

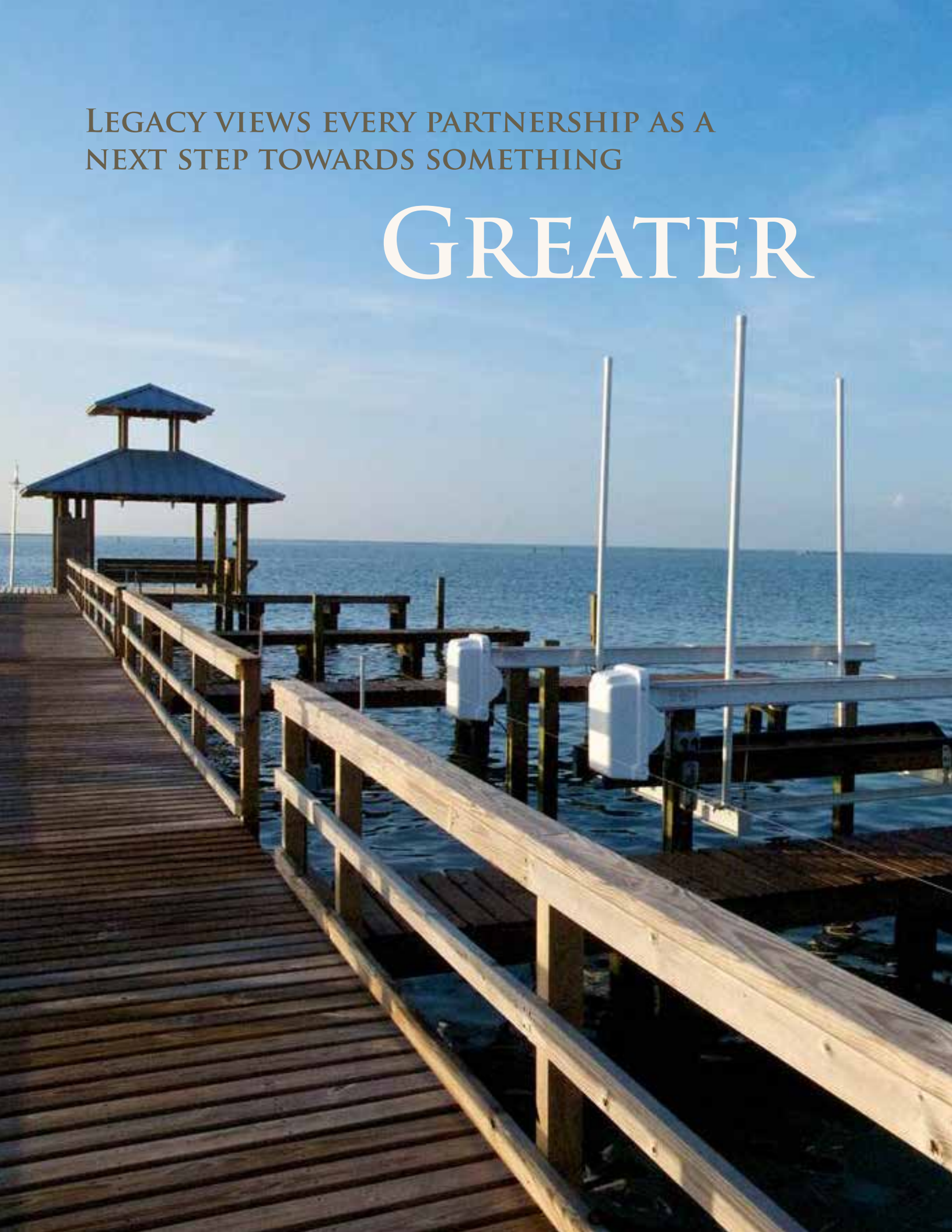


LEGACY INTERNATIONAL®

RESORT PROPERTIES

RESORT • LUXURY RESIDENTIAL • ACTIVE ADULT • METROPOLITAN
EXECUTIVE SUMMARY AND MISSION READINESS





LEGACY VIEWS EVERY PARTNERSHIP AS A
NEXT STEP TOWARDS SOMETHING

GREATER

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SECTION 1

ABOUT US



MISSION: Legacy provides world-class consulting, sales knowledge and marketing expertise for resort-style, master planned communities around the world. Our single objective is to maximize the Return on Investment to the developer through strategic management of the sales and marketing process. This is accomplished through consistent Team Member training and the use of an informed set of strategic partner relationships.

FOUNDED: Legacy International Resort Properties, a Texas United States LLC, entered the Resort, Residential, Active Adult, and Metropolitan real estate environment in the summer of 2007, bringing together the best in the industry to create a world class sales and marketing organization.

SALES SUCCESS: Brand development, project functional area organization, product definition, strategic partnerships, and sales plan/budgets organized for 49 major real estate assets throughout the Americas. State of the Union involves current deployment of 25 sales teams, representing in excess of \$550 million in annual sales revenue including over 1450 transactions.

MARKETING: Our executive management of marketing is based on Brand, Position, Key Differentiators, and Channel Management. Sales Activities are based around what is referred to as the 5 Channels: New Lead Generation; Realtor Outreach; Database/CRM follow-up and follow-through; Personal Business Planning; and Generating Owner and Sphere of Influence Referrals. Our systems and processes allow us to assimilate, differentiate, and provide mission accomplishment anywhere in the Americas.



SECTION 2

EXECUTIVE LEADERSHIP TEAM



LEADERSHIP IS THE CAPACITY TO TRANSLATE VISION INTO REALITY

executive leadership team



PHILIP JALUFKA
PRESIDENT & CEO

Mr. Philip Jalufka, currently serves as CEO & President of Legacy International Resort Properties, a Residential Sales and Marketing Operation founded in 2007. He has been licensed as a real estate broker since 2007. With years of real estate experience and an impressive list of accomplishments in the areas of development, implementation, and overall execution of sales and marketing, strategies he founded Legacy International Resort Properties.

Previously, while serving for more than four years as Vice President Sales & Marketing with the Central Division of Centex Destination Properties, Jalufka successfully exceeded the annual operating requirements for two master-planned resort communities and one luxury condominium tower project and was awarded 2005 and 2006 Division Sales Manager of the Year for his national business unit. In addition, he recruited and motivated three award-winning project sales organizations, authorized 56 team members, including 22 sales executives.

