

# SEA ISLAND

fall two thousand and six

## Private skies

A Sea Island couple finds just the jet for getting there in style

PHOTOGRAPH BY MACKENZIE STROH

IT WAS ONE OF THOSE MOMENTS that reminded Herman and Marjorie Jeffer why they're so taken with Sea Island. While staying at The Lodge in 2004, they heard the peals of children's laughter just below their balcony. They flung open its doors to the sight of youngsters in colorful costume dancing around a maypole. "It was simply lovely," Marjorie says of the springtime celebration. "Just the sort of program they're always planning for their guests."

It's no wonder the Jeffers would want to get to Sea Island from their Florida or New Jersey homes as quickly as possible. Now they know that getting there quickly can also be comfortable and convenient. Zipping in via Marquis Jet, as Herman cheerfully puts it, "has brought some pleasure back to flying."

The pleasure of flying was on Kenny Dichter's mind when he founded Marquis Jet in 2001. Having flown on private jets in earlier entrepreneurial ventures, Dichter surmised that there was a market for travelers who wanted the benefits of private-jet travel but not necessarily on a regular basis. Thus was born the idea of "jet cards." Owners purchase travel time redeemable for up to one year. After creating Marquis Jet, Dichter entered into a partnership with NetJets, giving Marquis Jet card owners exclusive access to NetJets' fleet, 25 hours at a time with a single payment.

With 10 hours' notice, says Dichter, "A NetJets aircraft will take a Marquis Jet card owner, their family and business associates to Sea Island from anywhere in the continental U.S." That has made travel decidedly more relaxed for the Jeffers. "I appreciate the ability to set our own schedule," says Herman, a lawyer who has not only traveled extensively for business but also as a longtime member of the Society of 200 Gentlemen Golfers. Club events have been bringing the Jeffers to Sea Island for some 10 years. "What impressed me was the quality in everything they do," says Herman, not to mention "the natural beauty of the place." Marjorie Jeffer shares her husband's enthusiasm for the resort. "There's something special in just approaching the property," she says.

That first glimpse of the area is even more inviting these days, having arrived via private jet. The sort of pampering Sea Island guests and members are accustomed to begins well before "Wheels up!" As Herman declares: "What could be more convenient than just driving up to the plane, unloading your car, getting in and taking off, all in a matter of minutes?"

Typically, the Jeffers travel on the relatively compact two-engine Cessna Citation V Ultra. Like all the aircraft in the NetJets fleet, its

meal service with cabin attendants can be arranged in advance. The Marquis Jet Owner Services Team offers members 24/7 assistance with every aspect of their travel plans. "They make you feel as if you're part of the family," says Herman. "They can't do enough to help you." The Jeffers' Marquis Jet team has been Adam Presser, sales executive, and account manager, Gail Victor. "When we first met Adam and Gail," says Marjorie, "we felt like we had known them for a long time."

That level of confidence extends to the skies, too. Each plane in NetJets' fleet of Cessnas, Gulfstreams, Hawkers, Falcons and other aircraft is flown by FAA-certified pilots. NetJets' safety record is exemplary in aviation. The training, maintenance and other behind-the-scenes details add up to a smooth traveling experience.

Both the Jeffers also speak highly of their crew's thoughtfulness—from boarding right through disembarking. "They're terrific," says Marjorie. "It's really a pleasure to be with people who treat you so nicely." So landing or taking off from Sea Island's McKinnon St. Simons Island Airport, "a little gem," in Herman's estimation, complements the ease of spending time at the resort. For travelers who use McKinnon to drop in for a round or two of golf, mere minutes stand between the tarmac and the first tee at Seaside.

Like countless others who fly using the Marquis Jet card, the Jeffers have pleasantly discovered that they can enjoy jet ownership on their own terms. "It's personal all the way," says Herman. "There's never that feeling of, 'We have to get on to the next person.'" For her part, Marjorie declares, simply, "It's the way to go!"





Marquis Jet card owners Herman and Marjorie Jelfer boarding a NetJets plane.