



COME AROUND

REAL ESTATE SOLUTIONS, LLC

A Real Estate Investment Company
Serving Virginia, Maryland, and DC
Specializing in Arlington and Alexandria, VA

**Real Estate Agent
Partnership Guide**

Who Are We?

Come Around Real Estate Solutions (RES), LLC is a full service real estate solutions firm that purchases and sells properties throughout the greater Washington, DC metropolitan area, with a focus on Northern Virginia. Founded in 2019 by Jennifer Lednický, Come Around Real Estate Solutions is proud to provide real estate services in the following areas:

- Residential Redevelopment
- Short Sales/Loss Mitigation
- Real Estate Investment
- Foreclosure Solutions

Facts About Come Around Real Estate Solutions

- *Purchase properties at a discount, renovate them quickly, and list to resell*
- *Ability to make CASH offers for houses and create fast, hassle-free transactions, closing in as little as 10 days*
- *Focused on providing solutions for clients and value for investors by locating and renovating distressed properties*

Come Around RES is passionately pursuing a goal to help hundreds of people in our community find solutions to their real estate needs. Our organization is well-funded; able to purchase properties with CASH and to quickly renovate and listing to re-sell those properties to retail homebuyers and landlords. Come Around RES is excited to be part of an Arlington and Alexandria renaissance, and we aspire to continue contributing to the economic rejuvenation of our neighborhoods.

We can best achieve success via strong partnerships and relationships. Come Around RES places high value on the knowledge and expertise of good real estate agents. We strive to build relationships with qualified, experienced agents who have a passion for real estate and an uncompromising drive to succeed. By working together, we will not only develop a history of successful win-win transactions, but also create a powerful and lucrative collaboration that adds value and serves our community.


THE STORY OF COME AROUND REAL ESTATE SOLUTIONS

Jennifer has always been interested in real estate and how property improvements can benefit the neighborhood and community at large. Born a Texan, she grew up in four states, until an appointment to the Naval Academy brought her to the East Coast. Jennifer honed her 27+ year professional career in the United States Navy and working at large management consulting firms supporting the federal government. For most of her adult life, Jen has operated in Maryland (Annapolis, Bowie, Baltimore), Virginia (Hampton Roads and Northern Virginia), and the District of Columbia (mostly SE near Navy Yard). She is a firmly implanted Arlington resident and home owner since 1987, where she has lived in the Pentagon City, Crystal City, Arlington Ridge, and Del Ray areas.

With the turning-50 milestone and the end of her time serving as a Navy Reserve Supply Corps officer closing in, Jen wanted to find a supplementary income that she could work primarily evenings and

weekends. Real estate is providing that flexibility, and it gets her out and about the community, helping others.

Beginning in 2018, Jennifer began a rigorous learning curriculum with Than Merrill's Fortune Builders. This curriculum and extended network of real estate investor colleagues has helped her to develop a solid foundation of real estate knowledge. Come Around RES brings the expertise necessary to navigate any transaction; and have the integrity to follow up on promises. As Jennifer's company formalized, she created a set of companies - where in collaboration with one another, they would offer a package of services under one large umbrella. Come Around Real Estate Solutions provides active work with buying-rehabbing-selling, while Come Around Properties manages rental properties.



FortuneBuilders' Mastery Students are individuals who are serious about their real estate business and provide viable solutions for their clients. They are committed and dedicated individuals who work with a national group of investors with a successful system and platform by successfully completing 1000's of houses a year. Our national network of successful investors are committed to accountability, professionalism, integrity, good character, and putting their clients first. COME AROUND REAL ESATE SOLUTIONS, LLC is committed to providing real estate solutions and improving their community. If you are looking to sell, buy, renovate, or solve any real estate problem, look no further than COME AROUND, a company who has the resources, commitment, and most importantly the integrity to help you.

Regards,

Than Merrill & Paul Esajian
Stars from A&E's hit TV show, "Flip This House"
Founders of www.FortuneBuilders.com

OUR MISSION

When a passion for real estate is combined with talented individuals who have an uncompromising drive to succeed, amazing things will happen. At Come Around Real Estate Solutions, it's our goal to not only have a positive effect on ourselves and our families - but also to inspire, motivate and create lasting change in everyone we encounter. We will treat our clients, partners and team members with respect at all times; bringing a genuine enthusiasm for real estate, and possessing a natural instinct to help people. Our motto is and will always be, "Where there's a will, there's a way - and failure is merely lack of effort." Our company will dedicate itself to everlasting education and professional growth that will make the leaders of tomorrow.

Company Leadership



*Jennifer Lednicki,
Owner with her supportive family*

At Come Around Real Estate Solutions, our extended team is highly motivated, knowledgeable, ethical and resourceful. Qualified to handle any real estate transaction, our dedicated staff is committed to helping people with their real estate needs and making successful deals happen. Our team of professionals has the expertise to navigate any transaction and the integrity to follow up on our promises.

