

From the Desk of:

Emery W. Shane

Principal

Shane Investment Property Group, LLC



Dear Professional:

Shane Investment Property Group is an Atlanta based investment real estate firm with nationwide reach and national stature. Since the inception of our firm, we have earned assignments from, and completed transactions for, some of the most-well respected owners and developers in the industry. We have surpassed our competitors, locally and nationally, many of whom have been in business for more than 50-years. Our agents are widely recognized as some of the most productive in the industry. We invite you to learn more about our firm.

If after reviewing our materials you feel there is a potential fit between our model and your vision of your future, please call for a confidential discussion regarding any potential opportunities.

No matter what may come, we wish you the best in your endeavors.

Highest regards,

A handwritten signature in dark ink, appearing to read 'Emery W. Shane'.

Emery W. Shane

Principal

Our Firm...

Shane Investment Property Group, LLC is an Atlanta based investment real estate firm specializing in the disposition and acquisition of multi-million dollar investment properties throughout the nation. We represent some of the industry's most well-respected owners and developers. Our primary focus is on the brokerage of shopping centers, office buildings, and single-tenant properties, and our agents are some of the most prosperous and well-respected in the industry. We specialize in investment properties ranging in value from \$1,000,000 to in excess of \$60,000,000.

Our reputation and track record is unparalleled by our competitors. Our model is such that we put our clients' needs before ours, and continually strive to exceed expectations. This approach has led to record setting results and a high volume of repeat and referral business.

Your Qualifications

Our company will be of interest if:

You are a sales professional from any industry making between \$75,000 and \$125,000

You are in the real estate industry, with a background in leasing, management and/or other related experience

You desire to increase your income dramatically via selling investment real estate

You can demonstrate character and a strong desire to succeed

What it takes to succeed in this business?

Our principals have more than 25-years of experience in the industry and have trained some of the most successful agents in the business, including numerous seven-figure earners. Throughout the years, we have determined that success in sales of investment properties depends in larger part upon these five items:

1. Tying you income directly to your efforts,
2. Increasing the product sales price and commission generated, and thus your earning potential,
3. Elevating your scope of knowledge to an expert level **quickly** and **efficiently**,
4. **Mentoring** and **learning** from successful professionals,
5. An environment that has true Esprit d'Corp, where you are **supported, assisted**, and where you can **continuously grow**.

If you find nothing else of value in this material, please remember that seeking specific training and mentoring from a person who has achieved what you are trying to accomplish will assist you tremendously.

When interviewing, ask yourself: “Is the training I will receive from a book, a course, and/or theory, or is it from real-world experience by someone who has achieved actual success?”

Training & Mentoring

If it is determined that there is a place for you at Shane Investment Property Group, you will be personally trained, mentored, and assisted by seasoned professionals. Our program provides training to improve the skills needed for property analysis, proposals, and sales presentations. Agents receive advanced training in business planning and the process of building a network of repeat and referral clients, so that each year income increases while efforts decrease.

Specific Training and Mentoring on:

- *Valuation of investment real estate*
- *Developing “Clients for Life” and building a network of repeat and referral business*
- *Specific sales and presentation methods used to obtain large exclusive listings*
- *Business and Life Planning combined to keep you on track, growing, and in balance*

Sales Tools

Because our principals remain active in the business, we are current on the tools and techniques required to stay ahead of the competition. Our tools include the latest hardware and software, custom marketing materials and sales aids, as well as research tools. Additionally, we staff an in-house graphic artist and marketing director to assist with the design and implementation of new materials.

Our Environment

Environment plays a large part in contributing to, or prohibiting, one’s success. Our environment is one where excellence is expected and respected. The red tape and bureaucracy found at other firms is non-existent here. We accept fewer people and are strict in our selection process. For those who want to be the best, and want to be surrounded by the best, our firm is an excellent fit.

For a confidential interview, please call Emery W. Shane directly at (770) 481-1960.