay in Red Season over different resorts—and Exotic Bonus Time guidelines announced.

**OCTOBER 1998** *Destinations* announces the results of its first "Best of WorldMark" reader's poll.





# An Excellent Adventure

## Adventure Club and Cruises for Credits



**W**orldMark Vacation Credits had always been envisioned as vacation currency that owners could leverage in numerous ways. This desire to make WorldMark credits as flexible to use as the vacation system itself was the momentum behind Adventures In Exchange, a Trendwest service

that has become one of the most popular benefits of WorldMark ownership.

The Adventure Club was launched early in 1998 with a “Footloose” (solo travelers) ski excursion to Austria. Four owners participated. However, the next event—a three-day Mexican Riviera “Cruise for Credits” scheduled for the Fourth of July weekend—sold out its first 50 cabins within 48 hours, and the Adventure Club was confidently on its way.

In 2000, Family Events joined Footloose as specialized events; Golden Escapes, for owners 55 and older, debuted in January 2001; couples events and ladies-only excursions soon followed. Adventure

Club events are often hosted by a WorldMark event specialist, so owners can rest assured that their outings are well supported.

2001 saw the addition of the first amusement park tickets sold for credits. The department upped the ante in 2002 by including movie tickets for credits to the list of possibilities.

Now entering its seventh year, the Adventure Club boasts a track record of excellent service and a history of ongoing growth. The department has sent 8,400 owners on Cruises for Credits, 1,196 owners on world tours and specialized events, and 16,700 theme park and movie tickets have been purchased with credits. Adventures In Exchange continues to introduce new programs and excursions that broaden the variety of great vacation experiences for WorldMark owners.



PHOTO COURTESY OF ROYAL CARIBBEAN

**JANUARY 1999** The first annual WorldMark Club Classic Golf Tournament tees off. Winners are awarded green WorldMark blazers.



**FEBRUARY 1999** Trendwest and WorldMark corporate headquarters is relocated again, this time to Redmond, Washington.



**MAY 1999** The first Cruise for Credits is offered through Trendwest Travel, an Inside Passage voyage to Alaska!



**OCTOBER 1999** The club celebrates their 10<sup>th</sup> anniversary by opening new resorts in Pinetop, Arizona; Rancho Vistoso near Tucson, Arizona; Whistler, British Columbia; and on Monterey Bay, California.

# Your In-House Travel Agency

## Trendwest Travel

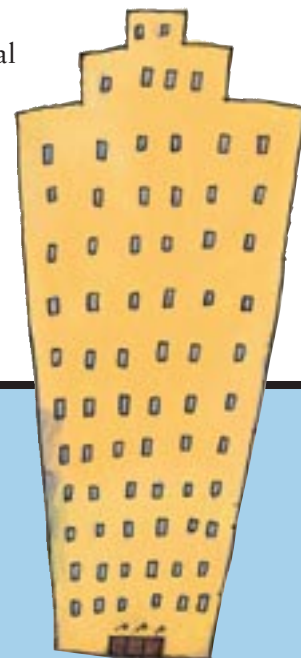
**T**rendwest Travel had its inception in October 1990, when Trendwest Resorts partnered with Satellite Travel Systems to offer Club Espirit owners convenient travel services and special rates. Services expanded in June 1992 when the first cruise for cash—seven days in the Western Caribbean—was presented to WorldMark owners for \$1,240 (airfare included!) Travel specials and packages to popular getaway cities soon followed, and by October 1993, Trends in Travel, a full-service in-house travel agency was open for business. In September 1994, the official name of this hard-working group became Trendwest Travel.

April 2002 saw the introduction

of WorldMark's innovative Air and Condo Team. This group of experts provides one-stop-shopping, booking owners' WorldMark resort reservations, airline tickets and rental car for any travel within the United States (including Hawaii), Canada and Mexico. The Air and Condo Team works closely with Trendwest Travel for great rates, and owners have the increased convenience of taking care of every aspect of their travel with a single phone call.

Even in its early days, Trendwest Travel offered the complete set of services it is renowned for today: Airline

reservations, car rentals, hotel accommodations, travel packages and specials, and anything else an owner would need for definitive vacation bliss. But Trendwest Travel isn't just for leisure travel; these specialists can make sure your business trips are worry-free as well. WorldMark owners can consider Trendwest Travel their own in-house, full-service agency where they can access a complete array of travel services simply by calling one toll-free number. In a time of depersonalized and reduced customer service, WorldMark owners can take confidence in Trendwest Travel's standards of expert service, attention to detail and the personal touch.



