



Fulcrum Partners Advises Resort Industry to Be Competitive for Executive Talent

Ponte Vedra Beach, FL (March 31, 2016)

In an article that appeared in the March 2016 issue of [Resort Trades](#) magazine, executive benefits consultancy, Fulcrum Partners LLC, challenged the timeshare and vacation ownership industry to become even more competitive for top talent through the strategic development of Long Term Incentive Plans. Citing [University of Central Florida Rosen College of Hospitality Management](#) Assistant Professor, [Amy Gregory](#), who identified growth indicators that suggest competition for top talent in the timeshare sector will get tougher in the years ahead, Fulcrum Partners has recommended strategies to help the industry remain competitive.

[Co-founder and Managing Director of Fulcrum Partners, Scott Cahill](#), explained, “Bonuses and higher salaries may lack strategic differentiators to help protect the interests of the company and the executive. Two executive benefits packages can seem comparable at first glance. However, aligning the long term

incentive compensation with corporate objectives such as 3-year rolling EBITDA, bank covenants, ROI and other critical metrics will drive the desired performance and outcomes. Including strong retention features can prove very helpful as the competitive landscape for talent is red hot right now.”

Fulcrum Partners LLC. is one of the nation’s largest and leading executive benefits consultancies and has offices across the U.S. Scott Cahill is based in the company’s Orlando, Florida office, a city recognized as the corporate headquarters for many timeshare developers and resort brands. Cahill’s article, “Customize Your Long Term Incentive Plans to Attract and Reward Top Talent,” is available for download on the Resources page of the Fulcrum Partners website. (<http://www.fulcrumpartnersllc.com/resources/>)

About Fulcrum Partners LLC:

The Fulcrum Partners team of experienced industry professionals serves with diverse skillsets, targeted experience and in-depth knowledge in executive compensation and benefits consulting. Founded in Ponte Vedra Beach, Florida (2007), today the company has offices in Atlanta, Georgia; Chicago, Illinois; Charleston, South Carolina; Columbus, Ohio; Delray Beach, Florida; Honolulu, Hawaii; Houston, Texas; Los Angeles, California; Orlando, Florida; Ponte Vedra Beach, Florida; Portland, Oregon; and Washington DC.

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