



Our proprietary model and framework elevates the cash flows of Developers, lowering the risk of Capital Underwriters / Lenders.





THE HYPOTHETICAL SCENARIO BELOW ILLUSTRATES THE LEVERAGE YOU GAIN AS CAPITAL UNDERWRITER / REAL ESTATE LENDER

News Of Two DFW Development Projects (\$100M Each) Hits Your Inbox & Now You're Chasing Two Developers.

Which One Among Them Profiled Below Gets Approved First For \$70M By Your Loan Committee?



Developer # One - \$18M Of Positive Impact On Taxation

This Developer has \$900,000 per quarter of estimated depreciation as non-operating expense for five years.



Developer # One - \$37M Of Positive Impact On Taxation:

This Developer has \$1,850,000 per quarter of estimated depreciation as non-operating expense for five years. This Developer has positive quarterly cash flow is 2X's greater.

Our expertise, proprietary model and economic framework is powerful leverage for you to elevate your competiveness and maybe have a shot a level of dominance in the market. One of the ways we bring value is collaborating together of commercial real estate projects. We change the cash flows and financial margins of Developers you loan money to.

Every team member in your commercial real estate lending group is chasing projects - build to rent, mixed-use, multifamily, tract home development, healthcare, charities, university foundations, student housing, etc. Our framework creates a clear advantage for Capital Underwriters and Real Estate Lenders who join our V360 Coalition. We believe introducing our model and framework through an industry specific coalition best suits our mission. The mission is to introduce a national standard that substantially improves the viability of commercial real estate development for all.

The value you derive from collaborating with us is the clear advantage you gain in growing your loan volume by elevating your attraction to Developers and lowering your risk. When we are engaged as strategic advisors we work hand in glove under your leadership. We team up to elevate your competitiveness and deliver unprecedented value to Developers in an effort to grow your dominance over rivals. Achieving these outcome is the direct result of labor, sweat as we structure transactions, expertise and guidance to your underwriters.

Our framework delivers a \$37+/- million dollar positive impact on taxation in the case of a new development project with a \$100M construction cost. In a redevelopment project, the positive impact on taxation is north of \$50M then the redevelopment cost is \$100M. That is due to the fact that when the property retains the existing structure there is no capital allocation necessary for the foundation, building structure, perimeter walls, elevators, etc.

It is important to note that the value we deliver is derived from the proven framework used by companies for more than a decade. While it represents a new discovery for capital underwriters and lenders, it is not new in the market. In fact, it has successfully benefitted real estate property owners for more than a decade. It has been extensively vetted and used by Chevron Corp., Houston and members of the O'Reilly Auto Parts family.

The benefit is attributed to a sustainable architectural design element with a patented product and process. If sustainable investing is a factor for you and your Borrowers, you and they can find comfort in knowing that together we are:

(1) driving a new standard of sustainability in our collaboration with you and your Borrowers, (2) elevating their economic gains, (3) changing the velocity, value and visibility of capital, and (4) improving the viability of each commercial real estate development you fund.





What Is Capital Recovery?

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The term is was chosen to interject positive news into a real estate market facing uncertainty and downward pressure due to the current inflationary cycle. We want refocus complex conversations back to the subject that we believe matters most and we have meaningful answers for. Developers and Investors are asking, "how do we succeed in this environment?"

Unrivaled Advisors' proprietary model and economic framework creates a \$37+/million dollar positive impact on taxation of a new development project with a \$100M construction cost.

The stated level of financial impact in the paragraph above assumes we are fully engaged, and entrusted with a measure of influence necessary to deliver \$37M+/- impact in this example. The influence includes lending expertise in capital negotiations, architectural design, and a reasonable measure of oversight through the issuance of the certificate of occupancy during construction. On this basis, we substantially and materially improve the economics of commercial real estate development. For a Developer, we elevate their positive cash flows by a factor of two which lowers your risk on capital as an underwriter or lender.

