



SALES PROGRESSION FOR RESERVING A RESIDENCE AT SOUTHPOINTE PARK

1. The selected Residence is reserved when the following are received by Willow Valley Communities:
 - \$400 per person Application Processing Fee (non-refundable)
(Check payable to "Willow Valley Communities")
 - 10% of the Entrance Fee
(Check payable to "Willow Valley Communities")
 - A completed Application for Residency
 - A signed Medical Insurance Responsibility form
(Including copies of Medicare and Supplemental Insurance Cards)
 - A signed Residence Selection Confirmation form
 - If applicable, a completed Pet Application, including 2 photos of pet
 - A signed Acknowledgement Form, including policies regarding our Non-Smoking Environment and Direct Withdrawal from your bank for monthly service fees
2. You will receive the following:
 - Current Disclosure Statement

Please note: Admission to Willow Valley Communities is contingent upon financial and medical approval.

FINANCIAL APPROVAL

3. You will be notified about financial approval by email and mail.

MEDICAL APPROVAL

Phase One signees will submit their Preadmission Medical form now. Phase Two signees will submit their Preadmission Medical form at a later date.

4. Because the Willow Valley Communities' Resident's Agreement provides Lifecare to all residents, each applicant will undergo a medical evaluation that assesses the applicant's ability to live independently in the selected residence.

5. Once Willow Valley Communities has received your Preadmission Medical Form completed by your physician, it will be sent to the Willow Valley Communities admission review team.
6. Based on the information gathered, Willow Valley Communities admission review team will render a decision about the applicant's eligibility for residential living at Willow Valley Communities. A meeting with the Admissions Review Counselor may be requested.
7. You will be notified of a medical acceptance decision within two weeks of completing all of the needed components.
8. The Design Studio Director will contact you to schedule your options selection appointment. Failure to schedule the appointment in a timely manner may result in your monthly service fee beginning before the residence is completed. The appointment typically lasts 4 hours. Options selections must be finalized and payment for same received within 5 days of the appointment. Payment for options is non-refundable.
9. A deposit of 25% of the Entrance Fee is due upon the signing of your Resident's Agreement. This can be accomplished through an appointment with the Move Counselor. Timing will depend on the start of construction of the villa. At that time, your prior deposits will be transferred to Willow Valley Communities' account at Fulton Bank and you will receive a check for interest accrued.
10. The Move Counselor will mail you a "New Resident" packet.
11. The Move Counselor will send you a letter regarding the scheduling of your Orientation. This is an important meeting that focuses on essential information about Resident life and activities at Willow Valley Communities. Please arrange to attend prior to moving into your new residence.
12. You will be notified 60 days prior of the date of availability for move-in. In order to avoid potential conflicts, please call the Move Counselor at 717-464-8475 to discuss a move-in date prior to making any final arrangements with your moving company.
13. Your final payment of 65% is due upon move-in or no more than 60 days after the residence completion date.
14. Your Monthly Service Fee will start upon move-in or no later than 60 days after the residence completion date.

15. All Entrance Fee deposits are fully refundable up to 120 days after the start of the Monthly Service Fee as outlined in the Resident's Agreement.

16. Pet Application decision (if applicable) will also be communicated in writing.

I/We understand and agree with the progression outlined above.

Resident

Date

Resident

Date

Sales Counselor

Date