

Property Refinances

If we are able to successfully refinance a property – getting the targeted refinance amount without having to pay down the loan while meeting revenue and expense goals – associates responsible for the refinance can be eligible for several bonuses. All bonuses are subject to SMT approval, but the basic guidelines are as follow:

All on-site associates who have been at the property for six months or more will receive:

- A \$1,000 gift card
- An award
- A feature in the company newsletter
- Dinner with their team and regional head
- Awards breakfast recognition

Any SMT directly over the property for six months or more will receive:

- A \$2,000 gift card
- An award
- A feature in the company newsletter
- Dinner with their team and regional head
- Awards breakfast recognition



Team Arbors of Montgomery: refinanced August, 2011

Property Sales

A property sale is the ultimate success for Connor Group on-site associates. Associates who meet certain standards and have been deemed worthy by their SMT are eligible for certain property sale bonuses, as well as transfers to another Connor Group property.

Sales and service associates who have stayed through the close of sale of their property, performed their job to all specifications and measurement standards, and have been with the company at least 120 days will receive:

- A \$2,000 bonus
- An award
- Transportation to awards ceremony in limo and private jet
- Dinner with their team, regional head and Larry Connor
- A feature in the company newsletter
- Awards breakfast recognition

PCMs who have stayed through the close of sale of their property, performed their job to all specifications and measurement standards, and have been with the company at least 12 months and the sold property at least 180 days will receive:

- A \$5,000 bonus
- An award
- Transportation to awards ceremony in limo and private jet
- Dinner with their team, regional head and Larry Connor
- A feature in the company newsletter
- Awards breakfast recognition

The SMT directly over the sold property will receive:

- A \$5,000 bonus
- An award
- Transportation to awards ceremony in limo and private jet
- Dinner with their team, regional head and Larry Connor
- A feature in the company newsletter
- Awards breakfast recognition



Team Lodge: sold September, 2010