



# E - News

The official newsletter of the Timeshare Institute of Southern Africa.

November / December 2007

Volume 1, Issue 6

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Thank  
You



Happy  
2008



Best  
Wishes



Happy Holidays from TISA

**Our best wishes for a peaceful, prosperous and happy holiday season and New Year filled with fabulous surprises!**

**Our office will be closed from the 21<sup>st</sup> December and we will be ready and waiting for you again on the 02<sup>nd</sup> January 2008!**

TISA's NEW Website is now live! So don't forget to take a look...

<http://www.tisa.co.za>

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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!

With 2007 almost done and dusted we find ourselves reflecting back on the years achievements with great satisfaction.

2007 has undoubtedly been a busy year for TISA with the revitalization of our monthly newsletter, the launch of the new TISA website and the re-introduction of the TISA member's workshops, but none of this

would have been possible without the input and support of you our members. It has been a tough road, but we are already reaping the benefits of our labours as this year has given us the opportunity to lay the foundation for some very exciting projects which TISA plans on launching in the first quarter of 2008.

But 2007 has not been without its low points the tragic passing of Peter Nicholson of Quantum Group Durban, in a motor cycle accident on the 11<sup>th</sup> of November will be felt throughout the industry. We would like to extend our deepest sympathies to his family and children. Peter will be sorely missed.

In this last issue for 2007 we have included some feedback on our annual general meeting, which took place in October. With the winding down of the legal sector for the festive season we have no new legislative updates this month, but we have included some informative articles on our sister associations, ARDA and OTE.

Make sure you update your diaries with the help of our diary section, which indicates a list of important events for 2008.

On behalf of the team at TISA we would like to wish all our members a joyous and blessed Christmas and a prosperous 2008! Wherever you go and what ever you may be doing over the festive season travel safe and take care.

We look forward to being of service to you in 2008.

Warmest regards  
Alex Bosch  
Executive Director, TISA

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## TISA Annual General Meeting

The TISA Annual General Meeting took place on the 31<sup>st</sup> of October 2007 at the Sandton Convention Centre in Johannesburg. It was great to see such high attendance this year. Once the welcomes and apologies were extended our chairman Mr. Mike Whiting delivered a most informative annual report and then the meeting proceeded with the election of the new

Executive Board. The board includes representatives from across our industry;

<b><u>Developer Category</u></b>	-	Mr. B.S. Stocks Mr. D. Viljoen Mr. I. Wilcocks Mr. N. Beekman
<b><u>Brokers</u></b>	-	Mr. M.S. Whiting (Chairman)
<b><u>Managing Agent</u></b>	-	Mr. I.S. Hume
<b><u>Exchange</u></b>	-	Mr. W. Lorraine-Grews
<b><u>Owners Association</u></b>	-	Mr. E.D. Testa

TISA would like to extend its most sincere congratulations to the newly appointed board members and wish them the best of luck in all there future endeavours.

We would also like to thank Ms. Rioma Cominelli for her many years of service whilst on the TISA Board. Ms. Cominelli has been an executive board member since the institutions inception and we would like to wish her good health and prosperity for the future.



**Don't forget to  
visit the NEW TISA  
website.**

**[www.tisa.co.za](http://www.tisa.co.za)**

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## TISA National Credit Act Workshop

The TISA National Credit Act Workshop which took place on the 31<sup>st</sup> of October 2007 at the Sandton Convention Center in Johannesburg was a great success and attendance from the industry was outstanding.

We would like to thank our industry speaker, Mr. John Meyer as well as our guest speaker Mr. Sieko Skrzypczak, who took time away from their busy schedules to share with us their invaluable knowledge. A special thanks to RCI for co-sponsoring this event.

TISA is committed to broadening the knowledge of all our members and, we will be notifying you in January 2008 of our next scheduled TISA workshop.

Should any members still require a copy of the presentations from the National Credit Act Workshop please do not hesitate in contacting Melanie at [Melanie@tisa.co.za](mailto:Melanie@tisa.co.za)

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## CLG Update.....



We would like to extend our sincere congratulations to Mr. Manny Testa of Club Leisure Group on being appointed Sales Director for the group. We trust he will enjoy this new position and we look forward to seeing the sales trends CLG will take in 2008.

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## RCI News.....

### **Welcome**



TISA would like to extend a warm welcome to Group RCI Africa's new Managing Director Mr. Wayne Lorraine-Grews. Mr. Grews joins RCI from RTT, which is the largest privately owned logistics company in South Africa and we trust he will enjoy this new chapter in his career.

As with all our members we at TISA would like to extend an open door invitation to Mr. Grews, whether it is for industry information or to swop ideas, we look forward to being of service.

### **Farewell**



It is with a heavy heart that we bid Mr. Adrian Zanetti of Group RCI farewell. After 15years with RCI we will sorely miss you. It has been a privilege working with you and on behalf of all our members and TISA personnel we would like to wish you the best of luck in all your future endeavours and please stay in touch!



# Tourism Grading Council of SA & Match launch 2010 Campaign



TOURISM GRADING COUNCIL  
OF SOUTH AFRICA

Tourism Grading Council of South Africa (TGCSA) in partnership with Match, FIFA appointed agent to provide non-hotel accommodation for visitors, has launched a six month national campaign to prepare accommodation establishments across the country to receive the estimated half a million foreign visitors.

