

BUSINESS RELATIONSHIP ANALYSIS

Big Rig Compliance Pros!" We buy any house

2 Relationships Identified

BUSINESS PROFILES

Big Rig Compliance Pros

Contact: Sherika Carter

Industry: Professional Services

Big Rig Compliance Pros helps truck drivers and trucking companies stay compliant with State and Federal regulations by handling filings, renewals, permits and other back office paperwork so they can focus on driving.

We buy any house

Contact: Chris Moore

Industry: Professional Services

Buy distressed properties

REFERRAL 1/2

75% conf

We buy any house!" Big Rig Compliance Pros

Reasoning:

Both businesses target individuals or companies that may be experiencing financial difficulties or operational challenges. We Buy Any House can refer distressed homeowners who may have trucking businesses or be in need of transportation solutions for moving properties, while Big Rig Compliance Pros can refer clients who are selling their homes and need a quick cash offer.

Value Proposition:

Each referral could lead to an additional \$10,000 in revenue for We Buy Any House and help Big Rig Compliance Pros expand their client base by 10% annually.

Collaboration Example:

We Buy Any House identifies a client who is behind on mortgage payments and is also a small trucking business owner. They refer this client to Big Rig Compliance Pros for help with regulatory compliance, which frees up the owner's resources to focus on selling their home. In return, Big Rig Compliance Pros refers clients needing to sell their homes to We Buy Any House for quick cash offers.

Synergy Potential:

The unique pairing comes from the fact that both businesses serve individuals facing financial and operational pressures, providing a holistic approach to their clients' needs.

Action Items:

1. Set up a referral agreement that outlines the commission structure for each successful referral.
2. Create a joint marketing flyer highlighting the benefits of both services for distressed homeowners and trucking business owners.
3. Schedule a monthly coffee meeting to discuss potential referrals and share insights about their target markets.

Value: MEDIUM

MUTUAL BENEFIT

REFERRAL 2/2

70% conf

Big Rig Compliance Pros!' We buy any house

Reasoning:

Big Rig Compliance Pros can identify clients who may be struggling with compliance issues due to financial hardships and refer them to We Buy Any House for a quick sale. This helps their clients alleviate financial burdens while providing We Buy Any House with potential leads.

Value Proposition:

Each referral could lead to an additional \$10,000 in revenue for We Buy Any House, while Big Rig Compliance Pros could strengthen client relationships by providing a holistic solution.

Collaboration Example:

During a compliance consultation, Big Rig Compliance Pros finds out a client is facing foreclosure and needs to sell their home quickly. They refer the client to We Buy Any House, who makes a cash offer. The trucking company resolves their financial issues and maintains compliance, while Big Rig Compliance Pros earns goodwill and a potential referral fee.

Synergy Potential:

This partnership leverages the intersection of financial struggle and operational compliance, allowing both businesses to support clients in distress with timely solutions.

Action Items:

1. Develop a protocol for identifying clients who might need to sell their homes during compliance consultations.
2. Host a joint webinar on financial and regulatory compliance for small business owners, highlighting both services.
3. Create a monthly newsletter feature that includes a spotlight on the partnership and success stories.

Value: MEDIUM

MUTUAL BENEFIT