**MARCH 2000** WorldMark becomes a global name. Trendwest establishes WorldMark South Pacific, headquartered in Australia. An associate arrangement gives North American owners access to Australian "holiday apartments."

**AUGUST 2000** WorldMark welcomes its 100,000<sup>th</sup> owner!

**MAY 2000** The tropical oasis, WorldMark Fiji, opens its doors.



**OCTOBER 2000** The Canadian—WorldMark's first urban location—in the heart of Vancouver, British Columbia, opens.

# One Call Does It All

## The Vacation Planning Center



Most WorldMark owners have this phone number tattooed into their memory: 1-800-457-0103. Those magic digits connect you to the Vacation Planning Center, WorldMark's gateway to vacation delight. The earliest owners had to pay for their reservation calls, but by October 1990, the toll-free number was established and planning a WorldMark vacation was both free and easy.

The Vacation Planning Center was initially created to handle reservations, and reservations are something they do extremely well. Every vacation specialist goes through weeks of rigorous training, focusing on resort familiarity and a thorough knowledge of the WorldMark Vacation Credit system. Your vacation specialists can explain the intricacies of housekeeping fees, wait-listing, Bonus Time, FAX Credits, the timeshare

want you to have a great vacation as much as you do.

But the Vacation Planning Center has never just been about reservations, it's been about comprehensive vacation service. That's why that same phone number can connect you to Adventure Club events, Cruises for Credits, WorldMark gift certificate purchases and even route you to WorldMark Air and Condo, who can book your unit reservation, air travel and car rental in one fell swoop. One call can truly do it all!

In October 2002, WorldMark owners were given the capability to book their reservations online at their convenience. But if your requirements go beyond point and click, the WorldMark Vacation Planning Center experts are always ready to answer your questions and make your vacation dreams come true. Call them whenever you need them—you know the number.

1994 Vacation Planning Team



occupancy taxes occasionally charged by certain counties, and even advise you of noise levels at locations undergoing renovation or expansion. They constantly hone their skills, because they



**JANUARY 2001** The first phase of WorldMark's Midwest expansion opens at Lake of the Ozarks, Missouri.

**OCTOBER 2001** A new logo, combining the Trendwest paper airplane and the WorldMark name, is introduced.



**DECEMBER 2001** WorldMark Kihei opens on Maui.





# Cendant Travel Services

## The Sale of Trendwest



It's the leading travel services company in America, yet few people recognize the name Cendant. That's because the company is better known by the names of its franchises: Avis Rent A Car, Budget Rent A Car, Coldwell Banker, Century 21, Howard Johnson, Ramada and 37 other companies in the businesses of real estate and travel. But in 2003, WorldMark owners got their first glimpse of the inner workings of Cendant, as its acquisition of Trendwest became complete.

The acquisition immediately made Cendant the largest timeshare company in the world, with more than 644,000 owners and more than 110 resorts worldwide. Though WorldMark,

The Club is owned entirely by owners and financed through maintenance fees and other resort-related income, Trendwest is under contract as its exclusive developer and manager, and the new relationship with Cendant and its travel companies has far-reaching implications for the club.

Within Cendant's Timeshare Resort Group business division, Trendwest and Fairfield Resorts have already begun to leverage each other's strengths. Though most of these arrangements are invisible to WorldMark owners, an especially significant one was a short-term exchange agreement that made nine Fairfield properties available without exchange fees or restrictions.

All WorldMark owners benefit

from the growth of Trendwest, and the addition of Cendant's resources and expertise will allow Trendwest to move to the next level in building the best vacation ownership company in the world. This means growing in new ways and offering owners more vacation opportunities in exciting new places. But most of all it means sustaining the high level of service you deserve—what we've come to regard as "WorldMark quality"—from the instant you consider taking a vacation to the time you get back home and unlock your front door. That commitment was the foundation of your club, and it remains unchanged.



**APRIL 2002** The Cendant Corporation, the parent company for many leading travel and hospitality brands, purchases Trendwest Resorts.



**JULY 2002** The largest WorldMark resort to date, on Las Vegas Boulevard, opens with 208 units. And that's just Phase One!



**OCTOBER 2002** Online reservations released. Owners are able to book credit and Bonus Time reservations from the comfort of their own computers.