We use the term capital recovery as the basis to invite market makers to understand how we bring value to the industry. We engage in exploratory conversation and speak to the matter of economic viability as well as the velocity, value and visibility of capital invested in commercial real estate development. The term capital recovery resonates with everyone we engage, including the Market Makers and Players in Dallas Ft. Worth and New York Capital Undewriters who asked...

"can we team up and embed your modeling into every deal we underwrite? Because doing so changes our risk position on capital. You're elevating the IRR of Developers we loan money to during the critical early life cycle of the project".

Our aim is to serve up the economic framework, strategy and leadership to market makers and stakeholders. Our collaboration elevates their competitiveness and dominance. We have laid the foundation to build a coalition of market makers and players who adopt our framework and engage us as advisors. It is the V360 Coalition and the stakeholders who become coalition members receive best in class expertise in matters of creative, economic and strategic planning.

Let's explore a meeting to discuss how your firm might position itself to grow assets, deliver excellent value / yield in this important asset class.

You may want to engage us before your rivals do!

Client Quotes

Because of the exceptionalism and ethics of Patrick Earles, I highly recommend his firm to established companies, and entrepreneurs as well. I sought his creative expertise in August 2014 to serve one of our startup clients because of his rare skills. He did a manyelous inh with skills. He did a marvelous job with an impressive plan and playbook for their market launch. He puts the interests of his clients above his own as a business practice. I highly recommend him.

Sonny Chastain, Intellectual **Property Attorney** Kean Miller Law Firm Baton Rouge, LA (225) 389-3706 Direct www.keanmiller.com sonny.chastain@keanmiller.com

The work that Patrick Earles delivered for our Keypoint Federal Credit Union marketing campaign was phenomenal. When we engaged you, you advised our senior management that you would deliver a marketing campaign on par with the best financial institutions in the USA - Capital One Bank, Chase, etc. You delivered on that promise.

Dayna Gremillion, Keypoint FCU Creative Banking Professional (225) 955-0586 Mobile SMS www.keypointfcu.org (now Neighbors FCU)

Patrick Earles spearhead the implementation of a broad communications strategy and delivered major improvements in operations, services, and efficiencies with disaster recovery.

The fiscal impact he delivered was in excess of \$1.3M in terms of reduced operating costs.

Sheila Osland Ventura County FCU Ventura, CA sosland@sbcglobal.net www.vccuonline.org

I was well served by the talent of Patrick Earles and his creative team. He successfully produced a series of videos for our sales development and launch of a new media venture. He's outstanding, dependable and goes the distance.

Russell Starns, **Business Leader / Visionary** Baton Rouge, LA (225) 413-5702 golfscore69@aol.com



We brought Patrick Earles in for an initial audit that resulted in \$13,000 in IRS refunds, \$25,000 in utility company refunds, and numerous other benefits in our day to day operations. We conducted our own internal audit 90 days prior to contracting with him.

From his audit, we discovered that we paid a vendor \$75,000 for services to a Mojave, CA branch o ce that was closed four years earlier.

We found working with Patrick during the three year period to be easy and economically beneficial. It also proved that we needed an objective look from a third party to keep the our vendors honest, to optimize our facilities and use of operating capital.

Bruce Wertenberger, **Board Chairman** AltaOne FCU Ridgecrest, California

I worked in New York for the Grey Agency following my graduation from Princeton. I met Patrick Earles in 1992 as he was working to capture the Northwest Florida tourism market. We've collaborated frequently for three decades.

He is a force of nature and is as creative as any strategic planner / campaign director I have had the pleasure of working with, including those I worked with on the Grey, New York executive team.

Ken Lomas, Creative Director Atlanta, GA (225) 978-9588 Mobile SMS

Patrick's creative energy and mindset is on a whole different level. He developed our growth strategy and campaign messaging with literature focused on secure banking, commerce and collaboration. Patrick is the most resourceful strategic advisor I know. He always met expectations and deadlines. He blew us away with our autonomous vehicle campaign for CES Las Vegas 2018 & 2019.

Kent Nies, VP Business Officer Dallas Texas (214) 403-8172 Mobile SMS theimageleader@gmail.com

Patrick Earles is a uniquely gifted professional, a strong negotiator who knows how to simplify complex challenges. He reduced our "best & last offer" from Siemens by \$190,000 on a \$560,000 project. I highly recommend his firm."

