

BUSINESS RELATIONSHIP ANALYSIS

The P-Way Solutions LLC!" We buy any hou

2 Relationships Identified

BUSINESS PROFILES

The P-Way Solutions LLC

Contact: Pervis lowman

Industry: Real Estate

Commercial Janitorial Services

We buy any house

Contact: Chris Moore

Industry: Professional Services

Buy distressed properties

REFERRAL 1/2

75% conf

We buy any house !' The P-Way Solutions LLC

Reasoning:

Both businesses serve clients in the real estate sector, but in different capacities. We Buy Any House focuses on distressed property sellers, while The P-Way Solutions offers janitorial services to businesses, including those operating in commercial real estate. Referring clients to each other can enhance their service offerings without competition.

Value Proposition:

By referring clients, both businesses can increase their customer base—We Buy Any House can provide leads for properties needing janitorial services, while The P-Way Solutions can recommend We Buy Any House for clients looking to sell quickly.

Collaboration Example:

Chris Moore can inform clients who sell their homes about The P-Way Solutions for cleaning services needed after they move out. For instance, a family selling their house quickly may need cleaning before the new owners move in. Chris could provide a coupon or referral card to The P-Way, leading to a \$1,500 cleaning contract for Pervis lowman.

Synergy Potential:

The unique synergy lies in their complementary services within the same market; We Buy Any House can offer a seamless transition for distressed sellers into services that prepare homes for new buyers, enhancing the overall client experience.

Action Items:

1. Set up a referral program with mutual benefits outlined for each business.
2. Create branded referral cards or coupons for clients to use for each other's services.
3. Schedule a joint promotional event to showcase both services and attract potential clients.

Value: MEDIUM

MUTUAL BENEFIT

VENDOR 2/2

60% conf

The P-Way Solutions LLC !' We buy any house

Reasoning:

The P-Way Solutions' janitorial services can be beneficial for We Buy Any House, especially when preparing properties for resale. This creates a vendor relationship where The P-Way can provide essential services to maintain or enhance property value.

Value Proposition:

By utilizing The P-Way Solutions' services, We Buy Any House can improve the condition of properties before selling, potentially increasing sale prices and reducing time on the market.

Collaboration Example:

When We Buy Any House acquires a distressed property, they can immediately hire The P-Way Solutions to clean and restore the property before listing it. For example, if they buy a house for \$150,000, paying The P-Way \$2,000 for cleaning could result in a faster sale at \$160,000, increasing their profit margin significantly.

Synergy Potential:

This relationship is unique as it creates a direct impact on property valuation and sale timelines, enabling We Buy Any House to turn around properties quicker and at higher prices.

Action Items:

1. Establish a service agreement outlining rates and expected turnaround times for cleaning properties.
2. Create a feedback loop where We Buy Any House provides reviews on The P-Way's services to build credibility.
3. Schedule a monthly check-in to evaluate the effectiveness of the partnership and adjust services as needed.

Value: MEDIUM

MUTUAL BENEFIT