From 2001-2003, Jalufka was Director of Sales and Marketing for Playground Destination Properties with the Southeast Region, where he directed strategy planning and implementation to achieve proforma requirements for a specific community. He was responsible for client relationships, sales team training, information technology, developer and public relations, and overall sales efforts associated with a 2,800-acre master-planned golf course development. He exceeded annual revenue and sales targets, directing an unprecedented land sales volume of

\$11,116,598, and achieved a 44% increase in the average sales price per unit in the first year of sales operations. Other responsibilities included the coordination of the sales and marketing efforts associated with a \$56 million land acquisition, project joint venture and business development with several Caribbean and Mexico sites.

Prior to his work in real estate, Jalufka proudly served his country as a commissioned, special operations aviation officer in the US Army. He holds Bachelor degrees in Economics and Political Science from the United States Military Academy at West Point and received his MBA from Embry Riddle University. Currently, he resides in Austin, Texas, and is married with two children.



PAUL BOBIK
EXECUTIVE VICE PRESIDENT
OF BUSINESS DEVELOPMENT

Paul comes to Legacy with over 25 years in the real estate and development industry mastering his skills in Sales and Marketing execution, Strategic Planning, Project Management and Business Development. After earning his Business Administration degree from the University of South Carolina, Paul began his career in luxury resort real estate sales earning recognition and accolades for producing millions in annual sales year over year.

As the National Vice President of Sales and Marketing for Centex Corporation in Lake Mary, FL Paul directed sales and marketing efforts for 14 resorts overseeing \$1 Billion in annual revenues. Paul recruited and managed a team of over 250 sales and marketing professionals while achieving a 90% plus customer satisfaction rating from J.D Powers annually.

In 2009 Paul founded the Palladium Realty Group which provided professional real estate brokerage, asset management, acquisition, disposition, and sales and marketing services to developers, lenders and investors. Under Paul's leadership this organization led several real estate developments to meet and exceed projected sales and revenue goals.

Paul's success in developing profitable real estate sales led him to the opportunity to manage the Ocean Reef Club's first real estate brokerage company. Through effective marketing, sales, technology and management Paul increased the company from "start-up" to over \$113 million in real estate transactions within the second year of initiation. As the President of the Ocean Reef Club Real Estate Company, the Ocean Reef Club began seeing profits after only two years since commencement in 2013, exceeding sales goals year over year by 39%.

As the Executive Vice President of Business Development for Legacy International Paul will be responsible for expanding Legacy's portfolio of communities across Texas, the Americas and around the world. Paul's knowledge and expertise in luxury real estate sales and acquisitions make him an invaluable asset to the organization.



STEVE GUY
SENIOR VICE PRESIDENT
OF SALES

Steven J. Guy is the Senior Vice President of Sales, overseeing all Legacy responsibilities with specific oversight of the four McCombs Properties' assets: Reserve at Lake Travis, Reserve at St. Charles Bay, Palmilla Beach Resort & Golf Community, and Coral Reef Cottages. Steven is a corporate executive with over 25 years of management experience in sales, marketing, acquisitions, systems and processes and relationship team building. He has developed various release strategies in many different and challenging market conditions, as well as having refined acquisition proformas, absorption rates, marketing budgets and advertising plans for multi-family master planned communities and condominium regimes in over a dozen states, resulting in over \$1.2 billion in gross revenues and 3000 + individual sales and closings.

Managing and executing at the highest level on a nationwide platform, Steven has served as the Vice President of Sales and Executive Vice President of Sales and Operations for a Fortune 200 home builder and National Land Sales Company over the past 13 years. Exceeding proforma revenue estimates and building teams of sales professionals across the US has always been a benchmark for each and every project and community. In addition, identifying potential properties for purchase, implementing the acquisitions, market research, sales team hiring, training and day-to-day operations of multiple properties has provided key experience allowing for additional expertise across a very demanding career.



CHAT WYNNE
VICE PRESIDENT OF SALES

Chat is a native Texan who attended The University of Texas, holds a B.A. in Psychology and is a licensed Broker in Texas and North Carolina. With a diverse background in multiple property types, he has developed the unique skills to creatively package and sell properties in all market conditions. His experience involves the successful marketing and sales of dense urban mixed-use projects, suburban mixed-use projects, master planned communities, hi-rise and mid-rise condominium towers, urban townhomes and lofts, branded residences, destination resorts, luxury estates, land, conversions and work-outs.

As Vice President of sales and marketing and Corporate Broker for a FORTUNE 200 company's luxury real estate division, he set the vision and was instrumental in selecting, recruiting and training the talent for his sales teams that consistently ranked as top performers in the industry.

Chat has a passion for real estate and has been involved in resort development and luxury lifestyle properties for the past 15 years working with some of the nations largest real estate companies and luxury brands including Centex Destination Properties, St. Regis, The Ritz Carlton, National Land Partners and Terramesa Resorts to name a few. He has run successful sales and marketing campaigns across North America resulting in over \$800 Million in total sales for his clients and has a track record for delivering results where others could not.



STACI WIMBUSH
VICE PRESIDENT OF
MARKETING

Staci Wimbush is a proactive, knowledgeable marketing strategist with 30 years' experience in business development, marketing, sales, and management of large, high-end real estate and resort developments. As Vice President of Marketing for Austin-based Legacy International Resort Properties since February 2013, she oversees all marketing, advertising, public and customer relations, and operational activities for seven-plus Legacy communities, including Rough Hollow, Tuscan Village, The Peninsula, Lake Ridge, Summit Rock, and Tuscan Village-Horseshoe Bay. Her role requires meticulous planning and forecasting, coordinating directly with Legacy's CEO on business development, and working in tandem with multiple developers, builder partners, realtors, homeowner associations, and sales and operations staff.

Through Wimbush's tactical lead-generation strategies, year over year sales have increased on average by 200 percent, and traffic in Legacy communities increased by 20 percent. On Legacy's behalf, she is a dedicated partner to local and national philanthropic foundations, including two educational foundations, ClubCorp Charity Classic and the Wounded Warrior Project.

Prior to joining Legacy International Resort Properties, Wimbush was membership director for The University of Texas Club, where she fostered relationships with club members and community leaders and developed strategic partnerships to boost club membership sales.

She has extensive experience with sales and marketing at the highest echelons of the resort and hospitality industries, including marketing and sales positions for Club Corporation of America, Austin; Barton Creek Conference Resort, Austin; Cheyenne Mountain Conference Resort, Colorado Springs, Colorado; and Scottsdale Conference Resort, Scottsdale, Arizona.



