

**FOUNDING
GUILD
MEMBER**
Updates



FROM THE DEVELOPERS

We are very pleased that Legacy at Mills River has continued to generate significant interest from prospective members who find that the ownership model makes sense for them. We are particularly pleased that interest has not waned during the challenging period of COVID-19 restrictions. In fact, our data demonstrates that expressions of interest, requests for information and referrals have actually increased over the last several months! That is a testament to the hard work of our sales and marketing staff Elizabeth, Brooke and our newest team member Laura. It also means that what we are offering is appealing to folks in WNC and beyond.

As we work hard to prepare for construction to begin next year, we do need the help of our Guild Members and friends. While we have a vision for Legacy and will build the physical spaces and manage the services, you are the reality of Legacy and will build the culture. Talk with your friends about what you want in your next chapter of life, and then; invite them to help you make it happen...together!



CONTINUED

A quick review of our timeline. The NC Department of Insurance mandates that we have 50% of our available homes reserved with a 10% deposit before we are eligible to apply for permission to build. We anticipate that threshold will be reached in mid-2021. As we approach that goal, we will reach out to you to complete the funding of your initial 10% deposit. Shortly thereafter we will be presenting you with a Purchase and Sale Agreement and you will make an additional 10% earnest money deposit.

The next step in the schedule is the customization process where you will work with a designer on our staff to select all the personal touches that will make your home special. Much more to come on this in the new year. We are confident that you will appreciate the quality and selection of options available and the efficiency of the process.

Construction will take 18 months to two years. Of course, all homes in the Appalachian and Blue Ridge buildings and all community amenities and services will be available at the conclusion of the construction period and receipt of a Certificate of Occupancy. Homes outside of the Manor buildings will allow some flexibility in occupancy (earlier or later), but generally the goal is to open the community and have move-ins within a 90-day period. If you have questions please feel free to reach out to your sales counselor or David Coster, VP of Community Development who can be reached at david.coster@rlainc.com.

DEPOSITOR UPDATE

Based on current reservation deposits and priority hold deposits, we anticipate Legacy at Mills River will close 2020 with more than half the reservation deposits in escrow needed to apply for permission to build. We anticipate acceleration in reservations through mid-2021, which is in keeping with industry norms for a new community.

MARKETING UPDATES

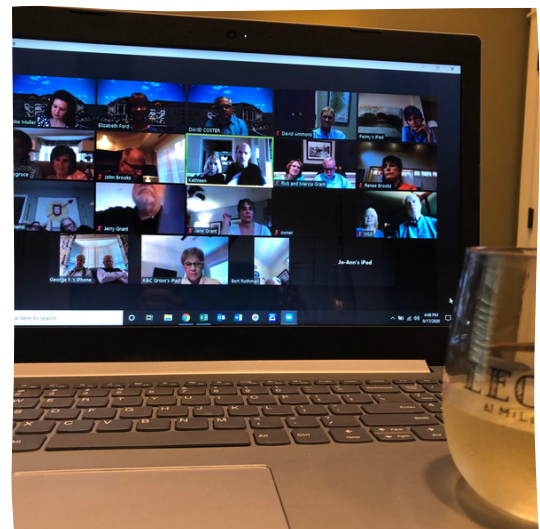
Founding Guild Members now have a password protected resource page on our website. Access in 3 easy steps:

1. Visit www.LegacyatMillsRiver.com
2. Click on the maroon "FoundingGuild Member" button on the bottom of every page of the website.
3. Use password: **LegacyGuild** to access the site

Begin to meet other Founding Guild Members in our testimonial section. We are still collecting questionnaires to create more resident biographies for you to read. Please contact Laura if you have not received the questions yet or are ready to submit your questions back completed! Click on our interactive Home Finder to see what units are reserved and which are still available. The Home Finder is updated with every reservation and priority hold made. And browse our resource section to get your questions on all things Legacy answered! We are just beginning to create our library of resources so stay tuned as we add more valuable information.

COVID sure has inspired us to get creative in how we introduce Legacy to amazing folks just like you. We have been very busy hosting virtual cocktail parties, delivering bottles of wine, meeting safely in people's homes, at neighborhood pavilions and at our own property! Combined we have participated in 11 events, with over 250 people. We invite you to co-host an event either virtually or safely at our beautiful design center this fall and winter as we head indoors. Events are a fun and casual way to share Legacy with your friends.

We want to showcase our growing community by creating a Founding Guild Member photo wall in our sales center. Photos taken at our recent photoshoot will be used. For those of you who could not attend our event to get your photo taken we will be reaching out to request a photo and your permission!





REFERRAL PROGRAM

Legacy is for independent-minded people like yourself who are open to the idea of owning and shaping their own future in retirement. So we are guessing that you will know others who are attracted to the Legacy model. For that reason, we're offering a very special benefit - **one month of fee-free living** - should anyone you refer to Legacy become a resident.

Simply tell us your friends name(s) and information and we will make sure to mark each referral in your file. The referred parties must not have inquired previously of Legacy. In order to earn the one month of fee-free living, the referred parties must move into Legacy. For every party you refer that moves into Legacy, you get one month fee-free living. Free months limited to one per quarter (4 times a year).

