

JAX Bridges

Business Relationship Analysis

December 12, 2025

Grayland

- Real Estate

Commercial Real Estate Appraisal

Contact Information

Contact: Lauren Hubel
Email: lauren@graylandcommercial.com
Phone: 904-228-6727
Website: graylandcommercial.com

TARGET MARKET

Commercial Lenders, Property Owners, Tax/Legal Professionals

Partnership Opportunities (25)

1 Jazzi's Creations

Events & Gifts

85%

<-> Bidirectional

<- WHAT THEY PROVIDE (Collaboration)

Jazzi's Creations could provide team-building craft workshops for Grayland's real estate clients. This not only enhances the experience for Grayland's clients but also gives Jazzi a steady stream of corporate clients looking for unique engagement activities.

VALUE: Jazzi's Creations could earn \$500 per workshop, while Grayland enhances client relationships and differentiates its services in a competitive market.

> WHAT YOU PROVIDE (Referral)

Grayland's clients, including commercial lenders and property owners, may appreciate personalized gifts or promotional items for their business-related events, which Jazzi's Creations specializes in.

VALUE: Grayland can enhance its service offering by referring clients to Jazzi's Creations, potentially leading to an increased client satisfaction rate and loyalty.

[!] PARTNERSHIP SCENARIO

Grayland organizes a corporate retreat for a group of commercial property owners where Jazzi's Creations sets up a DIY craft station. Attendees create personalized keychains representing their properties. Jazzi earns \$500 for the session, while Grayland strengthens client relationships and gathers leads for future real estate deals.

[*] UNIQUE SYNERGY

The unique pairing of event crafting with commercial real estate allows for memorable client experiences that traditional real estate transactions lack, creating a competitive edge for Grayland.

NEXT STEPS:

- 1 Schedule a meeting between Jasmyne and Lauren to discuss potential workshop dates.
- 2 Identify target clients in Grayland's portfolio who would benefit from team-building activities.
- 3 Develop a marketing plan for the workshops to promote them to Grayland's clients.

2 The Collective Om

Health & Wellness

80%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Both businesses target individuals and companies focused on growth and well-being, albeit from different perspectives. The Collective Om can refer clients looking for commercial space or investment advice to Grayland, who can, in turn, refer clients interested in holistic health services for their employees.

VALUE: By exchanging referrals, both businesses can increase their customer base significantly, potentially boosting revenue by 20-30% through new client acquisitions.

> WHAT YOU PROVIDE (Collaboration)

Grayland can offer wellness workshops or seminars for property owners or commercial clients, promoting The Collective Om's services while enhancing their own client offerings.

VALUE: This collaboration could lead to increased service uptake for The Collective Om and enhance Grayland's reputation as a holistic partner in real estate, potentially adding \$10,000 in revenue from workshops and services.

[!] PARTNERSHIP SCENARIO

The Collective Om could create a referral program where they offer a discount on holistic health services to Grayland's clients who engage in a commercial property transaction. In return, Grayland could provide a free appraisal consultation to clients referred by The Collective Om. This cross-promotion could lead to 10 new clients for each business in the first quarter.

[*] UNIQUE SYNERGY

The unique synergy lies in their complementary services; wellness and real estate both contribute to personal and professional growth, making referrals feel more holistic to clients.

NEXT STEPS:

- 1 Develop a referral agreement detailing benefits for both parties.
- 2 Create promotional materials highlighting the referral program for clients.
- 3 Schedule a joint networking event to introduce both client bases to each other.

3 Jamz Trainings

Health & Wellness

80%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Jamz Trainings targets middle-age recreational athletes who may own or be interested in commercial properties, making them potential clients for Grayland's real estate services. Conversely, Grayland's clients, such as property owners, may benefit from wellness services to maintain their health, creating a natural referral channel.

VALUE: By referring clients to each other, both businesses can increase their customer base significantly, potentially increasing revenue by up to 30% in the next quarter.

> WHAT YOU PROVIDE (Referral)

Grayland's clientele, which includes property owners and commercial lenders, often have an interest in health and wellness services, particularly in managing stress and maintaining health. Referring these clients to Jamz Trainings can enhance their well-being, while also providing Jamz with more exposure.

VALUE: By establishing a referral relationship, Grayland can offer added value to their clients, while Jamz can gain a steady influx of new leads, potentially increasing their client base by 20% over the next six months.

[!] PARTNERSHIP SCENARIO

Jamz Trainings can provide Grayland with a brochure offering free personal training sessions for property owners who engage in a new commercial appraisal. In return, Grayland hands out Jamz's promotional materials during property evaluations, ensuring both businesses tap into each other's client networks effectively. For instance, if Grayland appraises a community center, they can suggest their clients attend a free training session at Jamz, driving new customers.

[*] UNIQUE SYNERGY

The unique synergy lies in their overlapping target markets; recreational athletes often have a vested interest in real estate as property owners or renters, which is not typically addressed by either industry alone.

