

## BRN Group #3 Bio Sheet



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### **Overview of Products/Services**

- Commercial Mortgage Financing
  - New purchases and refinances of Commercial property
  - Long Term Fixed Rates: 3,5,7,10 and 15 years fixed
  - Property Types: Apartments, Retail, Office, Industrial, Mini-storage, Hotels, and many others

### **What makes you different from your competition?**

- Locally owned
- 30 yrs in the business
- Represent over 25 Institutional Lenders (Life Insurance, Pension funds, Banks)
- Quick turnaround
- Proven Track Record Servicing over \$550 million in commercial real estate

### **Ask for Business: "A good referral/lead for me is..."**

- Anyone in the market to finance their commercial real estate
- Anyone that needs to refinance their commercial real estate
- Anyone looking to purchase a commercial property

### **A qualifying question to pose to prospect?**

- Is your current mortgage coming due?
- How long is the current term on your mortgage?
- Did you know that Triad Capital Advisors finances over \$100 million of commercial real estate a year?

### **Memory Hook and then Conclude with Name and Company.**

"We handle your commercial mortgage from cradle to grave." Q10 Triad Capital Advisors -- Michael Ward

- Michael Ward , Q10 Triad Capital Advisors, 513-985-2263, or cell 859-512-4334