RAFAEL DE LOS REYES
VICE PRESIDENT OF
INTERNATIONAL SALES

Rafael's real estate career commenced in 1970 as a real estate salesman at the Sea Pines Company, founded by Charles Frazier, who pioneered the resort community industry in the United States. He was initially based in a Sea Pine's subsidiary in Humacao, Puerto Rico, where Sea Pines was developing "Palmas del Mar", a 2,500 acre Master Planned Community with 2,500 homes. This project was designed by well-known master planner Steve Padilla, included in this development was a marina "Cala de Palmas", a small replica of Port Grimon in the South of France. As part of a five-man team, they sold the entire available inventory by June 1971, six months ahead of schedule.

In 1968, Gulf & Western Industries acquired South Puerto Rico Sugar Co., and among its assets were three sugar mills: Central Guanica in Puerto Rico, Central Romana, in the Dominican Republic, with over 500,000 acres of land and Central Okylanta, in Belle Glade, Florida. At the time, Gulf & Western realized the potential of the Dominican Republic land holdings and decided to enter the resort development business. They approached Sea Pines for advice and Rafael joined their team in 1972. The Gulf & Western team included famous golf course designer Pete Dye, architect William Cox, Oscar de la Renta for public relations, and several other professionals at the top of the resort development industry. Rafael was named Vice President in charge of all Sales & Marketing of real estate operations. The project was named "Casa de Campo", 7,000 acres was assigned with a real estate density of 3,000 units. To this day, it is considered the most successful resort community development in the Caribbean region. Rafael's involvement with Casa de Campo was from 1972 to 1978; over 550 residential units were sold during that period of time. Casa de Campo is regarded as a landmark project that helped to establish the tourism industry in the Dominican Republic.

Following Casa de Campo Rafael was involved in a similar position in the late 1980's and into 1990's with Grupo Situr, from Guadalajara, the largest tourist-oriented real estate conglomerate involving public/private sectors in Mexico. As Regional Director of Sales for Southern Mexico, including the State of Quintana Roo, Cancun, Cozumel, the Caribbean and Central America, Rafael was responsible for sales averaging US\$40 million in real estate properties per year.

SECTION 3

STRATEGIC PARTNERS





MYERS BARNES
SALES STRATEGIST AND
MENTOR

A tactical, progressive thinker who understands the industry like no one else, Myers Barnes uses his trademark energetic style to inform, entertain, and inspire with up-to-the-minute insight. Engaging, enthusiastic, and overflowing with fresh ideas, Myers delivers tried-and-true strategies for success alongside breakthrough, profitable solutions.

The best-selling author of six books, including the innovative playbook for success, *Secrets of New Home Sales Negotiation*, Myers is an American original whose books have reached into the four corners of the world. Countless articles, workbooks, manuals and video learning systems that offer guaranteed strategies about what works, what doesn't and why, bolster his groundbreaking strategies for a new era of profitable sales.

Myers is a rare combination of licensed General Contractor and Real Estate Broker who doesn't just talk about the business of selling homes — he lives it. A licensed General Contractor and Realtor® who climbed the rungs on the ladder of success one by one, he is a true entrepreneur with an active interest in property sales, homebuilding and community development. Myers possesses the working knowledge of what it takes to win. This wealth of real world experience, combined with forward thinking solutions, has made him an acknowledged leader in global new-home sales and earned him a worldwide reputation as one of the industry's topmost authorities in sales, management and corporate growth. As an on-site mentor, a respected public speaker and a teleconferencing

business advisor, Myers challenges listeners to become leaders and guides them into a results-oriented mindset that both supplements and complements their own individual goals.

His company, Myers Barnes Associates, is recognized as a dynamic, leading-edge business resource center for real estate development companies, homebuilding corporations and sales organizations. Billions of dollars in new home sales revenues have been generated for his company's clients.



ANGELINA KIRKPATRICK
EVALUATION SPECIALIST

Angelina Kirkpatrick is an expert at creating strategic sales and marketing plans while managing all field resources. She is instrumental in investment partner and developer communications and has built sales and marketing teams that are aligned and connected to her client's sales revenue goals and timelines.

Angelina assesses master-planned developments using her comprehensive understanding of buyer motivations, brand development and product positioning to determine optimum pricing and absorption levels. She works closely with developer and builder clients to adapt proven methodologies to projects throughout the US and internationally. She is able to factor in the community's locale and culture to ensure that all teams implement effective sales and marketing programs that take into account the cultural intricacies and nuances of operating in each specific market. Angelina possess a keen understanding of product and pricing techniques and works with the development team to create a diversity of residential real estate options that align with the target market while maintaining the original vision of the developer and builder.

Angelina is able to pull from her solid background in builder sales, where her responsibilities included everything from the inception of floor plans, model and sales office merchandising to the creation of comprehensive strategic sales and marketing plans. She brings more than 30 years of experience to her clients, having worked for builders and developers in Southern California and DMB Realty Network (DMBRN) in Scottsdale, Arizona. For DMBRN, she was their Corporate Officer, Designated Broker and International Vice President for their California operations, managing both developer and resale brokerages consisting of teams that ranged from two to twenty agents.



Charles E. Brownfield, III, Partner and CMO, has over 30 years of hospitality experience having held key positions with leading worldwide industry brands in Sales, Marketing, Business Development, Project Development, Divisional Operations and Brand Management. During his 20 years with InterContinental Hotels Group, Sales & Marketing teams under his direction produced in excess of \$2 Billion annually. He was responsible for the InterContinental Brand Management efforts globally and created the Global Partner Hotels & Resorts division of InterContinental, attracting nearly 100 top independent hotels & resorts worldwide as members. During this time, he led the InterContinental Development efforts for the Americas and crafted their resort expansion strategy. Prior experience includes 6 years with Fairmont Hotels & Resorts in Dallas, Washington DC and New Orleans.

Charles holds a B.S.B.A. in Banking & Finance from the University of Arkansas.

CHARLES E. BROWNFIELD
SENIOR MARKETING
EVALUATION SPECIALIST



Leighton Collis is a marketing veteran and technologist with 25+ years of experience developing award-winning branding and technologies for hotels and master plan resorts. Leighton's firm, Bespoke, is in the vanguard of adapting the latest marketing tech in mobile, social and Internet for clients.

Leighton comes to development after leadership roles on Madison Avenue and in management consulting. He directed creative and strategy teams for the world's largest interactive ad agency, Omnicom's Agency.com, and managed world headquarters in New York City and three additional offices. Earlier in his career, Leighton led teams for Mercer Consulting in Boston and New York.