Diane Pinson, Former VP Committee Director Kern Schools Federal Credit Union Bakersfield, California

I engaged Patrick Earles to manage an M&A campaign from start to finish because of his exceptional creative leadership. His agency team created a brilliantly styled, visible direct mail shareholder ballot with a tear off reply card that along with supporting in branch collateral elevated voter participation levels. Despite significant opposition, we still had 65% of the shareholders approve of the merger. If we had not embraced Patrick's Dive In & Cast Your Vote campaign, we may have failed in our efforts and wasted substantial capital

Ken Bordelon, CEO (Former) **EFCU Financial** Baton Rouge, LA

"I didn't know Patrick Earles before he came to work for us on our project. The guy is amazing. He saved us millions of dollars dismantling the levers of control a Fortune 100 supplier exercised for a decade at our refinery

What was very important to me, was his total honesty and work ethic. I couldn't have been more pleased. We had internal conflicts about the early fiscal expectations he set for us. However, he exceeded those by far.

Arzell Hale, Director Searles Valley Minerals 13200 Main St. Trona, CA 93562 (760) 372-2139 Direct hale@svminerals.com

"Patrick Earles and I became acquainted after he launched The Venture Foundry, and then took Yellow Jacket, LLC to market in January 2013. He is what I call a sharpshooter and closed their \$2,000,000 Series A round in three weeks. I am happy to endorse him as a professional

Terrell Brown, Investor LSU Venture Fund Creator Baton Rouge, LA

In 1999, Earles brought our startup company into a relationship with a network of non-profit family advocacy groups giving us a national footprint overnight. He invested significant time in our launch on a pro-bono basis out of passion for our

I marveled at his diplomacy skill in front a whiteboard as the leader of strategy sessions. He is man of impeccable integrity who is relentless in his work, the consumate leader who can take over a room but never in a self-serving manner. I wholeheartedly endorse Earles to anyone needing a champion to launch a new project, startup or campaign.

Scott Gemmell Entrepreneur & Business Executive Baton Rouge, LA (225) 302-0701 Mobile SMS gemmell@cox.net



Drive new loan growth by elevating attraction to real estate developers

Leverage The Power Of Capital Recovery To Drive Your Loan Volume While Lowering Your Risk Position On Capital!

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We Provide A Proven Development Model With An Economic Framework That Adds Value For A Developer To Leverage In One Of Two Scenarios Which Is Beneficial For You As A Lender:

(1) Scenario One: We Materially Improve How A Developer Invites & Incentivizes Capital Partners For Their Role In Project Financing With \$5.5M Of Liquidity With The Option To Return 78% Of The Liquidity At The Point That The New Project Is Completed & Receives A Certificate Of Occupancy.



IN SCENARIO ONE, THE DEVELOPERS'
BARGAINING CHIP IS THE EARLY RETURN OF
78% OF THE LIQUIDITY (\$5.5M) PROVIDED BY
THE CAPITAL PARTNER THAT MOVES THE
PROJECT FINANCING FORWARD.

The Detailed Economics Above In Scenario One A Real Application Of Our Tax Team & Creative Team Supporting The Efforts Of Development Partnership As Strategic Advisors.

The Outcomes Are Based On The Application Of Our Development Model / Economic Framework In The Developers \$32,300,000 San Antonio, Texas Development Project.

(2) Scenario One: We Materially Improve How A Developer Enhances The Development Project's Cash Flows & Net After Tax IRR.

The value of Power of Capital Recovery is unprecedented and achieved with the application of a patented, sustainable architectural design in the market now for 10+ years.

The early adopters include brands like:

- + CHEVRON CORP
- + NRG ENERGY
- + KOCH INDUSTRIES
- + BANK OF AMERICA
- + BANK OF OZARKS

Our creative impact agency will prepare and fully position your lending group to successfully elevate your attraction to established Developers.

Let's connect and prepare you to take market share with our firm as your strategic growth advisor.