

Dear Members,

We are excited to announce two special weeks coming up in September and October. During these weeks we are offering PROSPECTIVE MEMBER SPECIALS!!

- The weeks of Sept. 19th - 25th and Oct. 10th - Oct. 16th will be the designated Prospective Member weeks at Talamore
- The weeks of Sept. 26th - Oct. 2nd and Oct. 24th - Oct. 30th will be the designated Prospective Member weeks this fall at Applecross

During these special weeks, you may bring a guest or group of guests out to play golf and enjoy all the wonderful things our Clubs have to offer and your guests pay the same Membership appropriate cart fee you do!

Not only do your guests get to play and have a great day for a great price we have some wonderful incentives for you and them if they decide to join.

New Member Receives: 10% off their first year's dues.

Referring Member Receives:

- 1 New Member Joins - Double Referral Rewards!
 - Depending on the type of Membership chosen, this could provide you anywhere from \$100 - \$1,000 to use at the Club or towards your 2012 Dues!
- Group of 2 or 3 New Members Join (same referring Member)
 - All incentives for 1 Member referral listed above.
 - PLUS a Complimentary trip for two to our Talamore Resort in Pinehurst including accommodations and golf for 3 Days/2 Nights at our Club Owned Mid South Lodge.
- Group of 4 or More New Members Joins (referring same current Member)
 - All incentives for 2 New Member referrals listed above.
 - PLUS a Cart Pass for Referring Member for the remainder of current cart pass period (now through March of 2012).

****A copy of the standard referral program guidelines is attached below. ****

If Prospective Member weeks work, everyone wins; existing Members get to surround themselves with more of their friends, get extra rewards by doing so, and get to be an integral part of helping our Clubs remain successful and growing.

If you do the math it is easy to see that depending on your Membership category, by sponsoring just 2 or 3 new Full Golf Members you could almost have your 2012 Membership dues fully covered by referral credits!

I look forward to everyone's involvement in this exciting new program as we continue to grow the Membership.

Talamore Referral Rewards Program
Effective May 1, 2010

Talamore offers 'referral rewards' to our existing Members

Refer a Full Golf Member

Existing Member enjoys the following referral rewards:

If you refer a New Member you receive a 10% club credit immediately on your account based on the total dollars paid at the time of joining by the individual that you brought into the club (does not include Membership Deposit payments)

For example, the following is a typical first year bill for a new Full Golf Member:

- Single Dues \$2,995
- Range fees \$350
- Activity Fee \$50
- Handicap Fee \$50
- Food and Beverage requirement \$1,200
- Total \$4,595
- Under this example, the Member that brought in this individual would receive a club credit of \$460 that day to use as they wish. Merchandise, Dues, Food and Beverage, etc.

General Notes:

- No cash payments provided under the Membership Referral program.
- Initial contact with the club must have been made as a result of the referral. New Members must specify in their initial conversation with the club that they have been referred by an existing Member, and the sponsoring Member must notify the club in advance via email to inform the club that a call from a prospective Member will be forthcoming.
- For multiple Membership referrals, awards may be divided up amongst the new Members and the referring Member if so elected by the referring Member.
- Referral rewards will only be paid on the original Membership purchased, not on Memberships that are upgraded.
- Referral Rewards are provided for NEW non-resident Memberships only. Resident Full Member upgrades and or initial resident social activation does not apply. Prior Members returning to the Club also do not apply.
- The club reserves the right to make the final decision as to whether a new Member and existing Member qualify for the referral reward program.