NEXT STEPS:

- 1 Create a co-branded flyer that highlights referral benefits for both businesses.
- 2 Set up a meeting to discuss client profiles and identify specific referral opportunities.
- 3 Launch a referral program where each successful referral earns a discount on services for both parties.

4 MyahnArt LLC

Marketing & Design

80%

<-> Bidirectional

<- WHAT THEY PROVIDE (Collaboration)

MyahnArt LLC can enhance the appeal of Grayland's commercial properties through artistic beautification services. This collaboration can help Grayland increase the perceived value of their properties while providing MyahnArt with exposure to new clients.

VALUE: By beautifying properties, Grayland can potentially increase property values and appeal, leading to higher appraisal values, while MyahnArt can secure contracts worth thousands in mural projects.

> WHAT YOU PROVIDE (Referral)

Grayland's clients, such as property owners and commercial lenders, may seek services that enhance the aesthetic appeal of their properties. They can refer MyahnArt to clients looking to increase property value through art and beautification.

VALUE: Grayland can broaden its service offerings by providing clients with referrals to MyahnArt, potentially enhancing property values, while MyahnArt gains access to commercial property owners needing art services.

[!] PARTNERSHIP SCENARIO

MyahnArt could create a stunning mural for one of Grayland's commercial listings, transforming a plain exterior into a vibrant attraction. Grayland can host an open house featuring live painting by MyahnArt, drawing in potential buyers and increasing foot traffic. This could lead to a \$10,000 contract for MyahnArt and a successful sale for Grayland.

[*] UNIQUE SYNERGY

The unique pairing of a creative arts company with a commercial real estate firm enhances property aesthetics, creating a standout market presence for Grayland and helping MyahnArt reach a broader audience.

NEXT STEPS:

- 1 Schedule a meeting to discuss potential properties for mural projects.
- 2 Identify specific commercial listings that could benefit from artistic enhancements.
- 3 Plan an open house event that showcases both the property and MyahnArt's work.

5 Aspirations Behavioral Health Inc.

Health & Wellness

80%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Aspirations Behavioral Health can refer clients who are business owners or management to Grayland for appraisal services when they are considering property investments or sales. This mutual referral can help both businesses tap into each other's networks.

VALUE: For every referral that leads to an appraisal, Aspirations could earn a referral fee of \$500, translating into substantial revenue if they engage with several clients per month.

-> WHAT YOU PROVIDE (Referral)

Grayland's target market of commercial lenders and property owners often includes businesses that may require mental health support for their employees. By referring clients in need of mental health services to Aspirations Behavioral Health, Grayland can enhance its service offerings and strengthen client relationships.

VALUE: Each referral could lead to a 10% commission on any ongoing counseling services, potentially generating \$1,000 - \$5,000 in revenue for Grayland annually, depending on referral volume.

[!] PARTNERSHIP SCENARIO

When Grayland appraises a commercial property that houses multiple businesses, they can identify any companies that may benefit from mental health services. For instance, if a property houses a tech startup with high-stress levels, Grayland could refer the startup's HR manager to Aspirations for employee wellness programs, creating a win-win situation.

[*] UNIQUE SYNERGY

The unique aspect of this partnership lies in the intersection of real estate and mental wellness, which is rarely explored. By addressing the mental health needs of businesses in commercial spaces, they can create a healthier work environment and increase overall property value.

NEXT STEPS:

- 1 Set up a meeting between Lauren Hubel and Kristian Wilson to discuss referral terms and potential commission structures.
- 2 Develop a marketing flyer that outlines the benefits of mental health services for commercial tenants, to be distributed by Grayland.
- 3 Establish a tracking system for referrals to monitor and optimize the referral process.

6 The P-Way Solutions LLC

Real Estate

80%

<-> Bidirectional

<- WHAT THEY PROVIDE (Vendor)

The P-Way Solutions LLC could offer janitorial services to Grayland's clients, particularly after property appraisals. This relationship allows Grayland to provide a more comprehensive service to its clients by ensuring their properties are well-maintained post-acquisition.

VALUE: Grayland can enhance its service offering by including a reliable janitorial service, increasing client satisfaction and potentially raising their appraisal service fee by 5% due to the added value.

-> WHAT YOU PROVIDE (Referral)

Grayland and The P-Way Solutions LLC serve overlapping target markets in the commercial real estate sector. Grayland's clients often need janitorial services to maintain their properties, while The P-Way Solutions can benefit from referrals from real estate professionals who need reliable commercial cleaning.

VALUE: Grayland can earn referral commissions on contracts they bring to The P-Way Solutions, potentially generating an additional revenue stream of 10-15% on each janitorial contract referred.

[!] PARTNERSHIP SCENARIO

Grayland could set up a referral program where they introduce The P-Way Solutions to their existing clients who have recently acquired properties. For instance, if Grayland appraises a new office building for a client, they can recommend The P-Way

Solutions for cleaning services during the property transition, thus securing a referral fee of \$500 for each contract signed.

[*] UNIQUE SYNERGY

This partnership uniquely leverages Grayland's established relationships with commercial property owners to connect them with The P-Way Solutions, filling a critical service gap while creating a seamless experience for clients.

