

Kristin Otto

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I am submitting my candidacy for an owner representative position for Morritts Grand. I spent the last 18 months getting to know many of you better, getting involved and active in the FB forums and providing informal assistance to both Morritts Grand and Morritts Tortuga Club owners. I have made numerous suggestions for improvement to the resort that have been implemented or are being considered. I would like to see more frequent newsletters, surveys and communications coming from the board/resort. Transparency is important. In the absence of real and accurate information, owners are left to speculate which doesn't serve the resort and the associations well, especially in public FB forums or near the hot tubs at the resort. I believe there is opportunity to further expand upon the 'club like' atmosphere that exists at the resort and use this competitive advantage to further increase sales and encourage new ownership extending beyond what is currently taking place. Everyone wins if owners participate more fully in recommending the resort and referring owners and can positively do their part to encourage additional ownership. We have an aging owner base at both the Grand and MTC. This concerns me. I'd like to see the impact of owners aging out over the next 5-10 years evaluated more closely. I'm passionate about the resort continuing to bring on new activities that will attract younger owners while also providing entertainment for aging owners so they will continue to travel to Cayman and keep their ownership weeks. The future of the timeshare industry is potentially risking market share to VRBO, Airbnb and other like businesses popping up. I don't believe the same strategy that worked well the last 20 years will continue to serve us going forward. I think it's very important for any business to consider succession planning. The resort has key players in several areas, including the board, that have been filling their roles for years. I'd like to see the resort develop new talent and begin to pass on important skills as well as hopefully passing on some of their power of 'influence'. I have talked extensively with Brad at Caribbean Resort Management and he has shared with me the need for 'influence' is waning. Please know that I have the best interests of the resort at heart. I trust that each of you will do what you think is best for the resort. I'm making it known by running again that I'm still interested in serving all of you and giving back at the resort and I hope I will earn your proxy.

PROFESSIONAL EXPERIENCE:

My background in consumer, commercial, construction and real estate lending (along with the related regulatory issues) extends over 25 years. This background includes 7 years working as a VP of Lending for a financial institution and 22 years as a Client Services Director for a billion dollar software company, providing lending and operational software solutions to 4000 financial institutions throughout the U.S. Some of you may know my former company as Harland Financial Solutions or you may know of Harland Clarke. Or, perhaps you've heard of LaserPro (a lending documentation system), DepositPro or CreditQuest (commercial underwriting and extremely robust financial statement analysis for banks to determine approval Y/N). If you've ever applied or taken out any loan at a bank or credit union in the U.S., I'm sure you've seen and signed the contractual forms produced by these excellent products. Take a minute to consider everything that the U.S. banking/lending/mortgage industry has been through over the last 20 plus years. Most of the banks in the U.S. were MY clients for 22 years. Some of my personal successes included creating a business plan to take my entire client base successfully through Y2K, establishing a business plan to help 4000 banks move from a Dos to Windows environment on products they use daily to serve their clients and in the aftermath of Hurricane Katrina, I created and launched a Disaster Recovery Plan for my clients to minimize their down time. I also had the great privilege to hire and work with many extraordinary people and managed a staff of 45, working with my management team. I have extensive background in streamlining and automating business operations and an excellent track record of performance. I also have a business license in Oregon and have managed and maintained my own rental property for 25 years, which means I also know how to evaluate contractor and maintenance work. I have a BS degree in Finance.

PERSONAL EXPERIENCE:

I have been a timeshare owner since 1986. I own a week at MTC and two weeks at the Grand and I've owned at Morritts 18 years. I am well-traveled which helps me more fully appreciate the value of my ownership at Morritts and future potential for the resort. I am currently a Virtuoso affiliated travel agent working freelance. I enjoy sharing travel tips and tricks with my family and friends. Working freelance now gives me ample opportunity to give back and serve owners at Morritts and make go forward suggestions to keep up with the competition in the travel industry. I am passionate about giving back to others. I would like to make a contribution to the timeshare industry working with all of you at Morritts.

SUMMARY:

I want to help preserve our home in the Caymans and continue to provide good value for your vacation dollars. I know it's important to all of you that your investment is preserved, your maintenance fees are manageable, that you are kept informed on issues that matter to you and that your vacation is memorable and worry free. I would feel honored to act as your owner representative.

I am asking for your vote by proxy to support my candidacy for a position on the board. You must appoint me as your proxy and fill in my name on the form for the proxy to be valid.

You may mail your signed and dated form to:

Kristin Otto
4296 SE Augusta Loop
Gresham, Oregon 97080

OR

Sign, date, take a picture of your proxy and send as an email attachment to krisotto30@gmail.com

You can also submit your proxy vote for me by appointing me on the form, then mailing or faxing it directly to:

Caribbean Resort Management
912 Drew Street #201
Clearwater, FL
33755

Fax number is 727-447-1999

Thank you!