

This email sent to our student URIC group covers pretty well the updated terms for Dylan's 1 on 1 coaching program for 2023 , please read below

As many of you know I took most of 2022 off to focus on our business and portfolio we had a lot of cleaning up to do ! As a result, I stopped all coaching calls in the short term. As we move into 2023 I will be opening 1 on 1 coaching up again though the program terms and price have changed, in your favor!

Previously I offered 1 on 1 coaching through our "*Guaranteed contract program*" the cost was \$50,000 and I worked with you until you got an accepted LOI or 1 year if you followed 100%, not 99% of what I said and you didn't land a deal id give you a full refund! We had If I recall a total of 6 or so students go through that program all but 1 I believe landed a deal and closed in roughly 90-100 days. The 1 student that did not had to take some time off and away from the program and shifted directions and focus.

Many of the students that landed a deal ended up partnering with us obviously making closing a lot easier as if they chose to we would bring in the capital, and financing and they would be the operational partner.

Unfortunately, we will no longer be offering this or the operational partner program again, primarily our focus has shifted internally to only target class A multi-family properties with very specific criteria and much larger deals. This focus really doesn't align well with students looking to get their first deal as most of those deals are value add and fall between 50-300 units on average and between \$10-30M purchase price.

All that to say I've revamped the 1-on-1 program and the good news for many of you it's at a much lower price. Since I am no longer offering the "*guaranteed contract program*" or operational partner program, I've reduced the price of coaching to \$20,000. I will work with you until you get a deal under contract more specifically an accepted LOI or up to 6 months whichever comes first.

The program itself is exactly the same otherwise, our focus will be identifying the size asset you want to close on whether it be 10-50-100-300 units, and putting a plan in place with weekly accountability and support to hit those goals. I will do everything in my power and work with you tirelessly to achieve together the goals we put in place however I can only take you so far. The

students that fail are the ones who don't do 100% of what I say. The old saying "I can lead a horse to water but I cannot make it drink" The students who typically get results and get them quickly follow absolutely 100% of what I say each week.

This time around as well, students will have a lot more focus on not partnering with us but identifying 3 sponsors in each market and spending 30% of their time building equity leads and investors along with finding deals. I will show you how we have students doing it right now. I am teaching you to fish 100% on your own and there by your side. You cannot be reliant on Borland Capital Partners to close and finance your deal.

With 1 on 1 coaching, you also get special access to me almost on demand as we work through the program.

I will only work with 2 students at a time so I can give you my focus and commitment, every time i've opened up 1 on 1 its filled up within days so if you are interested please apply here

https://docs.google.com/forms/d/e/1FAIpQLSe2XSeZ-BL5XeV9JXUAM9CXGfm6m7yLoORZxUQDdAWjD_0NrQ/viewform

This is a tough market right now and I don't want anyone thinking otherwise, it's not like it was 1-2 years ago when you could close your eyes and get a good deal. Real estate is at an all-time high though leveling out and coming down, finance terms are currently not as favorable either though there are a lot of sellers in trouble and a lot of deals to be made out of the thousands of deals a year that happen in any market there is absolutely one for you that makes sense.

If you are thinking of joining coaching I'd adjust your expectations to land a deal between 3-6 months. you also should be financially in a position to sustain during this time until you land a deal and close and you will also need about \$5k extra for marketing and list.

"Success" is not guaranteed and shouldnt be assumed or relied upon including the success of past students. What I can guarantee you is my dedication and to work with you every single week, ultimately you are in charge of your success and actions within this program. The biggest challenge for me as a coach is often helping students overcome and develop new mental patterns and ways of thinking and overcoming bad habits getting in the way of success. I can only guide and push you so much in the end you have to do the work and develop the skills and discipline to succeed in this program.

If you are ready to and mentally prepared to work with me 1 on 1 for an intense 3-6 months then apply for 1 on 1 now here

https://docs.google.com/forms/d/e/1FAIpQLSe2XSeZ-BL5XeV9JXUAM9CXGfm6m7yLoORZxUQDdAWjD_0NrQ/viewform

I will be booking sessions beginning in early January!

-Dylan