NEXT STEPS:

- 1 Develop a referral agreement outlining commission rates.
- 2 Create joint marketing materials showcasing both services.
- 3 Schedule a meeting to discuss potential client introductions and target accounts.

7 Soulfitness Studio Health and wellness center

Health & Wellness

80%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Soulfitness Studio's target market includes individuals interested in health and wellness, many of whom may also be property owners or investors looking to evaluate commercial properties. They can refer clients seeking appraisal services to Grayland, thus enhancing their clientele and service offerings.

VALUE: Increased visibility for Grayland among health-conscious investors and property owners, potentially leading to a 15-25% increase in appraisal requests.

-> WHAT YOU PROVIDE (Referral)

Grayland provides commercial real estate appraisal services which are often sought by business owners, including those in the health and wellness sector like Soulfitness Studio. By referring clients who are looking for health and wellness spaces to Soulfitness, Grayland can help them find properties that suit their needs, while also introducing clients to a wellness option they may not have considered.

VALUE: Increased customer base for Soulfitness and enhanced service offerings for Grayland, potentially leading to 10-20% increase in client referrals.

[!] PARTNERSHIP SCENARIO

Grayland could refer its clients who are opening new commercial spaces to Soulfitness for wellness programs or fitness classes. For instance, if a client is developing a new commercial space for a wellness center, Grayland would introduce them to Soulfitness, which could offer tailored wellness packages for the new business, generating extra revenue for both.

[*] UNIQUE SYNERGY

The unique synergy lies in the fact that Grayland specializes in commercial properties, while Soulfitness caters to businesses focused on health, creating a niche market for wellness-focused commercial spaces.

NEXT STEPS:

- 1 Grayland creates a brochure highlighting Soulfitness services to distribute to potential commercial clients.
- 2 Soulfitness designs a referral program that offers discounts or free sessions to clients referred by Grayland.
- 3 Schedule a joint networking event to introduce both businesses to local real estate and wellness professionals.

8 JPO Logistics LLC

Logistics

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

JPO Logistics and Grayland serve different but complementary markets. JPO could refer clients needing commercial property appraisals to Grayland, while Grayland could direct clients looking for logistics solutions to JPO, creating a network of support for their respective clients.

VALUE: Increased client referrals could lead to an estimated 15% increase in new business for both companies, translating to significant revenue growth over time.

-> WHAT YOU PROVIDE (Referral)

Grayland's clientele, including commercial lenders and property owners, may require logistics services for real estate transactions and property management, allowing for mutual referrals.

VALUE: Grayland could add value to its property owners by recommending JPO Logistics for freight solutions, potentially increasing client satisfaction and retention, while JPO gains new clients from Grayland's network.

[!] PARTNERSHIP SCENARIO

A local construction firm that JPO Logistics works with is looking to purchase new commercial property. JPO refers them to Grayland for an appraisal, resulting in a successful sale. In return, Grayland refers a new client needing logistics for their commercial real estate developments, creating a mutually beneficial flow of business.

[*] UNIQUE SYNERGY

Both businesses thrive on strong networks; JPO focuses on freight and logistics while Grayland specializes in property evaluation, allowing them to provide comprehensive solutions to their clients without overlapping services.

NEXT STEPS:

- 1 Schedule a meeting to discuss mutual referral opportunities and establish a referral agreement.
- 2 Create a shared marketing flyer highlighting both services for distribution to clients.
- 3 Implement a tracking system for referrals to measure the success of the partnership.

9 IV Creative

Marketing & Design

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

IV Creative specializes in content creation for local businesses, which can include real estate firms needing marketing materials. Grayland, as a commercial real estate appraisal company, interacts with property owners who may benefit from enhanced marketing strategies.

VALUE: IV Creative can generate additional revenue by referring clients to Grayland for their appraisal needs, while Grayland can gain new clients seeking marketing services.

-> WHAT YOU PROVIDE (Vendor)

Grayland could benefit from IV Creative's content creation services to enhance their marketing materials and online presence, which is crucial in the competitive real estate market.

VALUE: By hiring IV Creative, Grayland can improve their branding and marketing efforts, potentially leading to increased client acquisition and higher appraisal requests.

[!] PARTNERSHIP SCENARIO

IV Creative could refer their commercial property owner clients to Grayland for appraisal services. For instance, if a local business wants to sell a commercial property, IV Creative would connect them with Grayland, and upon successful appraisal, they could earn a referral fee of 10% from Grayland's service fee, which could amount to \$500 per referral.

[*] UNIQUE SYNERGY

The unique synergy arises from IV Creative's deep understanding of local businesses and Grayland's expertise in commercial real estate, allowing for tailored marketing and appraisal services that directly meet client needs.

NEXT STEPS:

- 1 Establish a formal referral agreement outlining commission structures.
- 2 Create a joint marketing campaign targeting local business owners considering selling or refinancing their properties.
- 3 Schedule a meeting to discuss potential joint workshops or webinars for local businesses on property valuation and effective marketing strategies.

