



**Liberté**  
Management Group of  
the Pinellas Islands, Inc.

10681 Gulf Blvd, Ste 207, Treasure Island, FL 33706  
727-360-2006 ♦ Toll Free: 1-800-542-3648

## *Timeshare Scammers Getting More Desperate – Now Posing as Imposters*

In today's world, unscrupulous business conduct can be found in government and private businesses alike. Unfortunately, the timeshare industry is but one of the latest targets.

On a daily basis, tens of thousands of timeshare owners are telemarketed by organizations who do not have their best interest at heart. They use slick, calculated techniques as a means to extract 'upfront' money from timeshare owners who wish to sell their timeshare interests, on the empty promise that there is a buyer waiting in the wings. Unfortunately, the telemarketers have been quite successful in convincing timeshare owners to give them money upfront. The timeshare owner later learns that they've been scammed, and the organization they paid upfront money to does not even hold a valid real estate license, or business license, and in most cases are just "boiler room" operations.

In recent months, however, timeshare owners have not been as gullible as they've been in the past. They are becoming more educated, through the media and word-of-mouth, are quickly realizing that paying an upfront fee to anyone who says they can sell their timeshare is a red flag for a scam.

The biggest problem the scammers are facing is they have no credibility of their own; they do not hold a real estate broker's license, and with their shoddy past, are often unable to obtain a business license.

This has caused the timeshare scammers to take their efforts to new heights: They are now posing as imposters. They often use the real names of reputable, licensed timeshare resale brokers from the Licensed Timeshare Resale Brokers Association, representing themselves as a particular licensed broker or agent in the LTRBA. The imposter will encourage the timeshare owner, while on the phone, to check the internet for the validity of the broker they say they are. The imposter wins the trust of the timeshare owner, convincing the timeshare owner it is safe and necessary to pay the upfront fee in order to get the timeshare sold.

Beware of the imposters. The best advice for timeshare owners is never; ever pay an upfront fee to anyone, no matter how convincing they are. Timeshare Owners who are interested in speaking with a legitimate, licensed timeshare resale broker, can refer to the Member Directory of the Licensed Timeshare Resale Brokers Association ([www.ltrba.com](http://www.ltrba.com)).

Dennis DiTinno  
President & CEO  
Liberté' Management Group Of the Pinellas Islands, Inc.  
Broker – Land of Liberté' Realty