Company Credentials

OUR EDUCATION & TRAINING

As always, having the correct knowledge is essential in order to carry out any mission. We have invested a great deal of time, energy and capital investment into our real estate education to make sure we not only protect ourselves, but also provide you with the peace of mind knowing that we are a legitimate company with sound knowledge and experience.

We've been mentored by the nations' premiere Real Estate Investment Company, CT Homes, LLC, also featured on the hit TV show "Flip This House". Our real estate investing mentorship involved a comprehensive 6-month curriculum, covering all the ins and outs of creative real estate investing. Beyond the principles of sound investing, we were also thoroughly trained on how to build a successful business based on systems and predictability.



Having been involved in thousands of real estate transactions, our personal investing coaches have created the necessary systems and tools to allow us to strategically invest in real estate; and grow and expand our business. These tools are readily available for us to leverage when analyzing our real estate deals.

Benefits of Working with Us

COME AROUND REAL ESTATE SOLUTIONS VS. TRADITIONAL BUYER

Here are a few benefits your sellers have when working with Come Around Real Estate Solutions to sell their home:

- ✓ **CASH BUYERS**
- ✓ **QUICK CLOSE**
- ✓ **WE BUY HOUSES AS-IS**
- ✓ **NO APPRAISAL**
- ✓ **NO LENDING RESTRICTIONS**
- ✓ **WE DON'T SUBMIT LOW OFFERS**
- ✓ **WE'LL WAIT ON SHORT SALE APPROVALS**



As an agent, you can take advantage of many opportunities when it comes to working with investors. Some agents view working with investors as a waste of time – and we know you have a business to run and can't afford to waste your time with investors who aren't serious. Come Around Real Estate Solutions prides ourselves on our systemized buying process, which eliminates the need to waste your time on tedious tasks. Be assured, I am a serious buyer who closes with cash and very quickly.

I believe that good investors are those who place high value on the knowledge and expertise of good agents. In turn, I hope to share my findings with you and help to provide you with a lucrative and consistent stream of income. If you can shift your thinking and learn how to leverage working together, you'll realize there are many potential benefits – creating win-win situations for everyone.

How Do We Compare To A Traditional Buyer?

	Traditional Buyer	Come Around Real Estate Solutions
Method of Payment	Bank Financing	CASH
Cost of Repairs	1-8% of Homes Value	None (Bought AS-IS)
Closing Timeframe	45+ Days	10-14 Days
Amount of Business For You	Typically only one purchase	Repeat Buyers (2-10 deals per yr)
Repairs Needed	Repairs, no matter how big or small are important to owner occupants – often times, making it difficult to find a house quickly & make the sale	We look for homes that are not perfect and need improvements
Appraisal	Mandatory	None
Re-Listing the Home	Years down the road	2-4 Months on Average

Benefits of Working with Us

GAIN REPEAT BUSINESS

One of the main benefits of working with an investor is the potential for repeat business throughout the course of a year. By working consistently with a successful investor who actively buys and sells properties, you can predict a steady revenue stream based on their level of activity. Although it varies, most real estate agents typically close between 2 to 10 deals per year with investors. A good agent will be able to leverage those deals into even more deals, just by working with the buyers who purchase investment properties.

OPPORTUNITY TO MAKE BOTH SIDES OF COMMISSION

By acting as a dual agent in a transaction, representing both the buyer and seller, you can earn both sides of the commission. For example, let's say that you as a licensed agent have an REO property listed. Our goal is for the agents we work with to be excited to work with us which is why we're happy for you if you received both sides of the commission. That merely means you were great at your job!

*Representing Both Sides of a Transaction Allows
You to Make Double Commission!*

BECOME A DISTRESSED PROPERTY SPECIALIST

There are a number of properties in the marketplace needing renovations – anything from cosmetic repairs to full-gut rehabs. Often times, you as the agent are the first contact for sellers behind on payments, who need to sell quickly, or don't have equity in their home. These are exactly the types of opportunities we are looking for. If you or someone in your office have these types of listings, we may be able to quickly purchase the homes with CASH. After a few successful transactions, you can utilize that success to gain more exposure in your market and build your credibility as a distressed property specialist – ultimately, increasing your income opportunity.

What's In It For You?

- Opportunity to make double commission
- Consistent business (we buy 24-36 properties a year)
- Obtain referral leads
- Access to property inventory before listed
- Opportunity to host open houses
- Short sale referrals
- Ease of transactions – we use electronic signatures
- Become a distressed property specialist in your area
- Free training & joint venture potential
- Enhance your profile as an agent in your community

Benefits of Working with Us

ACCESS TO PROPERTY INVENTORY BEFORE LISTED

A successful and active investor will constantly have an inventory of completely renovated properties; and **YOU will have access to that inventory BEFORE that property is listed on the MLS.** This creates a great opportunity for buyers – especially a first-time homebuyer, as they would have the chance to purchase a newly renovated and fairly priced property. In some cases, your buyers can also have the benefit of giving input on certain features of their home and choosing custom finishes BEFORE renovations are fully complete. By providing this option to your buyer, it completely differentiates you from other agents – therefore, directly impacting your bottom-line!