10 Genuines Coaching & Consulting

Technology

75%

-> One-way

<- WHAT THEY PROVIDE (Referral)

Genuines Coaching & Consulting targets business owners and corporate executives, who may also require commercial real estate services. Grayland could benefit from referrals from Genuines' clients who are looking to acquire or lease commercial properties.

VALUE: By referring clients to each other, both businesses can increase their customer base and potentially generate additional revenue through referral fees or commissions.

[!] PARTNERSHIP SCENARIO

During a coaching session, Reden Dionisio discovers that one of his clients, a small business owner, is looking to expand and needs commercial space. He refers them directly to Lauren Hubel at Grayland, who provides a tailored list of available properties. If the client leases a property through Grayland, Genuines earns a 5% referral fee on the annual lease, generating an estimated \$1,500 in revenue.

[*] UNIQUE SYNERGY

The unique synergy lies in their complementary services; Genuines provides business growth strategies while Grayland offers essential real estate solutions, creating a holistic approach for clients seeking expansion.

NEXT STEPS:

- 1 Schedule a meeting between Reden and Lauren to discuss mutual referral opportunities.
- 2 Establish a referral fee structure to incentivize both parties for successful leads.
- 3 Create a joint marketing piece highlighting the benefits of coaching and real estate services for small business owners.

11 Bluebird Health Partners

Technology

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Both Bluebird Health Partners and Grayland serve clients in the healthcare and commercial real estate markets. Bluebird could refer healthcare startups that need real estate for their operations to Grayland, while Grayland could refer healthcare clients who need strategic consulting services for their properties.

VALUE: Increased referral business could generate an estimated \$50,000 in revenue for both companies annually based on typical referral fees in consulting and real estate.

> WHAT YOU PROVIDE (Referral)

Grayland provides commercial real estate appraisal services, and their clients, often healthcare providers, may need strategic consulting services from Bluebird. Referring these clients can enhance Grayland's service offering while introducing Bluebird to prospective customers.

VALUE: Grayland could earn a referral fee for every client they send to Bluebird, potentially generating an additional \$30,000 in annual income based on a 10% referral fee from consulting contracts.

[!] PARTNERSHIP SCENARIO

In one scenario, Bluebird Health Partners identifies a healthcare tech startup that needs office space for its team and refers them to Grayland. Grayland successfully closes a deal on a rental property, earning a commission. In return, Grayland refers a property owner needing strategic consulting on healthcare investments to Bluebird, resulting in a \$10,000 consulting engagement.

[*] UNIQUE SYNERGY

The unique synergy lies in their complementary markets; Bluebird's healthcare expertise aligns with Grayland's real estate knowledge, allowing both to tap into each other's networks effectively.

NEXT STEPS:

- 1 Schedule a meeting to discuss mutual referral opportunities and establish a referral agreement.
- 2 Create a joint marketing flyer that highlights the benefits of each service in the context of healthcare and real estate.
- 3 Attend local networking events together to promote their services and generate leads.

12 Tosh's Urban Garden

Health & Wellness

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Tosh's Urban Garden serves health-conscious individuals who may also be interested in investing in commercial properties for wellness retreats or health-focused businesses. Grayland's appraisal services could be beneficial to these clients as they seek to make informed real estate decisions, creating a natural referral pathway.

VALUE: By referring clients to each other, both businesses could tap into new revenue streams; Tosh's could gain more customers interested in property investment, while Grayland could secure appraisal contracts from a new clientele.

-> WHAT YOU PROVIDE (Referral)

Grayland works with commercial lenders and property owners who might be interested in natural wellness products for their office spaces or investment properties. They can refer these clients to Tosh's Urban Garden to enhance the appeal of their properties.

VALUE: By referring commercial clients to Tosh's, Grayland can offer additional value to their clients, while Tosh's gains access to a niche market of property owners looking to create healthier environments.

[!] PARTNERSHIP SCENARIO

Tosh's Urban Garden could include flyers or business cards for Grayland in their product shipments, specifically targeting customers who purchase wellness products. For example, if a customer buys a package intended for stress relief, they might also receive a message about how to invest in a property for a wellness center, creating a connection that leads to a potential appraisal request.

[*] UNIQUE SYNERGY

The unique synergy lies in the shared target market of health-conscious individuals who are increasingly looking to invest in properties that align with their lifestyle, which rarely gets addressed by traditional real estate services.

NEXT STEPS:

- 1 Create a co-branded flyer highlighting the benefits of real estate investment for wellness retreats to include with product orders.
- 2 Set a meeting to discuss a referral commission structure for any successful leads generated by Tosh's customers.
- 3 Host an informational webinar about the benefits of investing in real estate for health-focused businesses, promoting both companies.

13 Celebrate & Smile International Steppers

Arts & Creative

75%

> One-way

<- WHAT THEY PROVIDE (Referral)

Celebrate & Smile International Steppers focuses on community enhancement through dance, appealing to companies that might also be interested in employee relations. Grayland provides services to commercial property owners and lenders, who may also seek to enhance their workplace culture through employee engagement activities.

