



LOCATION SPECIFIC AGREEMENT

Presentation Location: Virginia Beach, Virginia: VSA Resorts (vacation ownership)
Incentives offered: 2 nights accommodations

Tour Pay is \$100.00 per qualified tour.

- a. All prospects must attend a vacation ownership presentation at VSA Sales Center lasting approximately 90 -120 minutes.
- b. All prospects must possess and present a valid driver's license or government photo identification card AND a major credit card (Visa, MasterCard, American Express or Discover), or a debit card with a Visa or Master Card logo at the presentation.
- c. The ideal prospect for this promotion is a married and co habituating couples, single females, and males. (Names of all guests are required who are above 18 years of age)
- d. All prospects must be US residents who speak and understand English.
- e. At least one member of the couple must be at least 25 to 74 years of age. Singles must be 25 -74 years of age.
- f. Couples must have a combined annual household income of \$50,000 or greater.
- g. Children 12 years and younger will be asked to stay in the Kids Club area.
- h. Guest must not have toured Grand Crowne property in the last 6 months and owners of the lodges at the the great Smoky Mountains are not eligible.
- i. Prospects may not be involved in an open bankruptcy or any foreclosures in the past 3 years.
- j. Prospects may not have taken advantage of a promotional offer through VSA in the last 24 months.
- k. Prospects may not be current or past owners of VSA.
- l. Prospects may not be current or past employees of VSA or of the marketing vendor/broker.
- m. Prospects must be fully and accurately informed of the promotional requirements and details of participation.
- n. **Although all clients will be touring at the Ocean Key Resort, guests will be booked at The Atrium Resort.** Unless if sold out the sponsor will then book them in the Ocean Key Resort.
- o. All accommodation is subject to availability.
- p. Clients will check in at their accommodation location upon arrival in Virginia Beach. Most clients will attend the tour/presentation the following day, but the resort reserves the right to offer clients other tour time options. They will assign the client's tour date and time when they provide reservation confirmations. That information can then be shared with the client in the confirmation letter and during the confirmation call.
- q. A Confirmation Letter is required

- r. The booking agent must give GMG a 7-day notice of cancellations or changes.
- s. Reservations cannot be made less than 7 business days prior to the requested arrival date. All cancellations made less than 7 business days prior to arrival date and all no shows will be charged back a one night no show charge including taxes. One night plus tax will be charged back for any guest that is not cancelled and does not arrive. There will be a night charge plus taxes for guests that arrive but don't tour or arrive but do not meet the qualification requirements.
- t. During the life of this of this agreement booking agent may not pursue a separate agreement with this client.
- u. In the event this agreement is terminated, GMG agrees to honor all reservations confirmed prior to termination date.

Signed: Michael Tutelbaum Date: 10/13/22

Date: _____