

By Mr. Kennedy of Brockton, petition of Thomas P. Kennedy relative to regulating advertisements and solicitations for time-shares. Housing and Urban Development.

The Commonwealth of Massachusetts

In the Year Two Thousand and One.

AN ACT REGULATING ADVERTISEMENTS AND SOLICITATIONS FOR TIME-SHARES.

*Be it enacted by the Senate and House of Representatives in General Court assembled, and by the authority of the same, as follows:*

1 Chapter 183B of the General Laws is hereby amended by  
2 deleting Section 52 thereof, and adding in its place the following  
3 section:—

4 Section 52. (a) For purposes of this section, all terms which  
5 contain the words “time-share” shall be defined in Section 2 and  
6 shall include: “time-sharing, quarter-sharing, interval ownership,  
7 campgrounds, vacation clubs, membership plans, or any other  
8 similar enterprise. The term “prize” shall include prize, gift,  
9 award, inducement or other benefit. The term “consumer” shall  
10 mean any person who receives or responds to a time-share solicita-  
11 tion, or who enters into a time-share contract.

12 (b) Any advertisement or solicitation by or on behalf of a time-  
13 share which includes the offering of a prize, gift, award, or other  
14 inducement shall clearly and conspicuously state on its face that it  
15 is a time-share promotion. Said advertisement or solicitation shall  
16 clearly and conspicuously include a detailed description of each  
17 item, the brand name if any, the current actual fair market value of  
18 each item, the number of items to be awarded, the odds of win-  
19 ning each item, the criteria to qualify for each item, and any other  
20 details which if disclosed might induce a consumer not to partici-  
21 pate in the offer. No advertisement or solicitation by or on behalf  
22 of a time-share may contain any representation which has the ten-  
23 dency, capacity or effect of deceiving consumers in any way

24 including creating the impression through clever wording, layout,  
25 or otherwise, that the consumer has won or has a greater chance of  
26 winning a prize more valuable than the odds or facts indicate.

27 Any gift, prize, award, or other inducement must be completely  
28 free of any charge to receive or use by the consumer, with no  
29 redemption fee, handling fee, deposit, reservation fee, postage,  
30 purchase requirements, or any other charge whatsoever imposed.

31 Immediately upon the consumer's arrival on the time-share  
32 developer's or agent's premises, the consumer is to be shown the  
33 actual prizes that he or she has actually won. If the time-share pro-  
34 motion fails to clearly and conspicuously state on its face that in  
35 order to receive such prizes the consumer must first be subject to  
36 a sales presentation of a specified length, or if the prizes shown  
37 are not as represented in the time-share promotion as understood by  
38 the consumer, the consumer shall receive said prizes immediately  
39 and shall have no obligation to remain for any sales presentation.

40 If the gift, prize, award, or other inducement is a tangible  
41 object, such object, and not a certificate therefor, must be pre-  
42 sented to the consumer at the time of consumer's initial visit.  
43 Should the gift, prize, award, or other inducement not be available  
44 or not given to the consumer at such time, the consumer shall  
45 immediately be given the fair market value of the item in cash or  
46 certified check as represented in the advertisement or solicitation.

47 A consumer who signs a contract for the purchase of a time-  
48 share shall have a three-business-day right-to-cancel said contract  
49 as provided in Section 38.

50 The time-share developer, its agents, and the suppliers of its  
51 promotions and promotional materials shall be jointly and sever-  
52 ally liable for solicitations and promotions which do not conform  
53 to the requirements of this section.

54 The Secretary of Consumer Affairs and Business Regulation  
55 may promulgate regulations to further regulate time-share promo-  
56 tions, sales presentations, and the consumer's right to cancel time-  
57 share contracts. Such regulations may provide for additional  
58 protections for consumers, which may include imposition of fines  
59 of not more than \$1,000 for each violation of this act payable to  
60 the state within 30 days of issuance. Each consumer deceived or  
61 injured by any violation of this act shall constitute a separate vio-  
62 lation. Violations of any of the provisions of this section or the

63 regulations promulgated hereunder shall constitute an unfair or  
64 deceptive act or practice under the provisions of chapter ninety-  
65 three A. Any waiver of the provisions of this section shall be void  
66 and unenforceable.

67 (c) The district court, small claims division, shall have original  
68 jurisdiction to hear claims brought by consumers under this  
69 section provided the loss suffered by the consumers is within the  
70 limits established for said court, provided further, however, the  
71 amount of any additional damages, multiple damages or attorney's  
72 fees sought shall not be included in determining whether said  
73 limit has been exceeded. Nothing provided herein shall prevent a  
74 claim from being filed in any other court of competent jurisdiction  
75 if the plaintiff so chooses.

76 (d) Notwithstanding any provisions to the contrary, the sollicita-  
77 tion of a resident of the Commonwealth, whether by mail or other-  
78 wise, shall confer personal jurisdiction over time-share developers  
79 and their agents and suppliers wherever they may be located.

80 (e) A consumer who prevails in a claim brought under this  
81 section shall receive damages in the amount of the fair market  
82 value of the gift in question as stated in the solicitation, in the  
83 amount of all the payments made and not returned in a timely  
84 manner under a valid cancellation of any time-share contract, in  
85 the amount of any payments made and owed in connection with  
86 the purchase of a time-share if such purchase was secured through  
87 misrepresentation or as a result of a promotion not in compliance  
88 with this section, and in the amount of any other justifiable  
89 claims. In addition, any prevailing consumer shall be awarded not  
90 less than \$500 as additional damages. If the court finds that the  
91 time-share developer or agent or supplier knew or should have  
92 known that the act or practice in question violated this section, the  
93 consumer shall be awarded reasonable attorney's fees. The rights  
94 and remedies contained herein shall be in addition to, and not in  
95 lieu of any others provided by law including those contained in  
96 chapter ninety-three A. The Attorney General may enforce the  
97 provisions of this section directly or pursuant to chapter ninety-  
98 three A, against the time-share developer, its agents, or the sup-  
99 pliers of its promotional materials.