VALUE: By referring clients in need of commercial real estate appraisal services, Celebrate & Smile can earn a referral fee, while Grayland gains access to a new client base that is already interested in enhancing their workplace environment.

[!] PARTNERSHIP SCENARIO

Tiffany Barksdale could introduce Grayland's appraisal services to companies that participate in Celebrate & Smile's dance workshops. For example, if a local business wants to appraise its property after a renovation, Tiffany can refer them to Lauren Hubel. If the referral results in a successful appraisal worth \$2,000, Celebrate & Smile could earn a \$200 referral fee.

[*] UNIQUE SYNERGY

This pairing is unique because it combines the arts with the real estate sector, appealing to businesses that value creative employee engagement as part of their corporate culture, setting these two companies apart from typical real estate referrals.

NEXT STEPS:

- 1 Tiffany will compile a list of past corporate clients and reach out to discuss potential referrals to Grayland.
- 2 Lauren will prepare a referral fee structure to incentivize Celebrate & Smile for successful leads.
- 3 Both businesses will create a joint marketing flyer highlighting the benefits of art in enhancing workplace culture, which will be distributed to their respective networks.

14 Communikate Design & Marketing

Marketing & Design

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Communikate Design & Marketing targets service businesses and entrepreneurs, while Grayland serves commercial property owners and lenders. This overlap in clientele allows for reciprocal referrals, where Communikate can direct its clients needing real estate services to Grayland, and Grayland can refer clients in need of branding and marketing to Communikate.

VALUE: Increased client base for both businesses through mutual referrals, potentially leading to a 20% increase in clients for each business over the next quarter.

-> WHAT YOU PROVIDE (Vendor)

Grayland can benefit from Communikate's marketing and branding services to enhance their visibility in the commercial real estate market. As they seek to attract more clients, high-quality marketing materials and a strong online presence will be essential.

VALUE: Grayland could see a 15% increase in lead generation through improved branding and marketing efforts provided by Communikate, boosting their appraisal services' visibility in the competitive market.

[!] PARTNERSHIP SCENARIO

Communikate could create a marketing package for Grayland, promoting their appraisal services to local businesses and property owners. In exchange, Grayland would refer clients looking for marketing support, resulting in a campaign that generates at least 10 new leads for Communikate, while Grayland gains exposure in the local market.

[*] UNIQUE SYNERGY

The unique synergy stems from their ability to enhance each other's offerings through direct referrals, tapping into complementary services that cater to a shared audience of entrepreneurs and property stakeholders.

NEXT STEPS:

- 1 Schedule a meeting to discuss specific referral needs and set up a formal referral agreement.
- 2 Develop a co-branded marketing brochure highlighting both services to distribute to each other's client bases.
- 3 Implement a tracking system to monitor referrals and measure the effectiveness of the partnership.

15 We buy any house

Professional Services

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Both businesses target individuals dealing with property issues, albeit from different angles. We Buy Any House focuses on distressed residential properties while Grayland handles commercial appraisals, making them complementary without competing directly.

VALUE: By referring clients to each other, both businesses can expand their client base; We Buy Any House could earn referral fees, and Grayland gains access to potential commercial clients needing appraisals for properties that may become available post-sale.

-> WHAT YOU PROVIDE (Referral)

Grayland's clientele includes property owners and legal professionals who may often encounter distressed properties needing quick sales. Referring these sellers to We Buy Any House can enhance service offerings for Grayland's clients.

VALUE: Grayland can improve its service offering by helping clients sell distressed properties quickly, while We Buy Any House benefits from a steady stream of motivated homeowners looking for immediate sales.

[!] PARTNERSHIP SCENARIO

We Buy Any House can refer homeowners looking to sell their properties to Grayland for appraisals if they plan to convert residential properties into commercial ones. For instance, a homeowner selling a distressed property may intend to redevelop it for commercial use, and Grayland could provide the necessary appraisal for financing. They could agree on a 10% referral fee for each successful appraisal commissioned.

[*] UNIQUE SYNERGY

This partnership is unique because it bridges the gap between residential distress and commercial opportunity, allowing both businesses to tap into new markets-residential sellers who may pivot to commercial investments.

NEXT STEPS:

- 1 Set up a meeting between Chris Moore and Lauren Hubel to discuss referral fees and client needs.
- 2 Create a simple referral agreement outlining terms and conditions and sharing client contact information.
- 3 Develop joint marketing materials that showcase the benefits of both services for overlapping clients.

16 Be Present Detalles

Professional Services

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Be Present Detalles serves busy professionals and romantic couples, many of whom may be property owners or investors needing appraisal services. By referring clients needing property valuation to Grayland, Be Present Detalles can enhance service offerings and provide added value to their clients.

VALUE: This relationship can increase Be Present Detalles' service offerings, potentially leading to a 15% increase in client satisfaction and repeat business.

-> WHAT YOU PROVIDE (Referral)

Grayland's target market includes commercial lenders and property owners, many of whom may also be interested in high-end events or experiences provided by Be Present Detalles. Additionally, Be Present Detalles can refer clients needing commercial real estate appraisal services for their corporate events or venues.

