

IBS Investment Bank Power Broker Program

Unleash the power of your CRE Brokerage by working with IBS Investment Bank

Bridging The Gap For South Florida 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:
 1. Register your asset via IBS Investment Bank's secure portal.
 2. Upon successful review, IBS will provide you with a Property Approval Letter outlining financing terms and certifying our successful review of property level information.
 3. 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 subsidiary, IBS Real Estate Investment Co. (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 our subsidiary, IBS Real Estate Investment Co., approved brokers can access our database of "privately offered" properties which did not meet the firm's fund initiatives.



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Contact an IBS Relationship Manager

To register, go on line to: <http://www.myinstitutionalbanking.com/cre-lending/ibs-power-broker-program/> to register your asset via the IBS Realtor/Seller CRE Financing Portal™. Also, feel free contact to an IBS Relationship Manager for more details. Please note, only assets within the State of Florida are eligible at this time new brokerages will be considered upon registration of their first property.

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