



Thank you for your interest in Arrow Capital Group and our “Deal Finder” Program.

Arrow Capital Group is a real estate investment and consulting firm. We only serve investors. As a result, whether they are capital or real estate investors, we are keenly aware of our investors’ needs and the markets they invest in.

Our program is unique in that we are one of the only non-agency companies dedicated to finding and securing properties for investor clients. It is an ideal option for the real estate investor who desires to be intimately involved in the acquisition and management of their property but lacks the time and resources to source and negotiate a deal that fits their investment criteria. Beyond that, because of our relationships with multiple seller sources including banks, asset managers, wholesale investors, property management firms and real estate agents, we typically will source deals at much better price points than an investor can secure on their own.

Through this program, the client retains our services to source and structure a deal for them within a specified period of time. All clients go through an initial consultation where we determine acquisition criteria, feasibility and ability to qualify. If we feel the client’s objectives and expectations are reasonable, we will proceed with the engagement for a fee. Generally, the savings we are able to secure for the client far exceed the nominal fee we charge for our services.

Before any retainer agreement is signed to contract, both parties will agree in writing to the investor’s minimum requirements. Although terms can be customized to the investor, our standard program is a 90 day consulting term. We charge a retainer of \$2500. That fee is fully refunded if we do not find and secure a property that fits your criteria. When you close on a property we sourced, a success fee of \$2500 will be paid to us through escrow.

Most seasoned investors recognize that the deal is truly in the acquisition, not the sale. That said, if you buy right, you mitigate a significant amount of risk and increase the probability of an optimal return. If you are serious about investing and want to ensure you get the best deal possible negotiated by seasoned investment professionals, contact us today for a free consultation.

To your success,

*Aaron R. Berryman*

Aaron Berryman  
President

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## **10 Reasons you should use our deal finder program:**

1. **Limited Inventory:** With the limited supply of inventory in today's market, it is critical to access the few opportunities that do exist. We have far greater access to these deals than other channels.
2. **Access to Non Listed Property:** Arrow Capital Group is uniquely positioned to source and secure properties outside the highly competitive MLS.
3. **Industry Connections:** Arrow Capital Group leverages its relationships with multiple seller sources including banks, asset managers, wholesale investors, property management firms and real estate agents to source deals that may not be available to the general public at much better price points than an investor can secure on their own
4. **Proven Track Record:** We have successfully completed hundreds of real estate investment transactions as both a principal and consultant to our clients.
5. **Experience:** We possess a unique blend of breadth and depth of relevant experience in real estate acquisitions, finance, development and financial management.
6. **Education:** Aside from a formal Ivy League education and MBA, the principals of Arrow Capital Group have studied various aspects of real estate and finance.
7. **Deal Structure & Negotiation:** We are skillful at the "Art of the Deal". We have successfully structured and negotiated prices and terms that are favorable to our investor clients.
8. **Activity Reports:** We provide bi-weekly reports on our efforts and offer activity for our clients ensuring they know we are working in their best interest.
9. **Relatively Inexpensive:** The fees paid to us are far less expensive than other alternatives (ie. wholesale fees, agency, and increased prices due to competition).
10. **Save Time & Money:** We do the work of sourcing and securing properties at lower price points, freeing up time for you to focus on managing your business and properties.

**PRESIDENT'S BIO: Aaron Berryman:**

Aaron Berryman has a proven track record of success in consulting, management and real estate. Aaron was born and raised in Southern California and comes from a real estate background. Aaron went to Cornell University where he graduated with honors in Industrial and Labor Relations and garnered the Varsity Football Team's MVP award.

After college, Aaron joined well-renowned author and speaker on organization development, Ken Blanchard's company as a marketing representative and trainer for his products and services. Ken Blanchard is most famous for his book *The One Minute Manager* series and the creation of the management system Situational Leadership. Inspired by Ken's mentorship and what he learned, Aaron was encouraged to get his MBA. He chose to attend Case Western Reserve's Weatherhead School of Management in Cleveland, Ohio where he specialized in marketing and finance. After graduating with honors, Aaron decided to embark on a management consulting career where he worked with both Ernst and Young LLP and Hewitt Associates. Ultimately, Aaron branched out to start his own marketing and management consulting firm. Some of the clients Aaron consulted to include: Motorola, Kraft Foods, Disney, Telus, Texas Instruments, US Airways, Prudential and a host of other large and small clients. Having worked with several real estate and financial services clients, Aaron was inspired to focus his energy on those fields and ultimately got his real estate broker's license.

Aaron opened Arrow Capital Group, a full service brokerage that specialized in real estate, mortgages, financial services and investment. Aaron has helped hundreds of clients with their real estate and financial services needs. Some of his accomplishments at Arrow Capital Group include personally originating over \$170 million dollars in residential, commercial and hard money loans. He has also been an active investor where he has consummated transactions of many kinds including trustee sale, subject-to, and all inclusive trust deed acquisitions. His depth and breadth of experiences have made him a valuable asset to his investor clients when it comes to capital and deal structure. Over the years, Arrow Capital Group has evolved into a real estate investment, private equity, and consulting firm that generates superior value and returns for its clients. Aaron continues to be active as President of Arrow Capital Group where he invests principally and consults to his investor clients.

# ARROW CAPITAL GROUP— DEAL FINDER PROGRAM

## "Investor Acquisition Criteria Questionnaire"

### Client Information:

First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Telephone# \_\_\_\_\_ Alt Phone# \_\_\_\_\_

Email Address \_\_\_\_\_

Vesting (Manner in which Title will be held): \_\_\_\_\_

### Property Information:

Areas of Interest (City, Zip): \_\_\_\_\_

Property Type: ☐ SFR ☐ Condo ☐ Units (2-4) ☐ Multifamily (5+) Other \_\_\_\_\_

Property Specs: Min Beds \_\_\_\_\_ Min Baths \_\_\_\_\_ Min Sqft \_\_\_\_\_ Min Lot Size \_\_\_\_\_

Yr Built \_\_\_\_\_ Special Features \_\_\_\_\_

Max Price: \_\_\_\_\_ Min Cap Rate% \_\_\_\_\_ Max ARV% (After Repair Value) \_\_\_\_\_

Property Class: A \_\_\_\_\_ (Ready for resale or rental) B \_\_\_\_\_ (Needs work but rentable)

C \_\_\_\_\_ (Needs significant work to sell or rent)

### Strategic Information:

How will you finance your investment? ☐ Cash ☐ Hard \$ ☐ Private \$ ☐ Conv. ☐ Comm.

How much cash do you have to invest? \$ \_\_\_\_\_

Investment strategy? ☐ Short term (Flip for Capital Gain) ☐ Long Term (Income) ☐ Both

Would you be interested in investing/ partnering with other investors with like goals? ☐ Yes ☐ No

What other services do you need for your real estate investments?

☐ Real Estate Broker ☐ Mortgage Broker/ Lender ☐ Property Mgr. ☐ Contractors ☐ Inspectors

☐ Insurance ☐ CPA ☐ 1031 Intermediary ☐ Self Directed IRA Other \_\_\_\_\_

Please email completed form to [invest@arrowcapitalgroup.com](mailto:invest@arrowcapitalgroup.com) or fax to 310-903-4910