Today, Leighton's firm Bespoke markets and repositions boutique hotels and resort communities. Bespoke's mastery of consumer psychographics and technology levels the competitive playing field for major hospitality brands and independent properties alike. The firm's data-driven insight directs lead generation, customer relationship management (CRM), advertising and pricing. Bespoke's predictive modeling for lead generation broke new ground in digital lead generation. Bespoke advises developers, operators and investors.

LEIGHTON COLLIS
SENIOR DIGITAL
SPECIALIST

Leighton has expertise marketing all product types in hospitality, private clubs and resort home ownership. He was the marketing agency lead for the Abercrombie & Kent's Residence Club, an real estate equity product created when Fortress merged Playground and Abercrombie & Kent.

Leighton has had the privilege of brand building for the following hospitality organizations: Vail Resorts, Ritz-Carlton, Abercrombie & Kent, Auberge Resorts, The Boca Raton Resort & Club, The Woodlands and many smaller properties. In resort development, his clients have included Playground/IntraWest, Newland Communities, Crescent Communities, East/West Partners, New Seabury/ICAHN and others.



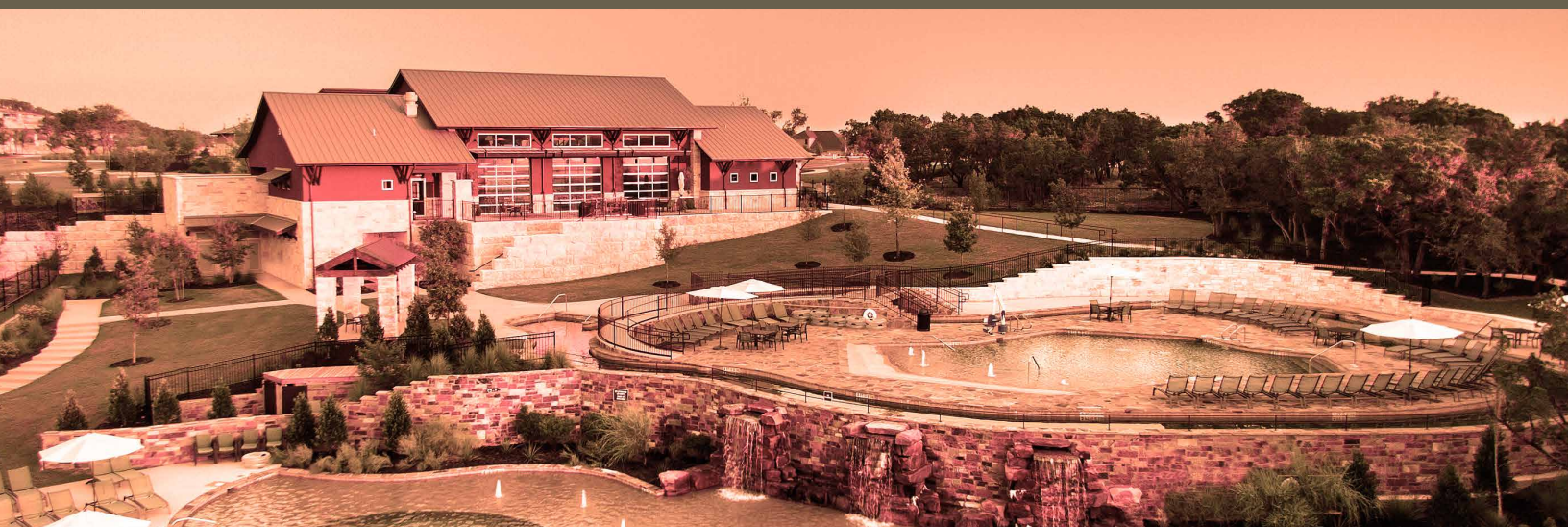
Chris Moore, CEO has been with DTJ since 1998, and is instrumental in the growth of DTJ's national and international design practice. He specializes in concept visioning, master planning and site specific planning and landscape architecture with a unique ability to blend architecture and landscape architecture into a complete, livable environment. Chris is committed to designing quality residential, resort, and mixed-use places that are strategically positioned within the market.

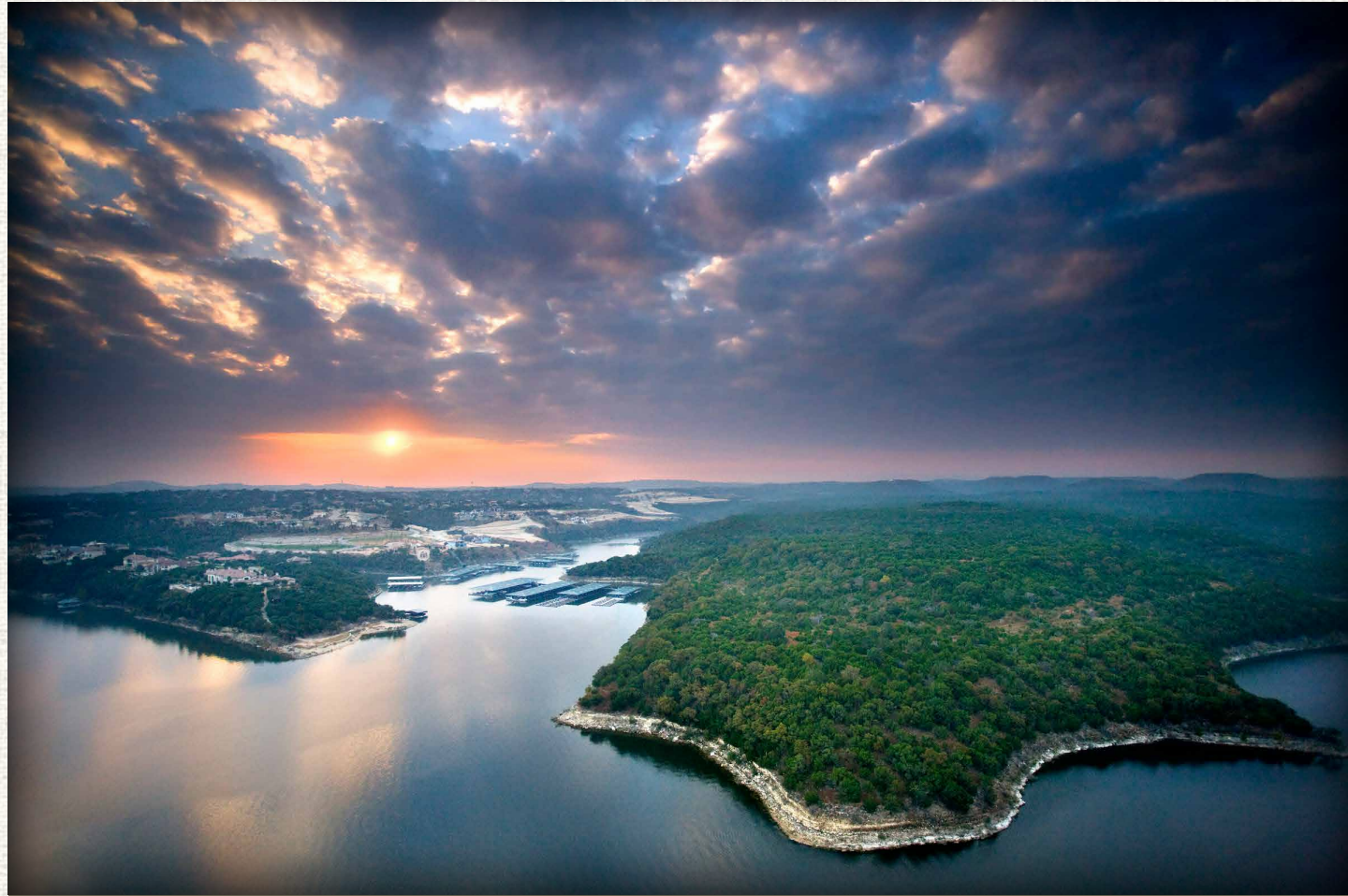
Chris has contributed to resort projects across the globe, including China, Russia, Turkey, Eastern Europe, North and South America.

