



**Master Club Advisors**  
**"Search Consultants to the Private Club Community"**

June 14, 2016

Dear Colleague:

You are cordially invited to attend the **"Sixth Annual Master Club Advisors Symposium of Great Gated Club Communities"** to be held Monday, August 29 & Tuesday, August 30, 2016 at Ocean Reef Club, Key Largo, FL. Our host will be Michael Leemhuis and his superb management team and staff. The Symposium will begin Sunday evening with cocktails and hors d'oeuvres at 6:00 pm followed by dinner. This is the perfect opportunity to visit and network with friends who manage some of the finest private club gated communities in the entire country. *We learn best from each other!*

This year's education schedule kicks off with the legendary Gregg Patterson as Keynote Speaker. Presenters include Jan Bel Jan (ASGCA), Matt Lambert (Mirasol) and Steve LoGiudice (Ibis) on their recently completed +\$78 Million (combined) renovations, and Mitch Stump, Club Tax Network. Ray Cronin, CEO of Club Benchmarking will be on hand to present the analysis of this year's survey results and moderate a discussion about those findings.

Your data submission for the **Annual Master Club Advisors Symposium of Great Gated Private Club Communities** Survey is the same as what you provide for the CMAA annual survey; you are, in effect, "killing two birds with one stone." **Master Club Advisors** will extract and analyze the data, prepare an electronic report and present an appropriate PowerPoint survey presentation session during the symposium itself. The **Sixth Annual Master Club Advisors Symposium of Great Gated Private Club Communities** participants will also be available as a "Peer Cluster Filter" for use by those of you who subscribe to Club Benchmarking.

Your completion and return of the attached registration form, along with your registration fee, will serve to confirm your participation. *Be sure to let us know what topics are important to you.* This year the "full fare" registration fee includes your food and beverage, gratuities and taxes. (As in years past, you remain responsible for your travel, lodging, and golf-related expenses.) Visit [www.clubbenchmarking.com/mca-gated](http://www.clubbenchmarking.com/mca-gated) to participate in the 2016 survey. Thank you for your active support of Gated Club Communities Symposium.

Sincerely,

Bill Schulz, MCM  
Principal & Senior Partner

Norm Spitzig, MCM  
Principal & Senior Partner

Gary Collins, CCM  
Partner