

Magna Timeshare Software Modules

Telemarketing / Leads Management: Collect leads from your web site and inbound agents. Import lead list databases or use keyboard entry. Contact leads using your dialers, our dialers or manually dial numbers. E-mail campaigns, direct mail. Agents can set callbacks, DNC, book tours and sell mini-vacs with fulfillment tracking in realtime. E-mail or print confirmation letters. A vast range of reports, customizable to your exact needs. Print vouchers at welcome centers.

Booking: OPC's can book tours by calling the control room or directly on-screen by themselves. Prints or e-mails confirmation letters. Tracks solicitation performance. Reports sales by solicitor, including closing percentage and volume per guest. Prints or displays tour pipeline reporting by office or market source. Vendors can upload their tours via the web. Numerous tour arrival lists.

Tours: Fast registration of tours that integrates directly with tour and vendor payroll. Realtime web screens that show time on tour, who is on tour and who has purchased. Prevents double-booking of tours. Dozens of possible demographic reports, fully customizable. National Zip Code subscription will automatically enter the State and area code. Easy-to-use online tour registration that cuts costs and allows you to control your tour vendors or your own telemarketing bookings or OPC's.

Sales: One simple screen prints professional quality laser printed documents processed on the server so that it is REALLY FAST. Smart documents figure out which documents and which verbiage to use.

Your operator does not need to know the product. Product can be a mix of exit program, timeshare deeded real estate, whole ownership or fractional inventory. Includes all four methods of tracking timeshare sales—a feature unique to Magna. The Total Salespersons Report, Sales Generation Reports show you which salespeople and sources to keep or fire. Web realtime Sales Line Reports keep you up to date all the time.

Sales & Tours Commissions: Amazing functionality that will produce payroll at the touch of a button. After posting to journals, add arbitrary transactions for bonuses or chargebacks. Detailed commissions statements with a list of pending contracts that will convince your sales team you are not ripping them off.

Funding & Receivables: This module PAYS you as a developer —note that NO other management software includes both Funding and Receivables features. Track and produce closings, fundings, courthouse paperwork and more. Used by many resorts and accepted by all lenders. Service your own portfolio and gain back control of your owners. Even if you don't service your own paper, lease deals and buybacks will end up on your plate and you need to cover yourself for this eventuality. Does ACH/Direct Debit transactions through your bank or produces monthly invoices.

Maintenance Fees & Taxes: MAGNA users who convert from other management software regularly find money from missed billings. MAGNA flawlessly bills annual, biennial and points inventory types in one pass. Does monthly progress billings for new sales coming into the resort. Produces professional invoices customized to your requirements. Timeshare reports produced with yearly aging (not 30, 60 90 like other bookkeeping systems). Reporting by project and phase for Daily Deposits, Journal Entry Summaries, etc.

Reservations : This module is currently in development. It will integrate with both Mortgage Receivables and Maintenance Fee modules so you can see the current status of each at a glance. Provides Check-Out Reports for Housekeeping and Trouble Reports (requested repairs). Quick folio look-up and printing. Reservations, availability and status controls. Rental Reports automatically allocate monies received for Owner's rental units with Developer fee deductions. Special interfaces available for phone system integration, GDS, etc.