# WorldMark by the Numbers

## Resort Operations

Under the name of Club Espirit, WorldMark started life in 1989 with one hotel room and two condos in two locations. In 15 years of phenomenal growth, those figures have increased to 3,625 units throughout 50 resorts worldwide—not including the condos that are part of WorldMark South Pacific. 2004 promises to be a year of exciting additions and improvements. New phases are going up in Las Vegas and Windsor; renovations at our acquisition at Grand Lake, Oklahoma, will be completed this spring; and the beautiful property at Indio, California, is under development. Here's a look at the expansion of your club in three-year increments:

| Year             | # of Resorts | Total # of Units | Resort Expenses | Milestones  |
|------------------|--------------|------------------|-----------------|---|
| 1989             | 6            | 3                | Under \$100,000 | First Hawaii presence at Valley Isle is added by end of year.   |
| 1992             | 12           | 147              | \$1,402,556     | Ski aficionados rejoice with the addition of Sundance at Whistler.  |
| 1995             | 17           | 492              | \$6,362,151     | Oregon favorite Gleneden and golfers' haven Palm Springs join the family.   |
| 1998             | 25           | 1272             | \$19,131,981    | Breathtaking Depoe Bay debuts with new fractional ownership option offered to owners.   |
| 2001             | 43           | 2702             | \$45,990,468    | WorldMark Branson gives the club a Midwest presence, another Maui location is added with Kihei and popular Oceanside Harbor opens.                      |
| Planned for 2004 | 55           | 4217             | \$90,696,355    | Urban elegance with The Camlin in Seattle, lake-oriented relaxing and golfing at Grand Lake, Oklahoma, and more of Las Vegas to love—just for starters! |

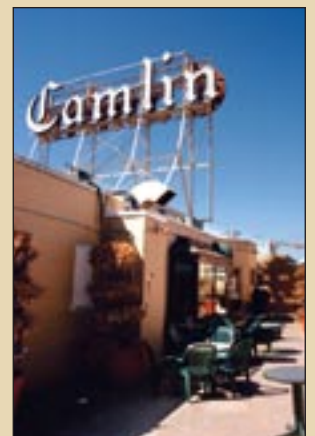
**2003** WorldMark expansion explodes, with new resorts opening in Victoria, BC; Orlando, FL; Seaside, OR; Windsor, CA; and Galena, IL. Phase two developments wrap up in Angels Camp, CA, and South Shore, NV.



**DECEMBER 2003** As WorldMark's ownership numbers approach 200,000, Destinations magazine doubles in size to 32 pages.



**2004** WorldMark turns fifteen and looks forward to the opening of the faithfully restored Camlin Hotel in downtown Seattle and a fabulous lake and golf resort in Oklahoma.





direct **exchange**

- Capistrano, California
- Carlsbad, California
- Fairmont, British Columbia
- Maui, Hawaii
- Newport, Oregon
- Oahu, Hawaii
- San Francisco, California
- Santa Fe, New Mexico
- Scottsdale, Arizona
- Sedona, Arizona
- Sunriver, Oregon
- Sun Valley, Idaho

*Exchange fee of \$129 USD applies. One-bedroom unit = 9,000 vacation credits; two-bedroom unit = 10,000 vacation credits. For more information on these popular exchange destinations, call the Vacation Planning Center at 1-800-457-0103. CSR 2067820-50*

# ★ **SPRING TRAINING** ★ ★ **IN PEORIA!** ★

Indulge your passion for baseball during Spring Training at the Peoria Sports Complex, training and player development home of the Seattle Mariners and San Diego Padres. Watch the workouts and catch an opportunity for an autograph or a conversation with a baseball great!

**Baseball Dream Vacation Package includes:**  
 Three nights' accommodation at the La Quinta Inn and Suites (across the street from the sports complex), rental car, daily continental breakfast and tickets to two games at the Peoria Sports Complex. Package prices based on the number of adults staying in the same room.

**Double:** 18,150 credits for two adults  
**Triple:** 19,205 credits for three adults  
**Quad:** 20,200 credits for four adults  
**Children age 2-17:** 400 credits per child (staying in room with adults)  
 Cash 'n' Credits option available



MARCH 12-15 2004

Reserve your place at your own field of dreams by calling the Vacation Planning Center at 1-800-457-0103 now!

Children under 2 are free. Airfare and 300 USD exchange fee not included. CSR 2067820-50

*T*ulips and daffodils awake from their winter slumber, setting La Conner, Washington, ablaze in rivers of color. Join us on a celebration combining a cruise through the San Juans, fields of brilliant flowers and old town charm.