CHRIS MOORE
INTEGRATED DESIGN
EVALUATION SPECIALIST
(LAND & VERTICAL)

SECTION 4

PROJECT CASE STUDIES





RESORT MASTER PLANNED COMMUNITY

SCOPE

Resort & Residential
Lakefront Master Plan

SIZE

2000 units

PROJECT DESCRIPTION

This included a repositioning exercise to diversify the product offering, installing a sales & marketing platform to increase exposure, defining resort product variety and 3 residential lot size segments, creating a strategic partnership with the Golf Club, assigning a land/amenity planner to design and outfit a second lifestyle center and identifying responsible builders. Prior to Legacy's engagement the community was stalled. This development is currently producing almost 200 home and lot sales per annum with approximately 800 units sold and another 300 currently under specific performance takedown contracts by 15 builder partners procured by Legacy. In the Spring of 2016 the development launched a new gated neighborhood featuring 80 acreage homesites with homes from \$1.5M to \$7M+. This community is currently ahead of their Business Plan and Budget.



RESORT MASTER PLANNED COMMUNITY

SCOPE

Private Club Master
Planned Community

SIZE

1775 units

PROJECT DESCRIPTION

This included the start-up and management of the first Club owned Real Estate Brokerage since the developer sold the Club to the Members in 1993. Prior to the creation of the new Club owned brokerage company the community real estate was being represented by five privately owned brokerage companies. During that time 84% of all real estate transactions were occurring between existing members, and completed inventory was over 30% of total product. This was not sustainable with an aging population of members. Within two years of operating the Club's real estate brokerage, and implementing a strategic marketing, sales and technology platform, the Club achieved over \$260 million in annual sales, and available inventory decreased to 9% of total product.



ACTIVE ADULT MASTER PLANNED COMMUNITY

SCOPE

Active Adult Community

SIZE

300 units

PROJECT DESCRIPTION

This included a Target Market Research and Positioning Exercise to confirm product square footage, pricing, and necessary amenities. Upon completion of a recommendation that involved both attached and detached product offerings, the developer supported and directed the installation of a highly trained sales and activity staff to go to market alongside a single developer/builder partner. Legacy's initial conversion of over 100 Reservation Agreements to 70 purchases fueled an additional sales & marketing plan that has exceeded expected prices by over 50% and is currently launching the final phase of 80 condominiums leading to complete project sellout.



RESORT MASTER PLANNED COMMUNITY

SCOPE

Luxury & Resort
Lakefront Master Plan

SIZE

400 units

PROJECT DESCRIPTION

This included a repositioning exercise to diversify the product offering, installing a sales & marketing platform to increase exposure, defining resort product variety (including detached villas, casitas, and cabins), assigning a land/amenity planner to reinvent an equestrian center, and identifying a select group of luxury builders. Prior to Legacy's engagement the community was stalled. This development is currently producing revenues above the original planned luxury lot values. The last product offering, located adjacent to the reinvented equestrian center, will sell out by the end of 2017 meeting Business Plan revenue for the original equity at stake.



RESORT MASTER PLANNED NEIGHBORHOOD

SCOPE

Residential Planned Neighborhood

SIZE

80 units

PROJECT DESCRIPTION

This included a positioning exercise for luxury waterfront, installing a luxury selling platform and personnel to convert high net worth clients, adjusting land planner intention, and creating a Tour of Homes Section including the building of 5 custom speculative inventory homes to activate the neighborhood. Legacy released and sold the initial 20 units with prices above business plan and under budget. This success led the developer to support an entire launch of the remaining 60 acreage lots in concert with a new home Parade (Tour of Homes) ultimately achieving more value in 2 years versus the initially prescribed 5-year Business Plan.



RESORT MASTER PLANNED COMMUNITY

SCOPE

Luxury & Resort Bay Front Master Plan

SIZE

400 units

PROJECT DESCRIPTION

This included a repositioning exercise to diversify the product offering, installing a sales & marketing platform to increase exposure, defining resort product variety (including detached cottages, attached townhomes, and an added build on your lot initiative for the existing luxury lots segment), assigning a land/amenity planner to define necessary and useful amenities (including the initial Swim Center and Fishing Pier), and identifying a select group of coastal builders. Prior to Legacy's engagement the community was stalled. To date, all of the bay front product has sold out despite the developer's five price increases on both the lots and vertical product offering. This community is currently producing revenues above the original planned luxury lot values. The developer recently released another \$10M in capitalization to build canals making it a 100% waterfront community. All new inventory is tracking ahead of Plan with sales to recapture the entire capitalization and have a 3 to 5 year absorption potential exceeding \$30M per annum.



