



**WORLD
VACATION HOMES**
LIKE HOME | JUST BETTER

BUSINESS 
PARTNERSHIP PROPOSAL





WORLD VACATION HOMES

WORLD VACATION HOMES is a young spirit company, for 4 years in the market and that always seeks to reinvent itself to evolve and align its actions to the expectations and needs of its partners.

We promoted a major restructuring, during this unique and learning period for everyone. We feel prepared and renewed to move forward, transforming uncertainties into opportunities, growth and results.

We invite you to take off together for this new and promising moment of Central Florida vacation rental tourism.

The objective is to present our “new” vision of partnership, detailing important points of how we are operating, innovating and relating to surprise our partners and customers, with transparency and professionalism, and to deliver value in the short term.

growth
young spirit
results

1. We do not charge an initial fee.

Total set up at no cost.



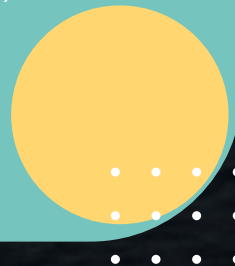
2. Indefinite period contract.

The contract can be terminated at any time by both parties and without penalty. We only ask for 30 days notice to settle bureaucratic issues such as removing reservations and organizing the transition of documents between administrators, among other measures. "Those who are satisfied with the result of our work remain at World."

3. Administration fee | \$ 145 / month.

What is included in the "Administration fee"?

- Promotion, acquisition and management of rentals and reservation platforms.
- Assistance to guests 24/7.
- Service to owners: Monday to Friday from 9am to 6pm (WhatsApp emergency from 6pm to 10pm and weekends, from 10am to 4pm).
- House maintenance administration: constant monitoring and evaluation to identify needs, making minor repairs, paying house bills, etc.



LIKE HOME | JUST BETTER.



WORLD SMART CLEAN

WORLD VACATION HOMES offer a modern and safer business model for guests and owners, the **WORLD SMART CLEAN**.

The bed and bath linen are provided by WVH, sanitized and fully sterilized by professional and licensed laundry, between each stay, bringing more agility, quality, safety and considerable savings in the energy and water bills as it does not use the houses washing and drying for these items. It also provides cost reduction with replacement of items stained or damaged by guests.

Guests are also directly benefited because they will always have professionally sanitized, sterilized products, free of viruses and bacteria and also extra kits, packed in special bags for immediate replacement if necessary.

How much does it cost to access the WORLD SMART CLEAN standard?

\$ Zero!

That's right. There is no extra charge for this service. All bed linen and bath towels (except duvets, mattress and pillow covers), are provided free of charge by WVH and replaced each stay at no cost to owners or guests.



Maintenance: What do we do and what do we hire specialists to do?

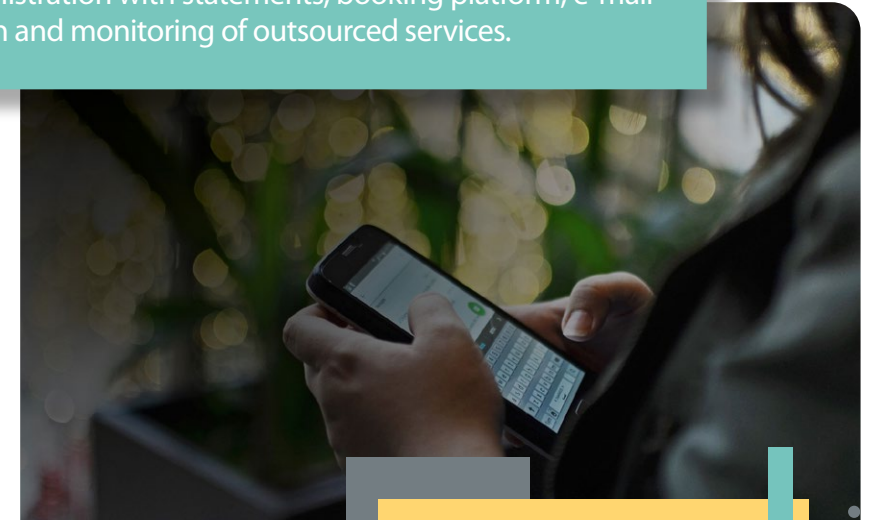
We always try to solve any problem internally without costs for the owners. In situations that our maintenance team is not able to resolve, we call a specialist technician and submit the quote for the owner approval.

If the repair is up to \$ 200 and is emergency, we do it so as not to compromise guest service, and then present the receipt when requested.

** We do not apply margins on products and services contracted for the owners, only costs + taxes (if applicable) and we present receipts when requested.*



- Financial administration with statements, booking platform, e-mail and organization and monitoring of outsourced services.



