

Wesley Financial Group Founder Offers Tips on Surviving a Timeshare Presentation

Chuck McDowell Shares Tips to Avoid Timeshare Sales Tactics

FRANKLIN, TN, UNITED STATES, March 25, 2025 /EINPresswire.com/ -- Every year, thousands of consumers are enticed into sitting through timeshare sales presentations by the offer of special gifts or incentives like a two or three-day stay at a resort. While sitting through a 60- to 90-minute presentation seems like an easy trade-off for a nice vacation, all too often ends up being a stressful hours-long affair that ends with the consumer signing an unwanted timeshare agreement.

"These presentations can be relentless, and, unless you agree to purchase early on, they never last just 60 or 90 minutes," said Chuck McDowell, founder and CEO of [Wesley Financial Group](#) (WFG), the leader in timeshare cancellations.



Chuck McDowell, founder and CEO of Wesley Financial Group

McDowell should know. Before forming Wesley Financial Group, he was a timeshare salesman. It was his experience selling timeshares along with the unscrupulous tactics used to close a deal that led him to help people escape financially crippling timeshare agreements.

Many timeshare companies use high-pressure and deceptive sales practices to entice consumers into purchasing a timeshare even when they had no intent to, said McDowell. Timeshare sales representatives are trained not to let consumers leave without signing an agreement. They apply pressure to influence potential buyers into making an emotional decision on the spot using tactics such as rotating multiple sales representatives in and out, implying limited-time offers that won't be available after the presentation, and simply providing false information (such as the long-term value of owning a timeshare).

Knowing the tricks of the trade, McDowell is offering his advice on how to prepare for and ultimately survive a timeshare sales presentation.



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Do Your Research

Whether you are considering actually purchasing a timeshare or you are just attending the mandatory presentation to receive your reward, do some research on the company that owns the resort where you are staying. Read reviews and be sure to consider the long-term costs associated with timeshare ownership. The sales representatives won't talk about annual maintenance fees,

taxes, and other charges, so you must do your own research upfront.

Understand Your Rights

When attending a timeshare sales pitch, know your basic rights as a consumer. Federal and state laws protect consumers from unfair and deceptive sales practices. Become familiar with these protections as well as the rescission period, which is the right to cancel a purchase within a specific time.

Ask Questions & Take Notes

Ask as many questions as possible, such as: How much does it cost? How much are annual maintenance fees and how much can they rise? What amenities are included? What destinations are available and what happens if you can't get the desired destination and dates? What is the timeshare exit policy should my situation change? Be sure to take good notes to document what you are told. Compare these to any agreements you are presented with.

Never Disclose Personal Information

Not sharing personal information during a timeshare pitch is crucial. Only provide the information that is necessary to gain your reward for attending the presentation. If the salesperson tries to tell you that they need more information than is necessary, simply walk away - even if that means forfeiting your reward. These short-term rewards are seldom worth the long-term burdens of timeshare ownership.

Don't Be Pressured into a Decision

The tactics used by sales representatives are meant to apply pressure and make you feel guilty about accepting a reward. You don't have any obligation to make a purchase. Keep track of the time of the sales pitch. When you reach the time required to receive your reward, you can leave. They will try to stop you, but they can't. Just walk away.

Never Sign on the Spot

Finally, even if the salesperson tells you that the deal you are being offered will not be available once you depart, do not sign on the spot. That deal, regardless of what you are told, will still be available the next day should you decide to make a purchase. It's always smart to have a cool-down period and consult with family members or others before making a significant transaction

like this.

The truly best way to survive a timeshare presentation is to avoid it. A two or three-day vacation is not worth the long-term headaches and financial implications that come from timeshare ownership. Those same resorts and destinations available to timeshare owners are also available to book by anyone—many times at a much lesser cost.

Even with all of the horror stories that are out there, thousands of consumers still sign up for timeshares each year. That's why WFG exists. To date, the company has helped nearly 50,000 families escape approximately \$600 million in crippling timeshare debt.

"I got into this business to help people who were put into difficult situations because they were lied to or misrepresented," said McDowell. "My dream is that my company goes out of business because timeshare companies change their ways and consumers are no longer lied to. Until then, Wesley Financial Group will fight every day for our customers."

For more information, visit <https://wesleyfinancialgroup.com/>. You can also learn more by following WFG on social media: Facebook, Instagram, and LinkedIn.

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