OPPORTUNITY TO HOST OPEN HOUSES

Newly renovated vacant properties generate a lot of interest from potential buyers – like a neighbor or anyone else looking for properties priced aggressively and in pristine condition. By acting as a seller's agent, this creates a great opportunity to host open houses for these properties; allowing you to meet many new potential buyers that you can add to your database, and possibly cultivate as buyer clients of your own.



SHORT SALE REFERRALS

Successful investors are excellent marketers and generate a lot of leads – many of which are short sales. In most cases, investors aren't too interested in working with sellers whose properties are over-leveraged and in short sale situations. The short sale process can be lengthy, so many investors prefer to refer those leads to a specialist rather than work with the sellers themselves. This creates a huge opportunity for you to become a "short sale specialist" – by listing these properties and getting the commission when they sell. As a short sale specialist, you also have the opportunity of working with multiple investors, which provides you with more of a revenue stream ten fold!

FREE TRAINING & JOINT VENTURE POTENTIAL

At Come Around Real Estate Solutions, we pride ourselves on having a strong foundation of real estate knowledge and training. Our core business lies within our systems, education and knowledge of the real

estate industry. We did not just buy a CD off the Internet and become a real estate investor overnight. We have spent thousands of dollars to learn how to be successful in this business and do it the right way the first time.

By working with us, you can benefit from our knowledge, gain REAL LIFE investing experience and have an amazing opportunity to learn all the ins-and-outs of the other side of real estate. To us, this is invaluable. If you should decide to take interest in becoming more involved directly with real estate investing, there are a few unique opportunities that can create an **additional income stream for you** – and you can either take a hands on or hands off approach. Let us know if you're interested in a possible joint venture opportunity, and we can discuss it in great detail.

Many Ways to Work with Us

BECOME A PART OF OUR TEAM!

In working with us, there are several benefits and different ways you can generate revenue:

<ul style="list-style-type: none">✓ Represent Us as Our Buyer's Agent <i>We Are CASH Investors and seek to buy 6+ properties a year</i> ✓ Represent Us as Our Listing Agent <i>Re-List Our Fully Renovated Vacant Properties in Your Area</i> ✓ Be Our Referral Agent <i>Tap into Our List of Buyer, Seller & Short Sale Leads</i>	<ul style="list-style-type: none">✓ Generate Buyers Via Open Houses <i>Market our "Pocket" Listings</i> 
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Although many of our offers will be typically lower than retail clients, we serve as a great benefit for hard-to-sell properties or those requiring the bank or seller to move quickly. We are also a good fit if you have listings that have difficulty qualifying for traditional financing based on the current condition of the property. We are not the perfect fit for everyone; but for the seller with the right motivation, these features are a necessity.

Frequently Asked Questions

WILL I BE REQUIRED TO SPEND A LOT OF TIME DRIVING AROUND SHOWING YOU PROPERTIES TO BUY?

No, not at all! We already know what we're looking for, and our criteria typically stay the same. While we may need you to let us inside a property once in a while, we wouldn't ask you to spend your time on wild goose chases.

IS IT WORTH MY TIME TO WORK WITH AN INVESTOR?

Yes! You can automate most of the process so you're not wasting your time on working on tedious tasks. By working with an investor, you create a very lucrative source of income as well. In a partnership with us, you can earn multiple commissions by representing us as both the buyers and sellers agents.

WHAT KINDS OF OFFERS DO INVESTORS USUALLY MAKE?

Our offers are in cash. They are below retail, but they are also highly valuable because they are cash offers. Some of our offers do get rejected; but, unlike traditional clients who may buy or sell a home once every five years, we make multiple transactions annually.

HOW CAN I WORK WITH COME AROUND REAL ESTATE SOLUTIONS?

You have the opportunity to become what we call a "triple agent." When working with Come Around Real Estate Solutions, you can act as the buyers' agent, the listing agent and the referral agent. In other words, you may be able to earn triple commission on a single deal. Secondly, we will actively send you leads on listings and give you the right to generate more leads by marketing our homes once the renovations are complete. We can also will send buyers to you.

WHAT TYPES OF PROPERTIES DO YOU PURCHASE FROM SELLERS?

We purchase homes in pre-foreclosure, over-leveraged, condemned, liens or health department violations, not maintained, fire damaged, estate sales, stagnant listings, even about to fall down homes - we can buy it!

How Much Additional Time Will It Take Working with An Investor?

As an agent working with an investor, you can increase your profit; but not necessarily increase the amount of work you need to do to close each deal. Your goal should be to:

- Spend no more than a few hours per day finding and making offers on our behalf
- Automate most of the work –utilizing our documents such as repair sheets and deal analyzer
- Specialize in a very specific, relatively small, geographic area – therefore, not spending your time driving all over looking at houses