RESORT MASTER PLANNED COMMUNITY

SCOPE

Arnold Palmer
Golf and Beachfront
Master Plan

SIZE

1000 units

PROJECT DESCRIPTION

This included the reorganization of the entire 800-acre development to a village-centric approach. This began with the relocation of the Welcome/Sales Center and installation of a professional sales & marketing platform to increase exposure in partnership with golf and hospitality/rental management. This exercise involved defining a diverse resort product offering including detached casitas around the Swim Center at the heart of Village #1, golf course villas, luxury condominiums and paired townhomes. Legacy also included a build on your lot initiative involving three select builders on the existing luxury lots, assigning a land/amenity planner to establish connectivity and useful amenities. Prior to Legacy's engagement the community was stalled. At this time, the condominium offering is 84% sold, Village #1 and associated activities are turned on, two of the new product lines are being introduced to the market, over 14 custom homes are sold and currently under construction and speculative inventory with a Preferred Custom Builder Program is currently ahead of Plan going into the natural selling season.



RESORT MASTER PLANNED NEIGHBORHOOD

SCOPE

Lakefront Villa
Neighborhood

SIZE

43 units

PROJECT DESCRIPTION

This required significant Target Market Research and a lengthy Positioning Exercise to confirm product square footage, pricing, and necessary amenities. Upon Legacy's engagement, this gated waterfront neighborhood adjacent to the Community Yacht Club & Marina consisted of large square footage villas with heavy fit/finish. The research suggested a need for price point and square footage adjustments. In order to maintain the integrity of the unit elevations, Legacy recommended bringing in an architect to effectively split each condominium pad from one to two units. Due to Legacy's re-launch success, the developer recently refinanced the project with speculative financing included and every inventory home started to date has been sold. The Four Year Plan is on target for a 24-month sellout exceeding revenue projections.



RESORT MASTER PLANNED COMMUNITY

SCOPE

Jack Nicklaus Golf and Lakeview Master Plan

SIZE

1000 units

PROJECT DESCRIPTION

This included a repositioning exercise to diversify the product offering, installing a sales & marketing platform to increase exposure, defining resort product variety (including a variety of detached cottages with different square footage targets and a variety of elevations in two isolated neighborhoods), assigning an amenity planner to define necessary and useful amenities to include a Lodge and Swim Center (expected end of 2017), and identifying a select lifestyle builder. Prior to Legacy’s engagement the community was stalled. In its first year just coming off of the 1st Quarter, the community is at 40% sellout in the Model Home Neighborhood.



RESORT MASTER PLANNED COMMUNITIES

SCOPE

Residential Master Plans throughout Central US

PROJECT DESCRIPTION

This responsibility involved a single development partner. A National Developer with 28 Resort and Residential Master Plans engaged Legacy to begin operations with the Central US Division for 5 of their lifestyle, residential master planned communities. There are three Key Performance Measures to success including builder partner integration with Welcome/Sales Center, realtor outreach, and consistent source reporting through the use of a database CRM. Three communities launched in the first year of master engagement with the remaining two communities launching the following year with the establishment of the full sales platform and operating personnel. All business partners, across approximately 5 lot segmentations sizes, are ahead of the Business Plan.



