

Trooval.com, Inc.

Trooval PreQual Return Data Specification

Document Version 2.0, Revised 12/12/2011

Legal Notice

This information herein contains confidential and proprietary information owned by Trooval.com, Inc. and is intended to be viewed only by the direct Recipient of this information. The Recipient shall not use confidential or proprietary information for any purpose other than in furtherance of the Agreement between Recipient and Trooval.com.

Security Notice

Trooval.com, Inc. treats data security very seriously. Only certain authorized users have access to the data you send us and is only used for the purposes outlined in our agreement with you. Furthermore, we will never sell this data nor disclose it to others without your written permission.

CONFIDENTIAL

Data Specification

Field	Field Code	ISO**	Description	Type	Values
PreQual Transaction ID	PQXACTID		The transaction ID given by PreQual when a query is executed	Numeric	
Consumer 1 Last name	CLN	M		Alpha	
Consumer 1 First name	CFN	M		Alpha	
Consumer 1 Last Name suffix	CLNS	M-IA	Jr, Sr, III, etc.		
Consumer 2 Last Name	CLN2	M	Last name of the spouse or partner of Consumer 1	Alpha	
Consumer 2 First Name	CFN2	M	First name of the spouse or partner of Consumer 1	Alpha	
Consumer 2 Last Name suffix	CLN2S	M-IA	Jr, Sr, III, etc.		
Address	ADDR	M		Text	
Address2	ADDR2	M-IA		Text	
City	CITY	M		Alpha	
State	STATE	M		Alpha	
Country	COUNTRY			Alpha	
ZIP/Postal Code	ZIP	M	Include either ZIP or ZIP4 fields	Alphanumeric	
ZIP + 4	ZIP4	N	Include either ZIP or ZIP4 fields	Alphanumeric plus "-"	XXXXX-XXXX
Invitation, Tour or Passport ID	INVITE		The invitation, tour, or passport code/ ID.	Alphanumeric	
Toured	TOUR	M	Whether or not the consumer toured	Numeric	0 = No 1 = Yes
Buy	BUY	M	Whether or not the consumer bought	Numeric	0 = No 1 = Yes
Tour Status	TOURSTAT	N	Indicates the disposition of the Tour. Note that	Numeric	0 = Not Booked

Field	Field Code	ISO**	Description	Type	Values
			a value of SHOW is redundant with a value of "1" for the TOUR field, but is included here for completeness		1 = Show 2 = No Show 3 = Show – Manager NQ 4 = Show – Sales Associate NQ 5 = Show – Reception NQ
Sales Price	SALEPRICE	M	Price the consumer paid for the product purchased.	Numeric	0 if consumer did not buy
Cash on Table / Deposit – Debit Card	DEPDC	R	The amount of cash on the table or deposit put down by the consumer. Consumer used a debit card for the payment.	Numeric	0 if consumer did not buy
Cash on Table / Deposit – Credit Card	DEPCC	R	The amount of cash on the table or deposit put down by the consumer. Consumer used a credit card for the payment.		0 if consumer did not buy
Cash on Table / Deposit – Other	DEPOTH	R	The amount of cash on the table or deposit put down by the consumer. Consumer used a form of payment other than debit or credit card.		0 if consumer did not buy
Premium Type	PTYPE		The type of premium offered to the consumer.	Numeric	1 = Entertainment 2 = Mini-Vac 3 = Excursion 4 = Money 5 = Points 6 = Other
Premium Code	PCODE		The internal code or short description of the premium offered.	Alphanumeric	
Premium Value	PVAL		The retail value of the incentive given to the consumer.	Numeric	
First Day Incentive at Point of Sale	FDI		Was a first day incentive used to close the sale.		1 = Price Drop 2 = Deposit Drop 3 = Bonus Week/Vacation Cert 4 = Extra Points

