

Sales Tour Prep

A helpful list to better prepare you for your time with us



WHAT TO ASK YOURSELF

- How important is it to you to take regular vacations?
- How many nights a year do you like to travel?
- What time of year do you prefer to take vacations and who do you usually travel with?
- Do you currently own a vacation home, if not, would you like to own one?



WHAT TO ASK US

- What is a “home week”?
- How do Hilton Grand Vacations ClubPoints work?
- What kind of vacations can I reasonably expect to take with 5,000 Points, 7,000 Points, etc.?
- Does time of year impact how many Points I need to travel to a certain destination?
- Is vacation ownership affordable for me?
- What are the financial responsibilities of vacation ownership?
- What do my maintenance fees and dues pay for?
- Do I need financing to enjoy vacation ownership?
- What happens if I change my mind?

Notes and other questions:


