

APPOINTMENT OF PROXY

The Point Owners Association, Inc. Annual Meeting – February 20, 2018

The undersigned member of The Point Owners Association, Inc. (the "Association") hereby constitutes and appoints Don Bernard and _____ [strike and add names as desired] and each of them, proxies with full power of substitution to act and vote for and on behalf of the undersigned at the Annual Meeting of the members of the Association to be held at the Village Ballroom (formerly called the Meeting House) of Trump National Golf Club, Charlotte on February 20, 2018, at 7:00 p.m. Eastern Standard Time, and at any adjournment of adjournments thereof, as fully as the undersigned would be entitled to act and vote if personally present. A majority of such proxies who shall be present and acting as such at the meeting or any adjournment thereof, or if only one such proxy be present and acting then that one, shall have and may exercise all the powers hereby conferred. Any appointment of proxy heretofore made by the undersigned for such meeting is hereby revoked.

The undersigned hereby directs the proxies to vote as follows:

1. For the Nominating Committee slate of candidates or write-in candidate selected below for a three year term on the Board of Directors of the Association.

Vote for up to two candidates by marking the box next to their name. See biographical sketches of nominees included herewith. Print the full name of any write-in candidate.

- Jennifer Byrd
 Jerry Kaufman
 _____ (write-in candidate)

(LISTED IN ALPHABETICAL ORDER)

2. In their discretion, upon any other business that may properly come before the meeting or any adjournment thereof.

The undersigned has executed this Proxy on the _____ day of _____, 2018.

PROPERTY ADDRESS: _____

ENTITY EXECUTION

INDIVIDUAL EXECUTION

Name of Owner Entity

Signature

By: _____
Signature of Officer

Print Name

Title of Officer

SIGN AND RETURN YOUR PROXY FOR RECEIPT BEFORE 5:00 PM ON **FEBRUARY 19, 2018**,
BY MAIL TO Hawthorne Management, PO Box 11906, Charlotte, NC 28220,
OR FAX IT TO (704) 347-4475 OR E-MAIL IT TO admin@hawthornemgmt.com