

MANDATORY MEMBERSHIP KILLS PROPERTY VALUES!

The BIG LIE HAS BEEN THAT MANDATORY MEMBERSHIP SAFEGUARDS A COUNTRY CLUB'S FINANCIAL WELL BEING! Mandatory Membership does "not safeguard" anything, *least of all financial stability*. **FACTS!** Delaire, is losing Resident members faster than replacing them with non-resident bargain members. **In his first year, a resident member generates \$120,000 for the club, which includes his non-refundable \$80,000 initiation. A first-year nonresident generates only \$22,000.** [Read a comparison of the dues.](#) A single non-resident bargain hunter cost more service dollars than the lost resident member. It costs twice as much for servicing 4 or 5 bargain hunters for the lost single income. **Is this any way to run a business?** Mandatory Membership destroys property values by mushrooming HELTER SKELTER ABANDONMENT amongst older members. [Read the January 29, 2019 story which outlines pitfalls of mandatory membership.](#)

If we are lucky, we will be amongst the surviving elderly. Advanced seniors are trapped selling their houses due to Mandatory Rules! The "catch-22" selling below market deteriorates property values for the rest of the community. **That makes investing in a Mandatory ruled community a bad deal!** If the properties can't be sold reasonably, the option is "abandonment". Another "catch 22" issue causing lower "lures" for the rest of the homeowners! Walking away from homes is the alternative to paying high rents obligated by real-estate taxes, dues assessments and general maintenance. When going to the clubhouse becomes a hardship, consider alternatives. Selling out for less than the property is worth begins to make sense, abandonment is the last resort. The drill is already in practice. How else have we dropped from 326 Resident members to 297? The savings of leave-takings at any price yield \$50,000 a year or more depending if "Mandatory Members" have a mortgage or are free of a loan. That makes any offer acceptable. That is what we are witnessing, properties sold at \$75,000 to \$100,000 with golf vistas. Mandatory Membership is its own devil's advocate. The question arises, do we make the change when it can do the most good, **"voting out Mandatory Rules"** before we must face the devil? Or do we wait when until we no longer can have the advantage of having our investment pay off?

As mandatory properties come on the market at a low ebb, the rest depreciate. It's another "catch 22". When members are forced into decision making, they may go the route of forced abandoning. The only alternative left. That results in fewer people paying expenses and increased dues and assessments on the remainder, while services deteriorate. That is how clubs fall into the hand of "Home Builders". Such events were never contemplated by Mandatory aspirants. **Buyer Beware is not a dirty word any longer!** **Non-resident membership bargain pricing was "not" the answer.** It's accelerating the demise. Non-resident membership at **equivalent pricing without the Mandatory rule** could be the answer. Or back to the other alternative. **MERGING BOCAIRE AND DELAIRE IS A SALVATION FOR BOTH CLUBS** as expressed in our recent article [Read: Bocaire/Delaire idea resurrected.](#)

Our Board is engaged in Empire building. Increasing dues and extolling \$3400 supposed benefits to the resident member's shows their amateurishness in the club business. They have proven their personal "fiefdom" allowing non-resident member running for the board. **Personal agenda and personal glorification were pierced when our sponsor with Dr. Rosenberg came to the card room meeting that was cancelled the minute they entered the room.** **Zucker cannot handle embarrassing questions.** Resident members are fleeing, leaving their homes. Our Board is made-up of Amateurs without business credentials. Mandatory Membership is falling apart formally propped-up by incompetence and corruption. Personal objectives were masked until our powerful truth machine, our website, illuminated the truth. Now Mandatory Membership Boards missing qualified business leadership have a responsibility to make decisions that directly affect the homes in the community as well as the survival of the club they have mismanaged over time. To survive we need professional club management as soon as possible. Time to fire our Board members for their malevolence.

**ARE WE COMFORTABLE
WITH SUCH AN EVENT??
WAITING IS NOT AN OPTION!!**