VALUE: Both businesses can enhance their client portfolios by tapping into each other's networks, potentially generating a 20% increase in referrals based on shared customer bases.

[!] PARTNERSHIP SCENARIO

Grayland can refer clients who need event spaces for corporate functions or celebrations to Be Present Detalles, while Be Present Detalles can guide their clients looking to host events at commercial properties to Grayland for appraisal services. For instance, a client planning an upscale corporate retreat may need both a venue and a property appraisal, leading to commissions for both businesses.

[*] UNIQUE SYNERGY

The relationship stands out due to the overlap in clientele; busy professionals looking for property and event solutions can be served holistically by both companies. This unique combination positions them as a one-stop-shop for high-value commercial clients.

NEXT STEPS:

- 1 Set up a meeting between Lauren and De'Ana to discuss mutual referral processes.
- 2 Create a referral agreement outlining the commission structure for both businesses.
- 3 Develop co-branded marketing materials that highlight both businesses' services to share with clients.

17 Free Agents Inc

Professional Services

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Free Agents Inc can identify small to medium-sized companies that require commercial appraisals, thus benefiting Grayland's business through targeted referrals.

VALUE: This referral relationship can help Grayland gain access to new clients who need appraisal services, which can increase their revenue by 10-20% through consistent client referrals.

-> WHAT YOU PROVIDE (Referral)

Grayland's target market includes commercial lenders and tax/legal professionals, which aligns with Free Agents Inc's focus on solving business issues for companies. Each business can refer clients who require the other's services.

VALUE: By referring clients to each other, both businesses can increase their client base and revenue, potentially adding an additional 10-15% in new business from referrals.

[!] PARTNERSHIP SCENARIO

If a commercial lender approaches Grayland for an appraisal and mentions they need help with business strategy, Grayland can refer them to Free Agents Inc. In return, if Free Agents Inc encounters clients needing commercial appraisals for financing, they will direct them to Grayland. This creates a seamless referral system that adds value to both parties.

[*] UNIQUE SYNERGY

Both businesses serve overlapping markets but provide complementary services, allowing them to enhance their offerings and provide holistic solutions to clients.

NEXT STEPS:

- 1 Schedule a joint meeting to discuss referral processes and establish clear criteria for referrals.
- 2 Create a formal referral agreement outlining the commission structure for referred clients.
- 3 Develop co-branded marketing materials to promote the referral partnership to each other's client bases.

18 WhitBits Cookies

Professional Services

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

WhitBits serves corporate professionals and event planners who may require real estate services for office expansions or relocations. They can refer clients to Grayland for appraisal services.

VALUE: WhitBits can enhance its value proposition to corporate clients by offering a trusted appraisal service, potentially increasing its own revenue by 15% through referrals.

-> WHAT YOU PROVIDE (Referral)

Grayland's clients, including commercial lenders and property owners, often host events or meetings where catered goods are needed. WhitBits Cookies can provide these services, creating a referral pathway for both businesses.

VALUE: By referring clients for cookie services, Grayland can enhance its service offerings while WhitBits gains access to corporate clients, potentially increasing sales by 20% during peak event seasons.

[!] PARTNERSHIP SCENARIO

Grayland refers its property owner clients to WhitBits when they are hosting open houses or client meetings. For instance, a property owner is showcasing a new commercial property and needs refreshments; Grayland connects them with WhitBits, who supplies a custom cookie platter for the event, earning \$300 on the order while Grayland strengthens client relationships.

[*] UNIQUE SYNERGY

This partnership is unique because it combines Grayland's established relationships in the commercial real estate market with WhitBits' niche in corporate catering, allowing both to tap into each other's networks effectively.

NEXT STEPS:

- 1 Grayland identifies 5 upcoming property events and prepares to introduce WhitBits as a catering option.
- 2 WhitBits creates a promotional package specifically for Grayland's clients, including pricing and sample offerings.
- 3 Set up a referral tracking system to monitor sales generated through Grayland's referrals.

19 Relax Relate & Release

Health & Wellness

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Vendor)

Relax Relate & Release could offer massage therapy packages to Grayland's clients as part of a wellness incentive for property owners or commercial lenders who may be stressed from their business dealings.

VALUE: Grayland could offer a unique value-add to their clients by including wellness services, potentially increasing their appeal and client retention rates. Relax could see a boost in clients through Grayland's network, leading to an estimated \$2,000 in new revenue per quarter.

> WHAT YOU PROVIDE (Referral)

Grayland's target market includes property owners, some of whom may be veterans seeking commercial properties or veterans interested in investing in real estate. Relax Relate & Release serves veterans directly, making it a natural referral point for Grayland.

VALUE: By referring clients to each other, both businesses can expand their customer bases. Grayland could potentially gain 10-15 new clients per month, while Relax Relate & Release could see an increase in veterans looking for property.

[!] PARTNERSHIP SCENARIO

Grayland could provide Relax Relate & Release with a list of local veteran-owned businesses in need of commercial spaces. In return, Relax could promote Grayland's appraisal services in their monthly newsletters and during client sessions, ideally leading to 5 new referrals a month for both parties.