MASTER PLANNED COMMUNITY

SCOPE

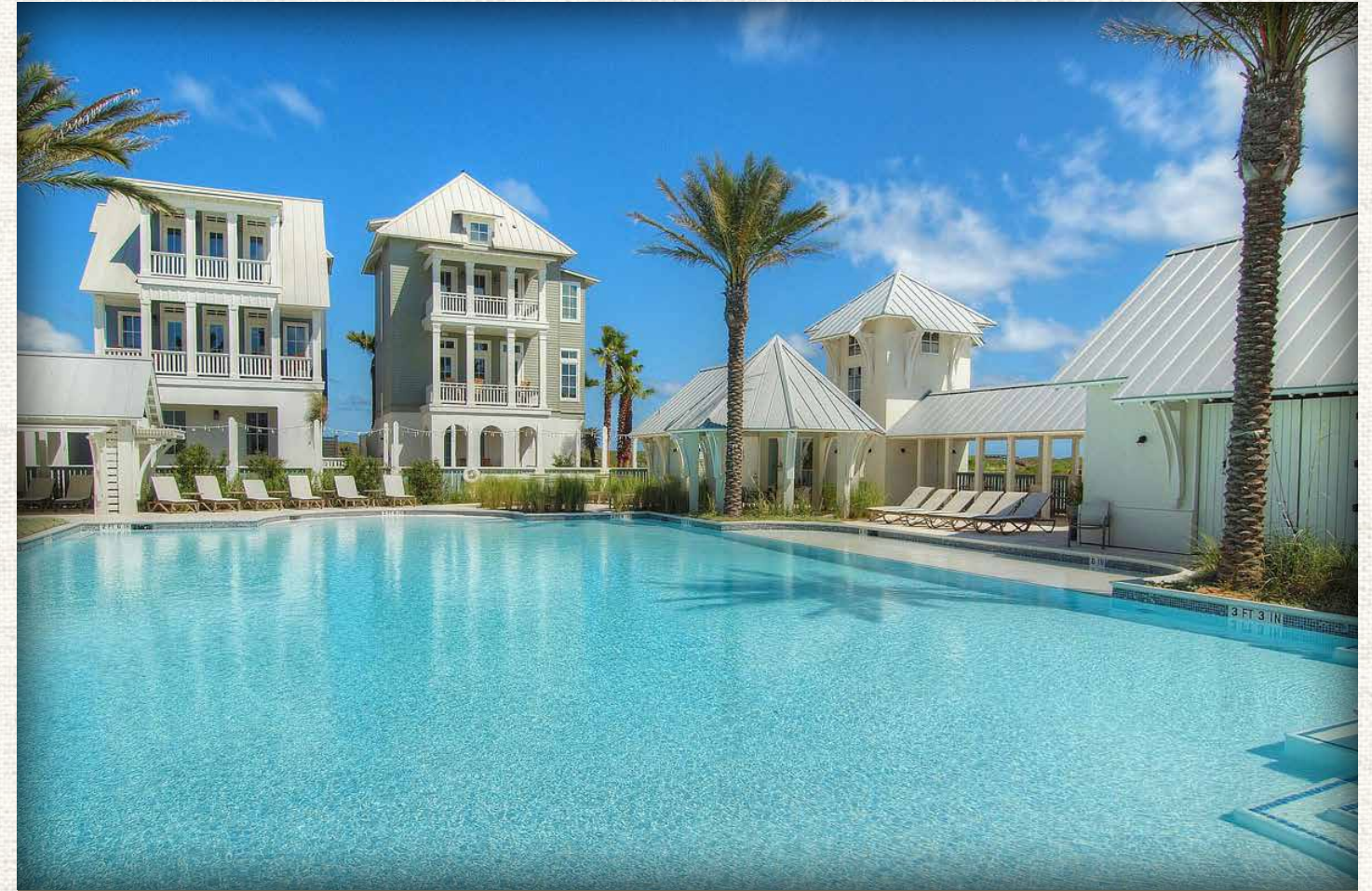
Riverfront Master Plan

SIZE

10,000 units

PROJECT DESCRIPTION

8700-acre community presented Legacy with a significant number of opportunities due to the planning and scale of the development. To date, Legacy leadership has been instrumental in orienting the land planner in adjusting the Phase 1 Plan to an intergenerational 2300-acre community with a variety of both natural and built amenities. The Grand Launch is scheduled for the 1st Quarter of 2017. Legacy has identified all builder partners for the 315 Active Adult and 200+ Residential lots with an additional 100 lots under options. In addition, Legacy has defined the sales path to the model home and lot inventory sections including both an offsite Discovery/Sales Center and an onsite Welcome/Sales Center. The associated staff is actively in place to organize prospect interest, build realtor interest and engage community outreach.



RESORT MASTER PLANNED COMMUNITY

SCOPE

Condominium/
Townhome Luxury
Resort Community

SIZE

385 units

PROJECT DESCRIPTION

This luxury resort in the Coachella Valley of California included master community planning, city, state and federal permitting in addition to implementing a sales and marketing platform in conjunction with a regional hotel (and later a flag hotel with Waldorf Astoria) and reservation system. This project began with pre-construction market studies, realtor outreach and best practice pricing exercises. The pre-launch marketing campaign initiatives resulted in favorable interest resulting in a reservation campaign for the initial release of product. After approximately 6 months of prospect nurturing through multiple touch points, we went to market with the initial 35 units. Outpacing pre-launch revenue estimates and product absorption, the sales team delivered 60 pre-construction units with hard contract deposits. Over the following 18 months, we were able to deliver pre-construction contracts on all 385 units, with an average sales price of \$730,000, exceeding revenues by 36%.



RESORT MASTER PLANNED COMMUNITY

SCOPE

Luxury Resort Master Planned Community

SIZE

1800 acres

PROJECT DESCRIPTION

This project began with the first shovel on a 500-acre mountain lake in the Carolinas. In addition to working in conjunction with Jack Nicklaus Design on a nine-hole par 3 mountain golf course, other planning components included lake marina, parks, beach clubhouse and fishing dock permitted through the state regulators. The Sales and Marketing Platform included two offsite welcome centers, one lakeside and the other located in a mountain resort town center. Staffing and training were very challenging due to the 2nd home nature of the area and a limited number of full time residents. By working with previous sales and office staff in addition to locating some local talent, we were able to bring on a large dual-site staff. Coordinating with local real estate offices, target marketing the exclusive clientele and utilizing our existing owner and client databases, enabled our team to bring to market over 45 lakefront, lakeview and interior homesites through a reservation process, culminating with 180 priority reservations.



URBAN BRANDED RESIDENCES

SCOPE

Luxury Condo Conversion

SIZE

25 Residences

PRICE

\$565,000 - \$3.1 million

PROJECT DESCRIPTION

We secured exclusive sales and marketing in early 2009 during the economic downturn of the great recession. *The Residences at The Ritz-Carlton* was a branded luxury condo conversion and the developer had two previous sales and marketing companies with no results. Our team developed a sales and marketing strategy along with re-pricing the available inventory to create significant sales velocity in less than 90 days.



URBAN BRANDED RESIDENCES

SCOPE

New Construction Luxury Branded Condominiums

SIZE

73 Residences
2 Multi-level Brownstones

PRICE

155 million in projected sales at \$900/sqft

PROJECT DESCRIPTION

Our team was awarded the exclusive sales and marketing platform for the *St. Regis Dallas Residences* over several other sales and marketing firms in September 2008. We developed a sales and marketing strategy, target buyer profiles, developed sales tools and recruited, hired and trained the sales teams of four luxury sales executives. This project involved assistance in the design and programming of the Welcome Center along with building a database of 1,500+ names through strategic partnerships and relationships in the Dallas / Fort Worth Metroplex.



RESORT BRANDED RESIDENCES

SCOPE

Luxury Golf Villas and Townhomes

SIZE

280 Residences

PRICE

\$900,000 - \$1.2 million+

PROJECT DESCRIPTION

The V at Lake Las Vegas is a luxury Golf Villa and Townhome development. Without the assistance of a sales center, our team accomplished \$105 million in sales with a pre-construction phone launch. Our success was so overwhelming that sales were suspended allowing development efforts to catch-up. When sales resumed again in late 2006 we positioned the remainder of the community producing an additional \$25 million in sales, closing-out the community.



MULTI-FAMILY CONDOMINIUM RESORT COMMUNITIES

SCOPE

Multi-family
Condominium Resort
Communities

SIZE

3000 units

PROJECT DESCRIPTION

From 2009-2014 there was a unique opportunity in the market to work with banks, developers and other lender partners to purchase distressed, and in some cases, uncompleted Condominium properties. This resulted in over 53 different communities across the U.S. in 9 different states being acquired. We managed all key aspects of permitting, due diligence, construction, sales and marketing platform development and closings. Operating in 9 different states and in multiple locations simultaneously, brought some challenges not seen in the traditional Master Planned Community scenario. Differing market segments, different product lines and challenging consumer needs and wants required many different types of sales process' and marketing efforts, each one being unique. Not the least of the unique aspect of this platform was the hiring, relocation and continued staffing of the multiple properties. This was achieved through various networking relationships, referrals and local talent acquisition. Over the course of the 5 years, we were able to sustain annual sales in excess of \$100 million per year with over 3000 closings in 53 different communities.



RESORT MASTER PLANNED COMMUNITY

SCOPE

Sales and Marketing
Strategic Planning

PROJECT DESCRIPTION

Our team was engaged to conduct a complete Evaluation and subsequent Strategic Sales and Marketing Plan for *Querencia - San Jose Del Cabo* a luxury golf community located in Baja Sur, Mexico. The engagement began with a complete evaluation of the entire project to determine the best course of action for Querencia. The process consisted of a detailed review of each factor and element affecting Sales, the Market and Buyers, within each of the following categories: *Community Review, Location Review, Competitive Review, Target Market, PEST Analysis, SWOT Analysis.*

Upon completion of the evaluation, our team, in collaboration with the ownership group, developed a comprehensive Sales and Marketing Strategy and Tactical Execution Plan that addressed in detail all the elements required for success. The intention of this Strategic Plan was to achieve the desired results in traffic, sales and revenue. The strategies and tactics were tailored to meet the needs and goals of ownership group in order to effectively and efficiently bring qualified buyers. The ownership group was extremely pleased with the plan and implemented with excellent results.



