



## Wild Foxes Aparthotel

The **ALTERNATIVE OFFER**, for all Cold Mountain investors combines two of the most profitable investment vehicles:

**FRACTIONAL OWNERSHIP**  
and  
**BUY-TO-LET HOTEL ROOMS**

Collectively known as  
*'carefree property ownership'*

## Introduction

*Wild Foxes Aparthotel uses the same system that Marriot Hotels and Trump Towers respectively use as a platform for their investors.*

With the aparthotel platform you become owner of a hotel room or suite or of a hotel room during one quarter of a year, each year. You can use your unit whenever you like and during the rest of the time generate rental revenue.

You can sell your unit or quarter-unit whenever you like.

"High-end fractional ownerships come with lower out-of-pocket costs than buying a single-family residence, without the maintenance, security and housekeeping worries of owning a second or third home." - Mountain Living — April 2003

Fractional ownership combines traditional, full-time ownership with the affordability of timesharing and the services and amenities of vacationing at a resort hotel. These properties are usually located in international, national and regional destination resorts and sold in interests ranging from one-quarter to one-twelfth shares.



# Wild Foxes Aparthotel. The Alternative Offer.

In a land beyond time comes a resort for the time of your life.

## Wild Foxes. Ranch. Club. Resort.

In a land of legends, **Wild Foxes** is a legend in and of itself. In one amazing resort, you will be able to Oin and ski-out better then half the year, go horseback riding through limitless country and mountain paths, snowmobile, off-road, parachute, paraglide, and much much more. You can ride in a hot air balloon, go for a romantic ride with horse and carriage and end up at a secluded panoramic location where a feast awaits you



\*artist rendition

and you're special someone.



## Wild Foxes | the first fractional ownership, aparthotel in Romania.



The team at Wild Foxes chose this concept for a number of reasons.

Typical apartments are rented out on a long term basis and generate a significantly lower revenue. Likewise, apartments rent out on a short-term basis generally command less than hotel rooms because they lack the amenities and convenience that a hotel provides. They also tend to be rented with less occupancy.

Apartments of course also cost significantly more and require round-the-clock expensive maintenance that in the case of a hotel room is fully managed by the hotel.

There are many profitable reasons to consider aparthotel ownership.

## Yes, you stand to make a handsome return on investment.

If you accept the Alternative Offer made in conjunction with Global Wealth Managers and secure by acting quickly a peak-season quarterly ownership of one standard unit, you stand to make a lot of money.

You could flip your unit in a relatively short time frame. The average maximum sales time is 60 days at Wild Foxes. The current sales price, also a promotional price is 14,950 euro. Based on a reservation fee valued at 3,500 euro you stand to make an instant profit of 11,450 euro.



A sales commission will be charged to the end buyer and the entire actual profit will remain yours.

This, however, is not our recommended profit model.

As the units come closer to completion and then complete, the prices will steadily increase. We believe 30,000 Euro to be the fair market value for a completed quarter unit. So the longer you wait to sell, the higher your potential profit.

Now, you would likely agree that even a profit over 11,000 euro is a good return on a 3,500 euro investment and the potential profit based on the sales alternative is impressive indeed.

Still, we do not necessarily recommend this method. That is unless you are looking for just the quick profit.

**The expected quarterly profit AFTER management fees is expected to be 8,400 Euro.**

Without adjustment for inflation and general rising prices, over 10 years **we are talking about collecting 84,000 Euro with just 3500 Euro down!**

Now, let's take a look at how we've come to the above numbers...

We've assumed for 1,000 euro as the average WEEKLY rental price for your unit. The daily rate rack will be 200 euro, but we have not used this figure in are calculations.

A quarter has 14 weeks. We've taken the weekly average and the accepted peak occupancy rate (summer and winter) of 85% and subtracted the property management fees to come up with this quite stunning figure.

The figures for off-season are also compelling, but by acting now you can still secure peak season, which last for half of the year.

**Reservations for winter 2009-10 will start being taken summer 2009 for parties interested in aparthotel rental via an international hotel chain.**

## CURRENT PRICING TO THE PUBLIC

### Pricing

**104,000 € studio 40 sm2 26,000€ +15% peak season, -15% low season**  
**182,000 € 2 rooms 70 sm2 45,500€ +15% peak season, -15% low season**

### 50% 10-year ownership

**52,000€ 13,000 € +15% peak season, -15% low season**  
**91,000€ 22,750 € +15% peak season, -15% low season**

## The Ownership Experience

The popularity of fractional ownership is one of many recent innovations in the resort industry, a change which not only provides the enjoyment of second homeownership but allows several owners to minimize the costs and share the benefits of a second home. And unlike timeshare, fractional ownership comes with a higher level of personal ownership and amenities. That is precisely why it meets the needs of the same affluent buyer who would normally consider purchasing a luxury wholly owned second home - a decision primarily based on the buyer's motivation to enjoy the residence and resort area.

Fractional ownership has revolutionized the recreation real estate market. More akin to a second home than to a time-share, fractional ownership at Wild Foxes Aparthotel grants buyers **deeded title** to their property every fourth week or one quarter (winter, summer, spring, autumn) every year. This allows investors to build equity in the growing recreational real estate market rather than simply buying vacation time.

