

Marco Robinson achieved the most sales in the timeshare membership industry with his team during 1997 until 2,000 by selling 32,000 memberships with an average price of USD\$ 5,000 smashing all previous records.

Testimony;

From the initial relaunch of the Tanco vacation club products www.tancoresorts.com in late 1997, from a week based ownership, to the Vacation SuperClub points based product, Marco Robinson was hand-picked to lead as the day-to-day Project Director heading a further hand-picked ex-pat team covering all of the major departmental areas of Sales Management, Marketing, Collections, Customer Care and Reservations.

Commencing with onsite sales at Duta Vista with offsite locations in Bangsar, Port Dickson, Rawang, Kuantan and Brunei, the 1998 target was for RM32M in sales. Under the leadership of the Tanco board and Consulting Director, Marco Robinson steered his team into surpassing this to reach a record-breaking \$98 million in sales for the year.

With resorts located in Kuala Lumpur, Kuantan, Port Dickson, Rawang, Australia and New Zealand the club grew beyond everyone's expectations with Marco breaking world records every single month striving for greater goals daily. At the 1999 ARDA (American Resort Developer's Association) www.arda.org convention in Florida the Tanco name and what Marco Robinson had achieved was all everybody was talking about.

In 1999, with an annual target set for \$100M in sales Marco Robinson surpassed this and hit \$ 180 Million, the group grew to over 12 resort locations (owned and controlled) and strategic alliance resorts also started to be developed. This also grew to encompass new sales decks with Malaysia to cope with the unprecedented growth.

By ARDA 2000, in Las Vegas, Tanco was asked to speak on the unprecedented success that had been achieved in Asia.

With Marco's team smashing annual budgets and breaking world records continually Tanco became the largest vacation ownership Club in SE Asia and boasted in excess of 32,000 members in just 3 short years.

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