# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

## **CURRENT REPORT**

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): March 17, 2017

# EQUITY LIFESTYLE PROPERTIES, INC.

(Exact name of registrant as specified in its charter)

Maryland (State or other jurisdiction of incorporation or organization) 1-11718 (Commission File No.) 36-3857664 (IRS Employer Identification Number)

Two North Riverside Plaza, Chicago, Illinois (Address of principal executive offices)

60606 (Zip Code)

 $(312)\,279\text{-}1400$  (Registrant's telephone number, including area code)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

- □ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- ☑ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- □ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- □ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

#### Item 8.01 Other Events.

On March 17, 2017, Equity LifeStyle Properties, Inc. (referred to herein as "we," "us," and "our") filed with the Securities and Exchange Commission ("SEC") the Proxy Statement on Schedule 14A for our 2017 annual meeting of stockholders. On or about March 23, 2017, we will mail a Notice of Internet Availability of Proxy Materials to stockholders of record at the close of business on February 24, 2017, the record date for our 2017 annual meeting of stockholders. The booklet entitled "The Life in a Day of Equity LifeStyle Properties 2016" (the "2016 ELS Storybook") will be available for stockholders to view, together with our Proxy Statement on Schedule 14A (including proxy card) and our 2016 Annual Report. The 2016 ELS Storybook contains a letter from our Chairman of the Board, Samuel Zell, and our President and Chief Executive Officer, Marguerite Nader; a comparison of our same store net operating income growth against a REIT industry average and pictures of certain of our properties. Accordingly, as the 2016 ELS Storybook could be deemed to be solicitation materials under the SEC's proxy rules, we are filing this Current Report on Form 8-K.

### Item 9.01 Financial Statements and Exhibits

(d) Exhibits

Exhibit 99.1 The Life in a Day of Equity LifeStyle Properties 2016

# SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this Report to be signed on its behalf by the undersigned thereunto duly authorized.

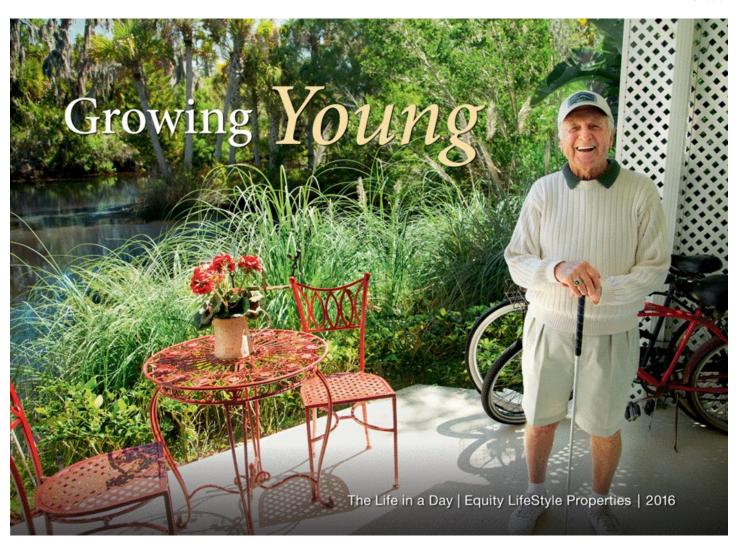
# EQUITY LIFESTYLE PROPERTIES, INC.

By: /s/ Paul Seavey

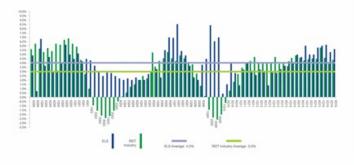
Paul Seavey
Executive Vice President, Chief Financial Officer and

Treasurer

Date: March 20, 2017



### REIT Industry Same Store NOI Growth



#### Dear Readers,

ELS offers an investor the opportunity to participate in a superior portfolio with unique cash flow characteristics. The consistency of cash flow and historically steady growth in funds from operations distinguish ELS among real estate investment trusts. An investment in ELS is further enhanced by the unique attributes of our customer base.

Over the last 20 years, ELS investor presentations have focused on the coming of age for the Baby Boomers. The Boomers have arrived and, for the next thirteen years, 10,000 people will turn 65 years old every day. These Baby Boomers are at a crucial point in their lives where they focus on the best place to "Grow Young."

Our communities offer a chance to stay connected and Our communities offer a chance to stay connected and active. Fitness centers and clubhouses teeming with activities are sought-after amenities as customers begin their retirement planning. Those attributes, along with a location in a prime retirement destination, provide the perfect combination for those who yearn to begin a new chapter in their lives.

Providing options and flexibility are key areas of focus to make certain we meet the needs of our customer base. We pride ourselves in understanding the decision process and dedicate our efforts toward making the choice clearer.

Our customers are introduced to ELS through a variety of Our customers are introduced to ELS through a variety of channels. They may begin as an RV guest and ultimately stay with us for the season. Alternatively, they may begin as a lead, a simple inquiry, exploring options for living in one of our lifestyle communities. Either way, each one becomes a valued part of the ELS family.

Our customers are active users of social media. Social media channels provide a conduit for us to establish an emotional connection between our customers and our product offerings. We dedicate significant resources to refine both our message and our channels to provide relevant information to our customers.

Our storybook this year focuses on the exciting opportunities our customers embrace when entering the next phase of their lives, whether they are relocating to their perfect next home or opting to explore the country in their RV. The pictures in this book illustrate the colorful life that awaits those who choose to live or vacation in an ELS community.

Sam Zell Marguerite Nader Chairman of the Board President and CEO





Never stop saying, go play outside.

Splash, play, float, relax. We work to provide the lifestyle our customers want most. Our goal is to loop them playing outside for as long as they choose. We're all just *kids* who are growing up much too fast.









Our objective is to create memories.

We strive to host activities and events that create long-lasting memories for our customers. We want to be a part of their "remember when.."

# Whatever you do, always collect moments.

Each day, our customers should be saying.
"We didn't realize we were making mentories; we just knew we were having fun." That's how we know to count the day as a win.







### We are 100% shuffle and 0% bored.

We remain focused on building community at each and every property. Whether that means a game of sbuilfeboard between friends, or larger scale events, our customers are bound to try a little bit of everything.





# Be bold and live in color.

Vibrancy and enthusiasm are the essence of all of our events. From bases and concerts to stargazing clubs and water aerobics, our customers' palettes are full of options!













































