



# **A Time-Share Salesman's Sales Secrets Divulged: What You Do Not Know About Time-Share Sales, But Should**

*Joseph Skiba*

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Thinking of Investing in a Time Share? What You Don't Know Might Hurt You... On the surface, a time-share seems like an amazing deal...a pre-paid vacation spot for the rest of your life. Most time-shares are sold by experienced high-pressure salespeople after a long presentation that is usually both exciting and exhausting. How clearly will you be thinking, when you're dreaming of your perfect resort getaway, and a contract is put down in front of you? This valuable book, written by a successful and experienced time-share salesman, gives you all the information, tips, and tricks you need to make an informed decision that you won't regret. You'll learn how to figure the "real cost" of your time-share, including how to factor in vacation costs unrelated to the time-share, such as travel and activities, annual maintenance, and other fees you may not be considering. You'll be encouraged to consider whether committing to the same place repeatedly is a genuine fit for your lifestyle, and how to assess your recreational needs. You'll learn how to figure out whether a time-share commitment works with your financial goals, and what its value may be in the future. Best of all, you'll get a list of smart, proactive questions to ask a time-share representative before you sign anything. Give yourself the advantage of an industry insider's advice, and make your time-share purchase a success!

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