- An annual external Pressure Washer cleaning on the Driveway, front door and backyard, at no cost to the owner.
- Monthly replacement of the air conditioning filter, at no extra cost.



4. Rental fee

15% (Rental incoming up to \$ 3,000) and 20% (Rental incoming above \$ 3,000)

* Gross amount collected with the reservation per month.



5. Frequency, cost and care of the pool and pest control

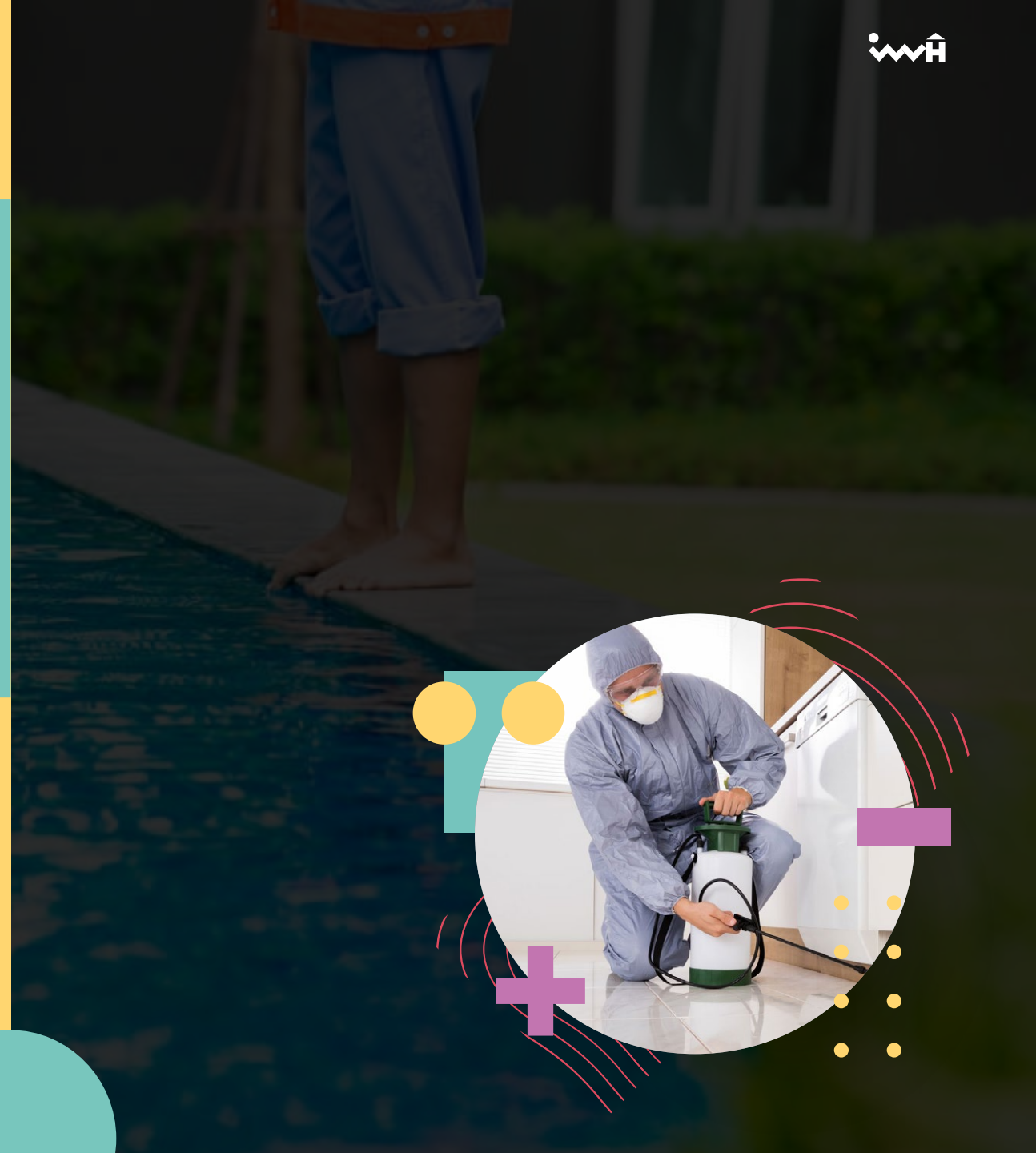
Pool: Weekly care (\$ 85 per month).

Pest Control: Monthly care (\$ 35 per month).

*Both serves urgency and emergency.

**Optional services. When the partner has its own providers, he must give us the contact and align the provision of services with urgent and emergency care.

Companies must present the appropriate licenses to operate in their areas.



6. Cleaning Fee / cleaning fees.

Reference price list - 2020. It may vary after the first inspection.