Package includes Victoria Clipper from Seattle to La Conner, motor coach tour of tulip fields, visit to a bulb farm and motor coach return from La Conner to Seattle.

**April 17, 2004**  
**875 credits per person**  
**625 credits per child (ages 2-11)**  
 Cash 'n' Credits option available

CSR 2067820-50



Call the Vacation Planning Center at 1-800-457-0103 today!



# Shop 'Til You Drop at Mall of America

**February 20-22, 2004**

Package includes meet and greet orientation with a mall representative, two nights' hotel accommodation at the Grand Hotel, two Camp Snoopy unlimited ride wristbands, two Underwater Adventure passes, daily breakfast, Super Savings coupon book, and complimentary shuttle service between the Grand Hotel and mall.

**10,000 credits** for two adults

**3,000 credits** per additional adult (age 18+) in same room

**550 credits** per teen (age 13-17) in same room

**520 credits** per child (age 3-12) in same room

*Cash 'n' Credits option available*

**Call 1-800-457-0103 today and put on your shopping shoes!**

\*Hotel rooms sleep a maximum of four guests. Subject to change and availability. Airfare not included. For best rates on airfare, call Trendwest Travel at 1-800-953-5511. CSR 2067820-50



## Olé, Two Ways!

### **Seven-night Mexican Riviera Cruise**

**August 29 – September 5, 2004**

Carnival Cruise Line's *Carnival Pride* sails from Long Beach, California, for Puerto Vallarta, Mazatlan and Cabo San Lucas, Mexico.

Inside cabin:

**27,500 credits for two**

Outside cabin:

**33,500 credits for two**

Balcony cabin:

**37,500 credits for two**

*Cash 'n' Credits option available*

### **Four-night Baja Mexico Cruise**

**August 23 – 27, 2004**

Carnival Cruise Line's *Ecstasy* sails from Long Beach, California, for Catalina Island and Ensenada, Mexico.

Inside cabin:

**15,500 credits for two**

Outside cabin:

**18,000 credits for two**

Outside quad cabin:

**31,000 credits for four**

*Cash 'n' Credits option available*

**Call the Vacation Planning Center at 1-800-457-0103 today to reserve your Mexican getaway!**

Cruises subject to change and availability. All rates are based on double occupancy except for quad cabins. Tax and port fees included. Airfare and \$129 USD exchange fee not included. CSR 2067820-50



**PRINCESS CRUISES**

**AUSTRALIA/NEW ZEALAND 2005 CRUISE**

**February 11 - 23, 2005**

Princess Cruise Line's *Sapphire Princess* sails from Sydney, Australia, for Melbourne, Australia; Tasmania (Hobart), Australia; Dunedin (Port Chalmers), New Zealand; Christchurch (Lyttelton), New Zealand; Wellington, New Zealand; Auckland, New Zealand. Also includes scenic cruising in Fiordland National Park.

Inside cabin: 18,000 credits plus \$2,570 for two  
 Outside cabin: 18,000 credits plus \$3,225 for two  
 Balcony cabin: 18,000 credits plus \$3,575 for two



Call 1-800-457-0103 today to reserve this spectacular voyage!

Subject to change and availability. All prices include \$129 USD exchange fee and \$275 USD per-person port fee. All rates based on double occupancy. Airfare not included. CSR 2067820-50



**Seven-night Glacier Bay**

**May 12 - 19, 2004 / September 15 - 22, 2004**

The *Carnival Spirit* sails from Vancouver, British Columbia, along the Inside Passage and Glacier Bay for Juneau, Skagway and Ketchikan.

Inside cabin: From 32,000 credits for two  
 Outside cabin: 42,000 credits for two (available for May 12 sailing only)  
 Balcony cabin: From 46,000 credits for two

Cash 'n' Credits option available

Call the Vacation Planning Center at 1-800-457-0103 to reserve your cabin!

Cruises subject to change and availability. All rates based on double occupancy. Tax and port fees included. Airfare and \$129 USD exchange fee not included. For airfare, call Trendwest Travel at 1-800-953-5511. CSR 2067820-50

**Irresistible Cruise Line Packages from Carnival**

**Three-night Baja**  
**July 2 - 5, 2004**  
 The *Ecstasy* sails from Long Beach, California, for Ensenada, Mexico.  
 Inside cabin: 19,000 credits for two  
 Outside cabin: 21,000 credits for two  
 Outside quad cabin: 36,000 credits for four  
 Cash 'n' Credits option available







Call the Vacation Planning Center at 1-800-457-0103 and pack your sunscreen!

