



## The Élan Collection -- Frequently Asked Questions

### 1. What is The Élan Collection?

The Élan Collection is a Private Residence Club offering an exclusive, growing portfolio of distinguished vacation properties. The Élan Collection blends the flexibility of having multiple vacation destinations to choose from with the financial benefits of real estate ownership. Those who are fortunate to become Élan Owner/ Members will experience the luxury and first-class service they are accustomed to when staying in the finest hotels in the world.

### 2. How does “ownership” work?

Owner/ Members at The Élan Collection purchase an undivided fee simple deeded interest in a luxury vacation Residence of their choice. Whether they desire a luxurious mountain retreat in Big Sky, Montana or a private oceanfront villa in Turks & Caicos, Élan’s Owner/ Members will experience all of the benefits of traditional real estate ownership, including:

- Priority access to their primary vacation Residence.
- Appreciation potential in their undivided interest in the Residence.
- Assumption of title to their Residence in any form they choose, whether it is a trust, partnership, or other structure.
- The ability to sell, will, or transfer their Residence at their own discretion, at any time utilizing traditional real estate brokerage services.<sup>1</sup>

Beyond these advantages, Owner/ Members may also stay at other spectacular properties within The Élan Collection.

### 3. What are the advantages of shared ownership?

As an Élan Owner / Member one enjoys the same realistic use you would with a comparable whole-ownership residence at a fraction of the price, retain appreciation potential and enjoy club-level services and amenities. Research demonstrates that typical owners of vacation residences use their properties four to six weeks per year, on average. Taking this into consideration, The Élan Collection affords our Owner/ Members the opportunity to own a luxury vacation Residence for a fraction of the price, while sharing the expenses of maintenance, property enhancements, property dues and taxes with other Owner/ Members. Additionally, they will have the peace of mind of knowing that The Élan Collection takes care of the details, such as amenities, services, and property management. Our owners-members simply come and go at their leisure, without the burdens associated with typical residence ownership.

### 4. How often can I use my Élan Collection Residence?

All Owner/ Members have guaranteed use each year of their Élan Collection Residence. The amount of time will be determined by each Owner/ Member’s respective ownership interest, and will be administered through The Élan Collection Reservation System. Twice a year, Owner/ Members will submit a Priority Time reservation request for their vacation Residence. If they would like to stay at another property within The Élan Collection, they may exchange their Guaranteed Use Rights with other Owner /



Members. They will also benefit from unlimited additional access whenever space is available in their own Residence, as well as the other Residences within the Collection, subject to the policies of The Élan Collection Reservation System.

#### **5. Can I rent out my Residence?**

Yes. Under the guidelines and responsibilities set forth in The Élan Collection Owner / Member agreement guaranteed usage time can be rented. Ask your Élan Residence Specialist about details.

#### **6. Can my family or friends stay at my Élan Collection Residence?**

Yes. An owner -member may allow unaccompanied friends and family members to use their Guaranteed Use time in their Residence.

#### **7. What services are provided with each Residence experience?**

Owner/ Members will enjoy a true Élan experience. Our full concierge services ensure the most discreet care, pampering, and memorable vacation adventures no matter where Élan Owner/ Members are in the world. The Élan Collection Host personally manages every detail of their stay, from recommending must-see and must-do activities to pointing out favored local hangouts. The Élan Host caters to the Owner/ Member's every need to ensure the most seamless, relaxing vacation experience possible. <sup>2</sup>No request is too big or too small. Custom arrangements may include:

- Planning pre-vacation activities
- Making dinner or ski lesson reservations
- Purchasing theatre or sporting event tickets
- Scheduling airport pick-ups
- Grocery shopping and stocking of the refrigerator prior to arrival
- Setting up champagne, chocolates and flowers prior to arrival
- Appointing a private chef to cater an unforgettable dinner
- Finding seasoned babysitters
- Placing personal items in the Residence from the Owner/ Member's secure, private storage
- Remembering anniversaries, birthdays and other personal events

#### **8. How is my Residence maintained?**

Owner/ Members will pay an allocated share of maintenance costs for the professional management and operation of their primary Residence, amenities, concierge services, and common areas. Included in the annual fees are funds for concierge service, housekeeping, supplies, maintenance, window washing, garbage removal, personal property insurance, utilities, property taxes, and reserves for replacement and/or refurbishing of Residence inventory, Residence-specific amenities, administration services, and similar items. Budgeted expenses are assessed equitably to each Owner/ Member based upon the respective ownership allocation in a particular Residence. Élan Residence Management, LLC, the contracted management company, will oversee these tasks to ensure The Élan Collection experience is truly one that is unforgettable.

<sup>1</sup> Subject to some membership terms and conditions.

<sup>2</sup> Certain services require additional fees.