House	Standard	Deep Cleaning
2 rooms	\$ 120	\$ 220
3 rooms	\$ 135	\$ 250
4 rooms	\$ 160	\$ 300
5 rooms	\$ 185	\$ 350
6 rooms	\$ 210	\$ 400
7 rooms	\$ 235	\$ 450
8 to 10 rooms	\$ 260	\$ 500

As a quality standard policy, the same cleaning team always clean the same houses. This allows then to know the house very well and to easily identify any problems or damage caused by the guest.

7. Owner Booking: \$ 50 for the entire stay + cleaning fee.

Modality in which the owner rents the house on his own and is responsible for the entire operation such as, capturing and making the reservation, blocking dates in our system, receiving payment, calculating, generating and paying the Tourist Tax and Sales Tax.* *The \$ 50 fee is charged for 24/7 customer service for the guest at the house by our staff.*



8. Owner Stay: Only the cleaning fee is charged.

It is considered Owner Stay when the owners and their immediate family such as parents, siblings and children stay at the house.

* Cleaning should always be done with our team to maintain the quality standard.

For obvious reasons, we do not accept the advertisement or rental on the same channels in which we operate, such as Airbnb, Homeway, Booking.com among many others.

9. WVH average occupancy.

2019: 78%

2020 since the resumption of rentals in May: 85%

10. Do we charge the guest for everything that is damaged during the stay?

Yes. In some cases, when possible, we absorb the costs in order not to generate wear and tear or bad reviews on the booking platforms and we do not charge the owner. In the event of wear and tear due to time of use, the owner's authorization to exchange or repair the item is reported and requested.

IMPORTANT: Owners are free to purchase items of any kind for the residence and align with us for delivery to the WORLD office. The only exception is when there is no time and the item is essential for serving the next guests.

11. Dates for sending the statement and deposits.

The statement is always sent the following month. Between the 10th and the 15th. And the deposit must be made between the 20th and the 25th, both to pay the owner and to receive.

* The owner must maintain a bank account in the United States with sufficient funds to automatically debit fixed utilities bills.

12. Taxes on each operation (tourist and sales taxes)

The funds come from the reservation and WVH generates the reports and makes the payments.



13. Application of fines for pets, cigarettes and other rule breaks.

Our cleaning team makes the first report and we inspect each case, produce the evidence and always involve the reservation channel. The fine is applied by the platform and the resources are 100% directed to the actions of repair and replacement.

14. Management of reservation rates

WVH has the autonomy to manage it. We monitor the market closely and daily. We have experience and knowledge to make the best management possible. Our focus is on balancing high occupancy, maximum profitability and preserving the property. We use all the tools available and consider all world holiday calendars to define our metrics. Our performance is dynamic, which makes all the difference in the financial results of our partners.



15. Consultation of bookings and blocking of dates by the owner.

The owner has access to the **CiiRUS System** remotely by the app and can block dates, include reservations and monitor the performance of the house.

The infographic features a central purple circle with the text above. To the right is a smartphone displaying the CiiRUS app interface with the following details:

- User: Sarah Thomas
- Call icon: ON CALL
- Section: Wednesday Oct 7 Active Encounters
- Item 1: Kevin McElhinney (Start Home)
- Item 2: Andrew Altortor (15 min ago)
- Item 3: Chris Saxman (18 min ago)
- Item 4: Vera Turner

 The background includes decorative elements: a teal rectangle on the left, a purple plus sign, red curved lines, yellow zigzag lines, and a teal rectangle at the bottom.

16. BBQ/Grill

WVH charges the guest a fee for using the barbecue. This amount is used to clean the barbecue at each stay and gas supply. Neither WVH nor the owner makes a profit on this service.

** If the house does not have a barbecue grill, WVH will provide one at no extra cost.*

*** WVH will provide the replacement of the grill when necessary at no extra cost.*

**** In an eventual contractual termination, if the barbecue is from WVH, it will be removed until the last day of the partnership.*

17. Monitoring cameras

WVH recommends the installation of monitoring cameras at strategic points, at the entrances and exits of the house and the leisure area. Cameras cannot film the interior of the house or the leisure area. WVH asks for access by the system login and password. The goal here, is the protection of assets and transparency between the owner and WVH.

18. All houses must have 1 BBQ grill, 1 High-Chair and 1 pack-n-play.

*The BBQ grill, in addition to being an extremely popular service, helps to reduce the smell of food and fat from furniture, walls and curtains inside the house. Pack-in-play and high-chair are important services and courtesy so that the guest does not have to bring these items in the luggage. If the house does not have these last two items, WVH can purchase them and charge the owner, or indicate for the owner to buy and send them to us.



We understand that the partner who entrusts us with the management of your vacation home, looks for transparency and ethics in the relationship, commitment and respect for the patrimony, affection for your house and commitment to achieve the best possible financial return. That is our mission.



**Thank you very much and we are available
for any questions and clarifications.**



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