



## Come Home to Talbot Country Club

### Membership Initiative

### Information for Members

*Our current members are our best source of new members, and it is in our best interests that we all remain engaged in recruiting and retaining a vibrant and active membership.* With that in mind, we have adopted the following **long-term membership recruitment program** to direct our efforts and incentivize proposers of new members. Please make yourself familiar with the initiative and share it with your friends and colleagues!

### 2019 Member Incentives

For the first proposed new member, the Proposer will receive 5% of the initiation fee paid by the new member in the form of 12 monthly credits, beginning in January of the calendar year following the approval of the new member.

For the second proposed new member, the Proposer will receive 10% of the initiation fee paid by the new member in the form of 12 monthly credits, beginning in January of the calendar year following the approval of the new member.

For the third and subsequent proposed new members, the Proposer will receive 20% of the initiation fee paid by the new member in the form of 12 monthly credits, beginning in January of the calendar year following the approval of the new member.

### Membership Categories, Dues, Fees & Minimum

Class	Initiation Fee	Monthly Dues & Capital Fees
Married Full Senior (Golfing)	\$15,000	\$565
Single Full Senior (Golfing)	\$15,000	\$423
Married Social	\$6,000	\$316
Single Social	\$6,000	\$227
Junior Age 21-29	\$7,500	\$249
Junior Age 30-35	\$11,000	\$249

*Dues for golfing members will increase by 3% beginning July 1st.*

*Prospective members ages 21-35 who are planning to golf and remain Full Senior members at age 36 are included in the Junior Category. Prospective members ages 21-25 who are planning to be Social members and do not plan to golf should join as Social Members.*

*Initiation Fees may be paid in two installments. The first half is due when the new member is approved for membership, and the second half is due on the one-year anniversary of joining the Club.*

**Annual Minimum:** \$1,200 annually (\$840 for Single Memberships). All Food & Beverage with the exception of bulk wine and wine locker orders counts towards the minimum.

## Discount Programs

### Single Payment Discount

New Members who pay the entire initiation fee at the time of joining will receive a 7.5% discount on the entire initiation fee. *Not applicable to Extended Family or Surrounding Club Offerings.*

### Extended Family Offering

Prospective members who are children, grandchildren, parents or grandparents of current or deceased members in good standing will receive 50% off the Initiation Fee. *They must pay the entire initiation fee at the time of joining. The 7.5% Single Payment Discount does not apply.*

### Surrounding Club Offering

Prospective full senior members who are current members in good standing at another qualifying private, golf club will receive 50% off the Initiation Fee. *They must pay the entire initiation fee at the time of joining. The 7.5% Single Payment Discount does not apply.*

## Health & Wellness Partnerships

Talbot Country Club is committed to helping its Members achieve a healthy lifestyle and offers partnerships and discounted memberships with Hearthstone Health & Fitness in Easton, and all of the YMCA of the Chesapeake's locations across the Eastern Shore.

## Membership Process

Each Applicant shall be recommended for membership in writing by at least two members in good standing. A Proposer may obtain a membership application from the Club's office and should lead the Applicant through the membership process.

1. The Membership Application process begins once a completed application with two letters of support, one from the Proposer and one from the Secunder, is submitted to the Membership Committee.
2. The application, with letters, will be forwarded to the Membership Committee and the Applicant's name will be posted for 30 days in the Club's Foyer and on the Club's Website.
3. The General Manager will contact the Applicant, Proposer and Secunder to invite them to a New Member Orientation.
4. After the 30-day posting period, the Board of Governors will vote on the approval of the Applicant's membership.

### Guidelines for Proposer and Secunder Letters

If you are serving as a Proposer or Secunder and will be submitting a letter in support of a prospective member, the following information should be included:

- How you are acquainted with the prospective member(s);
- Why you think they would be good additions to the Talbot Country Club Membership;
- Any other information i.e., anecdotes, professional and personal background, that would be helpful for the Membership Committee to get to know the prospective member.