Field	Field Code	ISO**	Description	Type	Values
					5 = Resort Stay 6 = Other
Exit Sale	EXITSALE		Indicates whether or not the sale was an Exit Package (in which case the SALESPRICE field represents the price of the exit package).	Numeric	0 = No 1 = Yes
PreQual Operator ID	PQOPID		The ID of the person who executed the PreQual query	Alphanumeric	
Sales Person ID	SALESID		The ID of the sales person who took the tour.	Alphanumeric	
Sales Director ID	DIRID		The ID of the sales director overseeing that sales center.	Alphanumeric	
Closer ID	CLSID		The ID of the closer or TO who assisted with the sale.	Alphanumeric	
VLO ID	VLOID		The ID of the Verification Loan Officer in the event of a purchase.	Alphanumeric	
Exit Sales Person ID	ESPID		The ID of the Exit sales person who presented the Exit product.	Alphanumeric	
Purchased Product Code	PPC	N	The product code of the item purchased.	Alphanumeric	1 = Fixed Week 2 = Points 3 = Exit 4 = Reload 5 = Float 6 = Other
Exit Department Flag	EXIT		Did the consumer pass through the Exit department?	Numeric	0 = No 1 = Yes
Receptionist ID	RECID		The ID of the receptionist who checked in the consumer.	Alphanumeric	
Sales Line	SALESLINE		Define the sales line/team responsible for the tour.	Numeric	0 = N/A 1 = Frontline 2 = In House 3 = Exit 4 = Dayline 5 = Nightline

Field	Field Code	ISO**	Description	Type	Values
					6 = Travel Club 7= Other
Tour Duration	DUR		Presentation length in minutes.	Numeric	
Consumer Completed Tour	TOURCOM PL		Did the consumer complete the entire tour, including a pricing discussion?	Numeric	0 = No 1 = Yes
Podium Sales (Y/N)	PODIUM		Whether or not this was a podium sales presentation.	Numeric	0 = No 1 = Yes
Podium presenter ID	PODID		The ID of the podium presenter.	Alphanumeric	
Time of Day of tour	TIME		Start time of the tour.	Numeric	HHMM using a 24-hour clock
Date of Tour	DATE	R	Date of the tour.	Numeric	MMDDYYYY
Market Channel	MKTCHNL		This is the marketing program that generated the tour.	Alphanumeric	1= Frontline OPC 2= Telemarketing 3= In House OPC 4 = Owner Referral 5 = Internet/Web 6= Rental 7 = Exit/VOA Program 8 = Exchanger 9 = Tour Broker 10 = Road Program 11= Corporate Marketing Programs 12 = In House 13 = Other
Market Source Code	MKTSRC		The identifiable market source code.	Alphanumeric	
Tour Location	TOURLOC		The location of the sales center where the tour took place.	Alphanumeric	Give numeric codes for each sales center.
OPC location	OPCLOC		The OPC location.	Alphanumeric	Give numeric codes for each

Field	Field Code	ISO**	Description	Type	Values
					OPC location.
OPC ID	OPCID		The ID of the OPC.	Alphanumeric	
Contract Status	CSTAT	R	The current status of the contract, if any.	Numeric	0 = N/A 1 = Pender 2 = Active 3 = Rescinded 4 = Cashed Out / Closed 5 = Cancelled / Recovered 6 = Pender Default 7 = Full-down Default
Recovery Incentive	RECINC		If the Contract Status (CSTAT) is Cancelled / Recovered, indicate the incentive that was used to recover the deal.	Numeric	0 = N/A 1 = Price Drop 2 = Package Drop 3 = Package Upgrade 4 = Mortgage Adjustment 5 = Other

** The ISO column indicates whether or not the field is needed for the Initial Segmentation Optimization. M = Must, R = Recommended, N = Nice-to-have. If "-IA" appended, then include If Applicable.

Notes on Type:

1. Alpha fields can only contain the letters A – Z and a – z.
2. Alphanumeric fields can only contain letters and numbers – no special characters.
3. Text fields can contain letters, numbers, and special characters EXCEPT the comma (",").

Notes:

- At present, we only support U.S. addresses for the 50 states. We do not have data on non-U.S. addresses or for U.S. territories.

File Format

1. The file should be sent to Trooval as a Comma Separated Value (CSV) file. Note: We can also handle tab or other delimiters. Please let us know if you plan to use something other than CSV.
2. Each field should be surrounded by double quotes ("").
3. The first line of the file must be the header, containing the field codes included in the order as returned in the file.
4. Fields can be in any order.

Example

CLN, CFN, ADDR, CITY, STATE, COUNTRY, ZIP, INVITE, TOUR, BUY, FICO, SALEPRICE, PTYPE, PCODE, PVAL, SALESID, DIRID, CLSID, VLOID, ESPID, PPC, DUR, TOURLOC

"Smith", "Samantha", "123 Main St", "Santa Ana", "CA", "US", "95555", "AA12345", "1", "1", "740", "10000", "2", "ORLVAC1", "750", "SP112", "D398", "EE145", "FD148", "0", "1", "90", "LOC1"