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BUSINESS

Britain

Volume 5 Issue 2

Cover Feature

Earthquake, Fire and Flood...

is the Global Village being
razed to the Ground?



**BUSINESS
BRITAIN AWARDS**

2006/2007

Companies House

Business Services
Provider of the Year

Business Insurance

What can be done to minimise the
Insurance Risks of your Business?

Pearson VUE

Business Development and Marketing
Division for EMEA

The OTLG offering

Professional Qualifications

Business Britain Magazine is delighted to award: - **Solstice Homes**

Private Residence and Destination Club of the Year 2007

Solstice is the ultra-luxury destination club leader that provides unlimited access to a world-class portfolio of premier beach, mountain and metropolitan properties, not to mention the Yachting experience.

Hand-picked for year-round use, their residence collection is comprised of architecturally significant homes. They offer a more graceful and unencumbered alternative to second-home living.

Their growing collection of remarkable Solstice homes, including the best in class service, financial transparency and member deposit protection, means a members' experience is unmatched by any other club model, or for that matter, outright ownership. Each of their houses is spectacular. Beautifully designed, built, and finished, with incredible views and interior design work, they have all the comfortable amenities you could possibly need. They feel like home, and the service is impeccable.

With ocean views from every room, Casa Estrellas is located in Cabo San Lucas, Baja Sur, Mexico.

The stunning and remarkably comfortable mountain home that is the Solstice Basque Retreat is located in Telluride, CO, USA.

In the heart of California wine country, Napa Valley, is the beautiful and comfortable Indian Gap Solstice Home.

St. Barthelemy in the French Caribbean is the exotic location of L'etoile Du Berger, perched high atop the Columbian hillside.

Silver Skies and Whispering Trees are the mountain refuges Solstice homes have in Aspen.

Within the historic city of Florence, Villa Dolce is located on Piazza Della Signoria, the most important square of the old town.

Located in the heart of Ile Saint-Louis, Beau Rivage, seventeenth century flat is the Solstice Home in Paris.

In the heart of London's West End, Solstice Homes have the Soho Hotel Suite, private apartments with the Soho Hotel.

The Glass Houses, set in the charming, upscale enclave of the West Village in Manhattan, is New York's Solstice Home.

Solstice I is at your disposal as the Solstice Club's private yacht, where your destinations may be anywhere between the British Virgin Islands, Bahamas and New England.

Members' experiences have consistently exceeded expectations. Facilitating more memorable family and friend adventures than ever before. Solstice delivers on creating a true home environment rather than a hotel feeling inside a home. From identifying properties and decorating, Solstice is outstanding.

Solstice also won Private Residence and Destination Club of the Year 2006, making it the second time in a row that the company has met and indeed exceeded the standards set by the criteria laid down as part of the Award nominations. The criteria used on this occasion were range of properties and services, marketing and promotion, potential return on investment and customer relations. Also support and additional services offered and appropriateness to Business Britain readers were taken in to account.

Business Britain is pleased to have had an opportunity to put some questions to Solstice Homes: -

Congratulations on winning Business Britain's Private Residence and Destination Club of the Year 2007. This is the second consecutive year





Solstice has won. What does it mean to be further recognized in this way?

It is an honor being named Business Britain's Private Residence and Destination Club of the Year 2007. This award reaffirms our commitment to providing our members with an unmatched real-estate portfolio of the most unique and exceptional homes.

We pride ourselves on offering the finest experiences to our members through unique and special properties in combination with our exclusive membership services.

What is the major service you provide for your membership?

Our members experience the benefit of having their own personal Solstice Lifestyle Specialist designing a customized approach to enjoying the homes. Whether it is having a member's favourite household items stocked upon their arrival or arranging an afternoon of wine and chocolate tastings, being a Solstice member allows for special and personalized experiences for every stay.

What benefits are to be had by becoming a Solstice member?

The benefit of Solstice is that it is the only viable alternative to second-home ownership. We take care of the "ownership" details, so our members can enjoy the relaxing, luxurious getaways that we provide. In addition to covering direct ownership expenses for every Solstice residence and day-to-day operations, annual dues include access to Lifestyle Specialists and House Managers who are there to assist members throughout the Solstice experience. Members also have access to planning services through our partners, Sentient Jets and Andrew Harper Travel.

Where are the locations of Solstice properties?

- Aspen – Silver Skies
- Aspen – Whispering Trees
- Cabo San Lucas – Casa Estrellas
- Napa Valley – Indian Gap

- Florence – Villa Dolce
- London – Soho Hotel Suite
- Paris – Beau Rivage
- Telluride – Basque Retreat
- St. Barth's – L'Etoile Du Berger
- Solstice 90' Yacht – Solstice I
- New York- The Glass Townhouses

In what way are Solstice homes different?

The Solstice collection of one-of-a-kind, architecturally significant homes are artfully styled and tastefully decorated. Whether it is our Florence home that is part of the landmark building designed by Michelangelo or the Cabo San Lucas residence that offers sunset ocean views from every room and its own secluded beach, every Solstice home tells a unique story and upholds the highest levels of style and grace.

For instance, our Napa Valley property, Indian Gap, is named for the historic Texas stone fort from which the home's materials were dismantled and relocated to Napa Valley. This uncommon approach to design weaves history with modern, open architecture.

Do you have a policy regarding financial integrity and if so what?

Solstice is dedicated to accountability, financial transparency and deposit protection. We maintain a very strong balance sheet. Our financial statement clearly demonstrates that 80% of member deposit values are covered by the balance sheet. Our financial statements are audited and shared with our participants annually.

What additions to your stock of residences do you have in the pipeline?

The company will soon announce several new property acquisitions in Kiawah, Florida, Arizona, the Caribbean, South America and additional European locations including Switzerland.

Thank you Solstice Homes, and well done once again, second year in a row winner of Business Britain's Private Residence and Destination Club of the Year 2007.