The project will be implemented in more than 25 locations around South Africa with the aim of providing opportunities for SMME accommodation owners to get information about becoming official accommodation providers for the 2010 FIFA World Cup.



Thembi Kunene, CEO of TGCSA stated that in order to validate the signing of a Match contract the establishments had to become star-graded with the TGCSA. TEP (Tourism Enterprise Programme) is providing financial assistance in terms of star grading fees to previously ungraded SMME's. The assistance offered would cover up to 50% of the fee in years one and two, and up to 25% in the third year. To qualify for assistance you are required to register with TEP.

Ms. Kunene also stated that once the Match contract was signed, establishments had 12 months in which to become star-graded.

Should any TISA member require more information, go to [www.tourismgrading.co.za](http://www.tourismgrading.co.za) or [www.tep.co.za](http://www.tep.co.za) or call +27 (0)11 567 2710 during office hours.

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## Business & Global News

- **News from ARDA**

ARDA has announced that the direction for there 2008 Public Relations drive will aim at putting a more positive spin on timesharing and utilizing the words "fractional" and "vacation ownership" in the process.

ARDA feels this is a good move as a similar approach was applied successfully in the 1970's utilizing the words "interval ownership" to describe the product as it was then felt that timesharing had already been captured by the computer industry.





- **Annual OTE Conference**

Some 350 delegates attended this year's annual OTE conference in Portugal, breaking all previous attendance records.

The successful iZONE exhibition area not only displayed that which was new and exciting in the world of shared vacation ownership, but also held informative and entertaining sessions.

The Levitin Group, led by Shari Levitin, who is known as the guru of timeshare training, held special workshops focused on boosting sales and profitability. According to Ms. Levitin, the techniques that featured in their presentation have been applied successfully at sales offices around the world.

The general feedback from some of the key industry figures at the OTE Business Forum indicated that this year's conference has produced some interesting and clear communication concerning the timeshare product.

Regarding the new EU Directives, for the first time there was a general understanding that whatever comes it will be something that

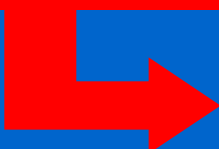
everyone will have to live with. It is predicted that by 2010 a new European Directive will be in place, which will have major ramifications for timeshare. The new legislation will regulate the sales and marketing of long-term holiday products, resale and exchange as well as timeshare products and services.

The OTE Media Working Group was tasked with devising a strategy to actively change the public's perception of timeshare. It was felt that the new ideas to tackle negative media coverage were good, but that the new Media Working Group must ensure the follow through, sending a key message that when buying timeshare make sure it's from an OTE member.

It was however felt that the industry needed to take steps to eliminate certain unacceptable sales and marketing practices in order to generate a more positive view for the industry. It did not help for OTE to create massive advertising campaigns, if the industries own

backyard was not in order; this would expose the industry to run the risk of creating more harm than good.

**Officially  
Endorsed by TISA**



**1<sup>st</sup> ANNUAL MORTGAGE  
SOUTHERN AFRICA 2008 CONVENTION**  
**12 & 13 March 2008, Indaba Hotel, JHB**  
*Register NOW and SAVE R1300pp  
(Offer ends 14/12/07)*  
**Contact Levi Mogorosi on (011) 803 0009  
or phuti@tci-sa.co.za**



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<http://www.tisa.co.za>



## Review of TISA Fees!!

TISA decided that it was time to review the membership and declaration fee structures with the view of bringing the fees in line with current inflation trends, but also to ensure a fairer cost structure across the board for our members.

We have thus instituted a fee increase of 7% across the board, which will come into effect in January 2008. We have also changed the format for calculating certain membership fees as well as the monthly declaration fees

We will be circulating an industry memo by no later than the 14<sup>th</sup> of December 2008, which will detail the format and tariffs which will apply to the 2008 membership and declaration calculations.

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## A Date for your Diary.....

Don't forget to include the following important dates:

- 06<sup>th</sup> of February 2008, TISA Exco Meeting being held at the TISA office in Cape Town.
- 12<sup>th</sup> of March – 13<sup>th</sup> of March 2008, The Annual Mortgage Conference to be held at the Indaba Hotel in Johannesburg.
- 06<sup>th</sup> of April 2008 – 10<sup>th</sup> April 2008, ARDA 2008 Convention being held in Los Vegas, U.S.A.
- 28<sup>th</sup> of May 2008, TISA Exco Meeting being held at Breakers Hotel in Durban.
- 20<sup>th</sup> of August 2008, TISA Exco Meeting being held in Johannesburg.
- 21<sup>st</sup> of August – 22<sup>nd</sup> August 2008, Fractional Ownership Conference being held at the Westin Grand in Cape Town.
- 14<sup>th</sup> of September – 16<sup>th</sup> of September 2008, The Property Show being held at the Cape Town International Convention Center in Cape Town.
- 28<sup>th</sup> of November 2007, TISA Annual General Meeting being held at the Sandton Convention Center in Johannesburg.

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## 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](mailto:Melanie@tisa.co.za), FAO: The Editor, E-News.

To unsubscribe from this list email: [tisa@tisa.co.za](mailto:tisa@tisa.co.za)

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