Many leading names in the resort and time-share business are now developing fractional, including Disney, Ritz-Carlton, Four Seasons, Hilton, Intrawest, and Marriot, just to name a few. For a promotional piece by the Donald Trump organisation visit [www.romaniareport.com/trump/](http://www.romaniareport.com/trump/) The article is entitled "Like buying a bond."

The fractional market is a young industry, yet fractional ownership has been successful for a long period of time. Friends and family have long pooled their resources to share vacation accommodations. However, the fractional industry has added many features to the modern value of fractionals. Hot tubs, exercise facilities, professional landscaping and housekeeping have been instituted to give the buyer a turn-key vacation destination.

In addition to conscientious consumers, business owners also make up a large portion of the fractional market. **This is due to the fact that fractionals are usable and shareable real estate holdings.** Client incentives and employee benefits can be offered without the usual associated costs. Moreover, these programs can be offered while the business is growing its real estate assets.

In a recent survey Ragatz Associates determined that the most successful fractionals are located exclusively in prime locations. The majority of these are found at ski resorts with area amenities that offer four seasons of enjoyment, just like Wild Foxes Aparthotel.

### ■ Is this a timeshare?

If it sounds a lot like a time share, that's because there are similarities. The more fractions that are sold, the more it resembles a time share. Both can be bought as deeded properties (some time shares are now sold as club memberships instead of time in a specific unit), and can be rented out, shared with family and friends, sold or left to someone in a will.

### ■ Are the units easy to resell?

According to Director of Sales and Residence Club Manager Joanne Sardini, "There are young couples with young kids, empty nesters, retirees, former vacation home owners, you name it."

The proposition of a quarterly ownership in the Romanian mountain region is attractive both to investors looking for low cost, high return investment models as well as to Romanian residents looking to get away from the city whenever they have the chance or during their favorite season but without the hassles and costs of full ownership.

Coupled with the opportunity to generate revenue when not in use by the owner, such a unit becomes all the more compelling to the holiday-home buyer.

With the increase of low-cost airlines to Romania and the new Brasov international airport, the proposition of combination holiday and investor-minded buyers from across the continent also becomes more likely.

We advise investors to calculate 60 days for the sale of a quarter unit.

### ■ **Are the needed tourists there?**

Bran Castle alone reports a half-million visitors per year, more than many tropical islands with well developed tourism industries including countless hotels.

Brasov County along with the Prahova Valley is the number one tourist destination in Romania for locals and foreigners alike.

Visit <http://www.romaniareport.com/Travel-to-Romania.html> for a number of press articles on tourism in Romania for a more complete picture.



### ■ **Who will be constructing Wild Foxes, what are their credentials?**

Romdeals Group will be constructing the Wild Foxes Aparthotel. They have a number of successful projects in and under construction, including two in the tourist town of Costinesti along the Black Sea (Sun Garden (completed), Sea View (under construction) and residential communities in the Brasov area.

### ■ **Why such a good deal? Why this offer?**

Ultimately, this offer is a result of a valiant attempt to leave investor's who have invested through Global Wealth Managers happy with their decision.

The developers also benefit because as the benefit of your investment to date, their bare construction costs for your unit or quarter of a unit are covered. They can then progress more quickly and look forward to sell future units at a profit.

Additionally, they will split hotel income with you as the partnership with you will bring you both a steady, ongoing revenue.

### ■ **Cold Mountain Resort or Wild Foxes Aparthotel?**

**Cold Mountain** and **Wild Foxes** are both 5star resorts. Both, in our estimation, represent excellent investment opportunities. Wild Foxes has been presented as an alternative offer for those parties not interested in completing purchase at Cold Mountain and desirous of a simple, efficient and indeed powerful way to realize a profit on their initial development that rewards the time period of their investment and protects the overall integrity of it.



### ■ **How do I sell my unit(s)?**

When and if you decide you want to sell your unit(s), you need only contact Global Wealth Managers.

We will appoint a sales team to your unit that will actively promote your unit(s) for sale through our global network.

GWM will provide you sales updates on a weekly basis as well advise you of any price increases forthcoming that may allow you garner a larger profit on your unit(s).

The average sales time is 60 days.

The difference between the funds paid and the selling price constitute your profit.

### ■ **What do I need to do now?**

You now need to confirm your reservation. A courtesy reservation based on the number of reservations made through GWM at Cold Mountain has already been placed for you at Wild Foxes. You now need to accept that courtesy reservation and make it official. The page that follows provides more instruction.

**Please note you will not need to pay ANY additional fees to accept the alternative offer and you will advised of the date when official titles of ownership will be ready for signing. You will have until that point to officially accept or decline the offer.**

## **HOW TO CONFIRM YOUR RESERVATION**

As an investor in Cold Mountain via Global Wealth Managers you have a quarter unit on courtesy hold for you for each reservation you have made.

In order to confirm this courtesy reservation, please visit

**[www.globalwealthmanagers.com/confirmreservation.html](http://www.globalwealthmanagers.com/confirmreservation.html)**

In order to ensure a peak-season unit or units, please complete the aforementioned form at your soonest convenience.

The form includes a space to note any questions or comments you may have.

**Thank you.**