LUXURY HOTEL AND RESIDENTIAL RESORT COMMUNITY

SCOPE

Resort and Luxury
Single Family
Residential

SIZE

119 Single Family
Homes
66 unit resort

PROJECT DESCRIPTION

The *Artesana Rosewood Residences® San Miguel de Allende* is a boutique hotel with a luxury real estate component located in Central Mexico. This development was originally segmented for second home buyers primarily coming from the U.S and Canadian markets. After these markets struggled and hesitated when it came to purchasing or visiting Mexico, the sales team developed and executed a strategy tailored to the affluent Mexican market. The team's understanding and appreciation for the cultural intricacies of the affluent Mexican market and how to reach them through penetration into their tight-knit social circles, allowed them to move forward and achieve pre-sales of 30% of Phase I despite negative publicity. Additionally, their understanding of the U.S. and Canadian affluent market allowed them to finely position to the right buyer, achieving a balance of buyers: 62% Mexican, 25% U.S. and 13% Canadian.



LUXURY BEACHSIDE MASTER PLANNED COMMUNITY

SCOPE

Luxury Beachside
Master Planned
Community

PROJECT DESCRIPTION

A U.S.-based investor, and their partners in Uruguay, wanted to develop and introduce a unique concept in both product and positioning. Jose Ignacio de Garzon is a luxury beachside master-planned community featuring pre-designed semi-custom luxury product and amenities. The target market for this development was high net worth Brazilians and Argentines. Our firm assembled a team of real estate professionals experienced in Latin America and the cultural intricacies of doing business in that region of the world. The team helped the client not only develop the product types, including phasing and pricing, but also helped develop the brand and introduce the concept to a highly targeted Latin American audience. In conjunction with the client, our team brought a unique concept with innovative thinking, strategy and execution to the Maldonado Coast.

SECTION 5

CLIENT KUDOS & NEXT STEPS



McCOMBS ENTERPRISES

September 20th, 2016

To Whom It May Concern:

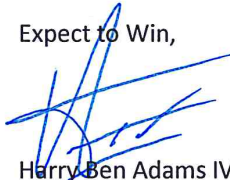
It is with great pleasure that I write this letter in support of Philip Jalufka, President and CEO of Legacy International. I've known Philip for over 25 years. I know his ability, his character, his metal, and it is beyond reproach. Between the two of us, there is a bond that exceeds the capacity of normal business relationships...or even friendships. It's a bond of brotherhood, that is only born from adversity and the pursuit of something meaningful though it.

We met in 1990 during our Plebe Year at The United States Military Academy at West Point. Following graduation, we each went our own direction into the military and each were drawn to the more challenging positions of service. While I led infantryman in the Army's more elite units, Philip served in the Special Operations Community—specifically as an aviation officer in the elite Task Force 160. While we each succeeded and excelled in military service, for love of our families and the desire to raise them in a more peaceful setting—we both made the decision to leave the service after our initial commitment was complete. Ironically and because of our love of challenges, we were both drawn into residential real estate and development—a dynamic field, full of both risk and reward, and wrapped in a nobility of cause.

Four years ago, we reconnected when I joined McCombs Enterprises as the head of Real Estate and Development. In that capacity, I manage the McCombs' family real estate portfolio—including ranch, timber, commercial real estate, commercial development, residential and resort development, and fixed assets. A large portion of our active assets are resort communities and it was in that space that our professional paths crossed again. After my initial assessment of the poor performance of our resort development partners, I realized our Enterprise needed to act—with that, Philip assisted me in taking control of the developments and he now runs all of the sales and marketing for our communities. While there are many who claim to be, Philip is an actual expert in the second home and resort community business. From community planning through execution, he helps developers win and provides the tools they need to successfully market and sell their communities. He is aggressive, creative, knowledgeable, innovative, and a strong leader—all built on a foundation of integrity.

In short, Philip has and will continue to be an integral part of our success. My decision to bring him on board has been the single best decision I've made in our resort portfolio. If you are considering him for a mission, take heart and know that he is the man for the job.

Expect to Win,



Harry Ben Adams IV
Real Estate and Development

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1. *Review / Finalize Engagement Agreement - Establish Stage 1 and Fees*
2. *Site Visit with Development and Project Management - Introduction*
3. *Assign Stage 1 Legacy Sales Team Leader*
4. *Review Arrival Sequence Welcome Center, Signage, Impact Tour and Experience Package*
5. *Interview and / or Identify all parties involved in “Project”*
 - *Owner(s) Database*
 - *Stakeholders - Ownership, Development and Project Team (Including Past Sales and Marketing Personnel)*
 - *Land, Vertical and Maritime Architects / Builders*
 - *Hospitality - Central Service Manager (HOA / Club Memberships / Rental Programming)*
 - *Area/Regional Broker Ambassador Network (Power Brokers)*
 - *State, National and International Brokerage (Target Market HNW Lists)*
 - *All Potential Strategic Partners (Hotelier, Golf, Boating, Club and More)*
6. *Review Absorption Assumptions and Requirements*
 - *Market Statistics*
 - *Current and/or Planned Market Segmentation*
 - *Builder Capability*
7. *Evaluate Feasibility Study and Market Research (Focus Groups) --> Target Confirmation*
8. *Positioning Meeting And Critical Path*
 - *Go or No Go (Timing)*
 - *Story --> What is “The Project”? (Master Site Plan, Activity Centers And Offering Diversity)*
 - *Current Collateral, Web And PR*
9. *Sales & Marketing Meeting (Offering, Dates, Future Collateral & Channels)*
 - *Where We’ve Been, Where We Are, Where We’re Going --> One of a Kind...Call To Action*
10. *90-120 Day Deliverables = Detailed Research, Strategic Marketing Plan and Critical Path/Budget*



LEGACY INTERNATIONAL®

RESORT PROPERTIES

RESORT • LUXURY RESIDENTIAL • ACTIVE ADULT • METROPOLITAN

*We look forward to partnering with you on your
unique lifestyle community.*