[*] UNIQUE SYNERGY

This pairing leverages Grayland's expertise in commercial real estate with Relax's established veteran community, creating a unique niche focus that neither could achieve alone.

NEXT STEPS:

- 1 Set a meeting to discuss referral terms and client expectations.
- 2 Develop a co-branded informational flyer outlining services for veterans.
- 3 Launch a joint social media campaign highlighting benefits for veterans in real estate and wellness.

20 **Genuines Coaching & Consulting**
Technology

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Genuines Coaching works with small business owners who might need appraisal services for their properties or real estate investments. By referring clients to Grayland, Genuines can enhance their service offerings.

VALUE: Through this referral arrangement, Genuines can offer its clients access to appraisal services, potentially adding more value to its coaching packages and allowing both businesses to tap into a wider market.

> WHAT YOU PROVIDE (Referral)

Grayland serves commercial lenders and property owners who may need coaching for business strategy and leadership development. Genuines Coaching & Consulting can refer its clients in the real estate sector to Grayland for appraisal services, enhancing their client value.

VALUE: By referring clients to each other, both businesses can increase their client base; Grayland could gain 5-10 new appraisal clients annually, equating to an additional \$20,000-\$40,000 in revenue.

[!] PARTNERSHIP SCENARIO

Grayland can provide Genuines Coaching with a list of its commercial lender clients who might benefit from executive coaching. In return, Genuines can offer a free initial consultation to these clients, helping them improve their leadership skills while promoting Grayland's appraisal services, effectively creating a win-win scenario.

[*] UNIQUE SYNERGY

This partnership is unique because it bridges the gap between real estate appraisal and business coaching, allowing clients to enhance their operational strategy while ensuring their property investments are accurately valued.

NEXT STEPS:

- 1 Set up a meeting between Lauren Hubel and Reden Dionisio to discuss referral processes.
- 2 Create a mutually beneficial referral program with specific incentives.
- 3 Develop marketing materials to promote this referral relationship to both client bases.

21 **Organize Design Create**
Marketing & Design

75%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Organize Design Create works with startups and established entrepreneurs, many of whom may require commercial real estate appraisal services as they expand or acquire property. This creates a natural referral chain.

VALUE: Organize Design Create can refer clients in need of property appraisal to Grayland, potentially earning a referral fee while enhancing their service offerings.

> WHAT YOU PROVIDE (Referral)

Grayland's target market includes commercial lenders and property owners, who may also need marketing services to promote their properties or businesses. Organize Design Create's focus on marketing for small businesses aligns well with the needs of Grayland's clientele.

VALUE: Grayland can refer clients to Organize Design Create, potentially generating a 10-15% referral fee on marketing services, increasing revenue without additional marketing efforts.

[!] PARTNERSHIP SCENARIO

When Grayland appraises a commercial property, they can refer the property owner to Organize Design Create for a tailored marketing campaign to attract potential buyers or tenants. For example, if Grayland values a shopping center, they can introduce the owner to Organize Design Create, who then creates a marketing strategy to highlight the property, leading to a successful leasing agreement that earns both businesses referral income.

[*] UNIQUE SYNERGY

The unique synergy lies in the intersection of real estate appraisal and targeted marketing efforts, creating a streamlined

approach for property owners to not only assess value but also effectively market their assets.

NEXT STEPS:

- 1 Establish a referral agreement detailing commission percentages between Grayland and Organize Design Create.
- 2 Create a joint promotional flyer that outlines the services of both companies to be distributed to Grayland's existing clients.
- 3 Schedule a monthly check-in to discuss mutual referrals and track success stories.

22 JAX AI Agency

Technology

70%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

JAX AI Agency focuses on small and mid-sized businesses, which includes many in the real estate sector. Grayland, as a commercial real estate appraisal firm, serves property owners and lenders who could benefit from JAX AI's services to modernize their operations with AI tools and automation.

VALUE: By referring clients to each other, JAX AI could gain access to property owners looking to adopt technology, while Grayland could enhance their service offerings to clients by providing them with AI solutions.

-> WHAT YOU PROVIDE (Referral)

Grayland's commercial real estate clients often seek technological solutions to enhance their property management and valuation processes. By referring these clients to JAX AI, Grayland can add value to their services and help clients modernize their operations.

VALUE: Grayland can enhance its service offering by connecting clients with JAX AI, which can lead to increased client satisfaction and loyalty, potentially translating into higher appraisal volumes.

[!] PARTNERSHIP SCENARIO

JAX AI Agency refers a commercial property owner client to Grayland for appraisal services. In return, Grayland introduces JAX AI to property owners interested in AI tools to streamline operations and enhance property management. This exchange generates a potential \$10K in project fees for JAX AI and strengthens Grayland's client relationships.

[*] UNIQUE SYNERGY

The unique synergy lies in the intersection of technology and real estate, where JAX AI's innovative solutions can significantly improve operational efficiencies within Grayland's client base, providing a competitive edge in the appraisal industry.

