

2026 Spring
CONFERENCE



REPOSITIONING FOR RELEVANCE:

REAL-WORLD TURNAROUND CASE STUDIES



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REAL-WORLD TURNAROUND CASE STUDIES



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REPOSITIONING FOR RELEVANCE

Right-Sizing / How To

- There's no cookie-cutter approach, but there are many tools.
- Identify triggers
- Judicial – only if necessary
- Non-judicial
- Nuances: Combination of approaches. Sunset. Weird/complex provisions.
- **What is the goal?**

REPOSITIONING FOR RELEVANCE

Reaching the Goal



Prepare

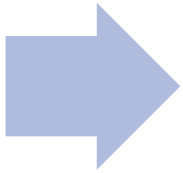


Sell



Goal:
Maximize
Value

REPOSITIONING FOR RELEVANCE



Goal: Maximize Value

- In owners' pockets
- To improve the property
- Reduce costs
- It's all about loving your timeshare

REPOSITIONING FOR RELEVANCE

Sell

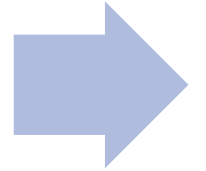
- Ensure clean and marketable title
- Choose scope units / whole / other
- Choose broker and / or auctioneer
- Prepare accurate information
- Prevent chilling



REPOSITIONING FOR RELEVANCE

Prepare

- Title plant & details
- Back title
- Underwriting
- Methodology
- Facilities
- Optimize Management



REPOSITIONING FOR RELEVANCE

- **Mountainside at Stowe, Stowe, VT**
 - Underwrote non-judicial termination and sale
 - Proceeds went to facilities and TS owners
 - Provided management, reimagination & facilities
 - Facilities services include civil works, building repair, water connection, obtaining federal grants for water connection



REPOSITIONING FOR RELEVANCE

- **Bay Club Resort, Ocean City, MD**
 - Non-judicial termination and sale despite 100% requirement
 - Right Sizing
 - Proceeds went to exiting owners and facilities
 - Management, reimagination, facilities service
 - Facilities service included extensive structural repair and preservation



REPOSITIONING FOR RELEVANCE

- Honorable Mention: **Hiawatha, TN**
- Used bankruptcy because of 100% requirement
- Change of use to apartment rental before selling
- Dealing with attempts to chill the sale that often comes with judicial approach



Resorts Reimagined TM

Right Sizing, Right Tracking, Repurposing



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