

# BUSINESS RELATIONSHIP ANALYSIS

## JAX AI Agency !” We buy any house

2 Relationships Identified

### BUSINESS PROFILES

#### JAX AI Agency

Contact: Vic Bushe

Industry: Technology

Technology and AI Consulting

#### We buy any house

Contact: Chris Moore

Industry: Professional Services

Buy distressed properties

### REFERRAL 1/2

80% conf

JAX AI Agency !” We buy any house

#### Reasoning:

JAX AI Agency targets small and mid-sized businesses, including those in real estate, which overlaps with We Buy Any House's clientele of distressed property sellers. JAX AI could refer clients who may need to quickly sell homes to avoid financial distress.

#### Value Proposition:

By referring clients, JAX AI can earn a commission of 5% on any successful house sales, enhancing their revenue while providing We Buy Any House with a steady stream of leads.

#### Collaboration Example:

JAX AI Agency identifies local real estate agents who often have distressed sellers. They create a referral program where for every client referred to We Buy Any House that completes a sale, JAX AI receives a referral fee. For instance, if a referred seller sells a house for \$200,000, JAX AI earns \$10,000, fostering a mutually beneficial relationship.

#### Synergy Potential:

Both companies benefit from complementary services; JAX AI enhances its service offering while We Buy Any House gains access to a steady pipeline of potential sellers who need urgent assistance, creating a unique local network effect.

### Action Items:

1. Develop a referral agreement outlining commission structure and responsibilities.
2. Create marketing materials that JAX AI can share with local real estate agents highlighting the referral program.
3. Set up a monthly meeting between JAX AI and We Buy Any House to review referral progress and discuss client feedback.

Value: MEDIUM

MUTUAL BENEFIT

## COLLABORATION 2/2

70% conf

JAX AI Agency !' We buy any house

### Reasoning:

A collaboration could be beneficial since JAX AI's AI solutions can streamline the process of buying distressed properties for We Buy Any House, enhancing their operational efficiency.

### Value Proposition:

By collaborating, JAX AI can implement AI-driven analytics for We Buy Any House, potentially reducing their operational costs by 20% through improved decision-making on property acquisitions.

### Collaboration Example:

JAX AI develops an AI tool for We Buy Any House that analyzes property values in distressed neighborhoods, allowing Chris to make faster, data-driven offers on houses. For example, they could pilot the tool on 10 properties in Jacksonville, and if it results in a 15% faster acquisition rate, both companies can showcase this success through joint marketing.

### Synergy Potential:

This partnership uniquely combines technology with real estate, as JAX AI offers advanced tools that can transform how We Buy Any House operates, setting them apart from traditional property buyers.

### Action Items:

1. Set a meeting to discuss specific needs and goals for an AI tool that assists in property valuation.
2. Outline key performance indicators (KPIs) to measure the success of the AI tool within a pilot phase.
3. Develop a timeline for piloting the AI tool and regular check-ins to assess its impact on We Buy Any House's operations.

Value: HIGH

MUTUAL BENEFIT