

# IBS Power Broker Program

Unleash the power of your CRE Brokerage by working with the IBS family of companies.

## Bridging The Gap For CRE Brokers

A recent poll of top commercial real estate professionals indicated their most significant challenges to include:

- Converting prospects into clients;
- Accessing flexible and reliable financing options to facilitate closings;
- Selling “non-stabilized” assets within the timeframe of the listing agreement; and
- Finding assets for purchase which meet their clients time, location and return requirements.

## 4 Reasons To Partner

Talk to us when considering your go-to-market strategy to discover 4 distinct opportunities that will give you a competitive edge:

- Market with us:** CRE “Pre-Financing Approvals” from IBS provides buyers added confidence in knowing property-level due diligence was completed by one of the nation’s leading commercial real estate financiers. As an approved IBS Realtor/Seller CRE Pre-Finance Program partner your brokerage will be equipped with an innovative process providing property financing approvals through 3 easy steps:
  - Register your asset via our secure portal.
  - Upon successful review, IBS will provide you with a Property Approval Letter outlining financing terms and certifying our successful review of property level information.
  - Use your IBS Investment Bank Pre-Financing Approval Letter and “Asset Approved For Financing Logo” to market your existing property or attract a new listing.
- Sell to us:** Once property registration has been completed, IBS may provide you with a cash offer to acquire your asset or offer LP Equity through our sister company, IBS Real Estate Investment Co. ([www.ibsreico.com](http://www.ibsreico.com))
- Leverage our lending platform:** In the event you miss the opportunity to represent the “buy-side” or “sell-side” take advantage of our committed capital finance the transaction. You can count on one of the nation’s leading CRE lenders to provide financing for recapitalizations, capital expenditures, and lease-up while compensating the referring brokerage up to 2% of the total credit facility.
- Access our “Off Market” opportunities:** Through IBS Real Estate Investment Co., approved brokers can access our database of “privately offered” properties which did not meet the firm’s fund initiatives.