NEXT STEPS:

- 1 Set up an introductory meeting between JAX AI and Grayland to discuss referral opportunities.
- 2 Develop a joint marketing brochure highlighting the benefits of AI in real estate appraisals.
- 3 Create a referral agreement outlining commission structures for client introductions.

23 flow

Professional Services

70%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Flow specializes in coaching, which can attract commercial property owners and legal professionals seeking personal and business growth. Conversely, Grayland serves commercial lenders and property owners who may benefit from coaching services. Their customer bases overlap in the realm of professional development.

VALUE: By referring clients to each other, Flow could see a revenue increase of 15% through new coaching clients, while Grayland could expand its service offerings, enhancing its value to existing clients.

-> WHAT YOU PROVIDE (Vendor)

Grayland could benefit from coaching services provided by Flow for its employees, enhancing team dynamics and improving client interactions. This could lead to better appraisal results and customer satisfaction.

VALUE:

Investing in Flow's coaching could boost Grayland's employee productivity by 10%, leading to higher client satisfaction and potential revenue growth of \$50,000 annually through improved service delivery.

[!] PARTNERSHIP SCENARIO

Miguel from Flow could create a specialized coaching program for Grayland's clients, focusing on business strategy for property development. In return, Lauren could refer her clients who are looking for personal growth or transformation, potentially bringing Flow three new clients a month, each worth \$1,000.

[*] UNIQUE SYNERGY

This partnership is unique because it blends professional coaching with real estate expertise, offering a holistic approach to business growth that neither can achieve alone.

NEXT STEPS:

- 1 Flow creates a tailored coaching package for Grayland's clients.
- 2 Grayland promotes Flow's services to clients during appraisal meetings.
- 3 Set up a quarterly networking event for both client bases to share insights and opportunities.

24 Enriquez Aesthetics

Professional Services

70%

<-> Bidirectional

<- WHAT THEY PROVIDE (Referral)

Enriquez Aesthetics targets individuals with skin conditions, which may include commercial property owners or managers who seek aesthetic services for their properties or employees. Grayland, serving property owners, could refer clients needing skincare services, while Enriquez could recommend Grayland for property appraisals.

VALUE: Increased client referrals can potentially generate an additional \$10,000 in revenue for Enriquez Aesthetics, while enhancing Grayland's service offerings could lead to a 5% increase in leads.

-> WHAT YOU PROVIDE (Referral)

Grayland's target market of commercial lenders and property owners may include individuals looking to improve their properties or personal appearances, leading to referrals to Enriquez Aesthetics for luxury skincare services.

VALUE: Grayland can enhance their client satisfaction by providing exclusive aesthetic services, potentially leading to an increase in customer loyalty and repeat business, translating to an estimated \$15,000 in additional revenue.

[!] PARTNERSHIP SCENARIO

Grayland can include Enriquez Aesthetics brochures in their client welcome kits for new commercial property owners. In return, Enriquez can have a referral card program where clients who book a facial receive a discount on Grayland's appraisal services, creating a win-win for both.

[*] UNIQUE SYNERGY

This partnership leverages Grayland's network of property owners who may benefit from luxury skincare services, creating a unique opportunity to target a niche market that values quality and luxury.

NEXT STEPS:

- 1 Set up a meeting between Bianca Enriquez and Lauren Hubel to discuss mutual referral strategies.
- 2 Develop a co-branded referral card system to distribute to clients.
- 3 Create a joint marketing campaign to promote the partnership at local business networking events.

25

Simple Creations By T

Professional Services

70%

<-> Bidirectional

<- WHAT THEY PROVIDE (Vendor)

Simple Creations can provide branded gifts and apparel for Grayland's clients and events, enhancing Grayland's service offerings and client engagement.

VALUE: By incorporating Simple Creations' products into their service offerings, Grayland can provide added value to their clients, potentially increasing their appraisal business through enhanced client relationships.

> WHAT YOU PROVIDE (Referral)

Grayland serves commercial lenders and property owners who may need custom gifts or promotional items for their clients, while Simple Creations By T caters to individuals and organizations celebrating milestones. This aligned target market presents an opportunity for referrals without direct competition.

VALUE: By referring clients to each other, Grayland could enhance client satisfaction and loyalty, while Simple Creations gains access to a steady stream of potential corporate clients, increasing revenue.

!] PARTNERSHIP SCENARIO

Grayland could refer property owners looking to celebrate property acquisitions or anniversaries to Simple Creations for personalized gifts, such as custom plaques or branded apparel. For example, if a commercial property owner closes a significant deal, Grayland could suggest Simple Creations to provide a personalized gift, enabling both businesses to benefit from the relationship.

[*] UNIQUE SYNERGY

This partnership is unique as it combines Grayland's established commercial client network with Simple Creations' specialty in personalized gifts, creating a niche service that enhances client relationships in real estate transactions.

NEXT STEPS:

- 1 Grayland to create a list of potential referral scenarios where personalized gifts could be beneficial for clients.
- 2 Simple Creations to design a special package tailored for Grayland's clients with pricing and options.
- 3 Schedule a meeting to discuss referral agreements and marketing strategies.