Cruises subject to change and availability. All rates based on double occupancy except for quad cabins. Tax and port fees included. Airfare and \$129 USD exchange fee not included. CSR 2067820-50





**Four-night Baja - June 21 - 25, 2004**  
 The *Ecstasy* sails from Long Beach, California, for Catalina and Ensenada, Mexico.  
 Inside cabin: 19,500 credits for two  
 Outside cabin: 22,000 credits for two  
 Cash 'n' Credits option available





# Celebrity X Cruises

## Twelve-night Alaska Cruise

Celebrity Cruise Line's *Mercury* sails from San Francisco, California, for Victoria, British Columbia; Juneau, Skagway, Icy Strait, Sitka and Ketchikan, Alaska; and cruises the Inside Passage and Hubbard Glacier.

Inside cabin: \$1,232 per person  
Outside cabin: \$1,457 per person  
Balcony cabin: \$1,957 per person  
Balcony Concierge Class cabin: \$2,097 per person

May 17 – 29, 2004

Call Trendwest Travel at 1-800-953-5511—book now and receive a complimentary bottle of champagne or sparkling wine in your cabin!



Cruises subject to change and availability. Prices are per person and based on double occupancy. Quad cabins available upon request. Tax and port fees included. UPS shipping fees not included. CSR 2067820-50

## Seven-night Western Caribbean Cruise

April 25 - May 2, 2004  
Carnival Cruise Line's *Carnival Conquest* sails from New Orleans, Louisiana, for Montego Bay, Jamaica; Georgetown, Grand Cayman; and Cozumel, Mexico.

Inside cabin: \$712.50/person  
Outside cabin: \$862.50/person  
Balcony cabin: \$1,012.50/person

Book now by calling Trendwest Travel at 1-800-953-5511 and receive a \$60 shipboard credit, plus champagne or sparkling wine and a chocolate delight in your cabin!

Cruises subject to change and availability. Prices are per person and based on double occupancy. Quad cabins available upon request. Tax and port fees included. UPS shipping fees not included. CSR 2067820-50

## travel specials

It's a great time to travel from **Seattle to Victoria, BC!** Take advantage of Victoria's lower occupancies during the winter months. WorldMark Victoria is on Inventory Special throughout January, so use Bonus Time to book your reservation—then use your WorldMark credits to get there in style on Kenmore Air or the Victoria Clipper. Leave your car and cares behind!

This special offer is available from January 1 through March 31, 2004. For more information and reservations, **call Trendwest Travel at 1-800-953-5511.**



## An Ode to Eagle Crest

Off to Eagle Crest we go,  
I surely love this place, you know.  
I would like to stay more days than seven,  
For I think I've died and gone to heaven.

Golf all day, with all my might,  
Even though my score's a fright.  
Play a game of tennis, or two,  
Cool off with a dip in the pool.

Oh, a hayride could be alright,  
Bike rides too, for your respite.  
In the Jacuzzi, beer in hand,  
Boy, if this isn't the Promised Land!

Hang up the apron, no cooking tonight,  
Off to the restaurant, oh what a delight.  
Our tummies are full, everything's alright,  
Back to the condo for a walk in the moonlight.

The condo's décor suits us to a tee,  
Come on folks, Eagle Crest is for you to see.  
With all of this, you'll be sold,  
Something for everyone, young and old.

But back to work, for bills I must pay,  
At least for now, that's what they say.  
So that I may return to this place I love,  
Once again with my turtle dove.

I'm convinced that this is the life  
For my family and my wife.

*Club Espirit's Excursions Express* newsletter 1992 Essay Winner,  
written by owner Arlene Augustine, Aldergrove, B.C.



# Nothing says "I love you" like time away together



## Give WorldMark Gift Certificates for Valentine's Day!

Roses fade, chocolate goes right to the hips, and do you *really* want to guess what the right size might be? Forget the stuff—give the gift of time with a WorldMark Gift Certificate. Make it a Valentine's Day they'll never forget!

**Two-night Weekend Getaway - \$299 USD**

**Four-night Midweek Escape - \$399 USD**

**Seven-night Dream Vacation - \$795 USD**

Call 1-800-457-0103 today and give  
Cupid a run for his money!

*Gift certificates are redeemed with FAX credits and are subject to Owner Guidelines. Certificates are valid for any size unit (excluding penthouses) and must be booked within a year for travel no more than two years from date of issue.*





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