Sponsored by SOFIA CAPITAL VENTURES

Independent Commercial Mortgage Brokers Alliance

Welcome to the (ICMBA)

SOFIA Capital Ventures is proud to sponsor a new organization for fellow mortgage brokers. The ICMBA is an alliance of independent commercial mortgage brokers who seek to collaborate with each other to provide more options for their borrowers and increase their loan close rate.

Unlike other mortgage associations that mainly offer networking, resources and education, the ICMBA focuses on connecting brokers to lenders who have been screened and vetted by the organization. The ICMBA also offers resources to help with operational functions, access to other members for networking as well as deal sharing, and education for new and experienced brokers.

If you are ready to see more loan requests turn into closed and funded transactions, **join the Independent Commercial Mortgage Brokers Alliance today.**

Here's what membership gets you:

- Access to a network of collaborative-oriented independent commercial mortgage brokers who want to help each other close more deals!
- More deal placement by simply increasing your reach into the lender funding pool.
- More closes, by knowing which lender is the best match for each type of deal. You will waste less time and close more loans.
- Weekly Newsletter providing update on the current commercial lending environment. Through our lender network we will send you a compilation of lender updates and other pertinent news weekly, to keep you current in your buyer/borrower markets.

From SOFIA Capital Ventures, ICMBA Sponsor

SCV is specifically contributing:

- Access to our database of over 100 pre-screened lenders ranging from small cap, hard money to over $100 MM debt/equity transactions.
- For each deal submitted to us for review, our team provides written feedback – a report you can give your borrower.

©2024, SOFIA Capital Ventures, LLC www.SOFIACap.com

Sponsored by

SOFIA CAPITAL VENTURES

Independent Commercial Mortgage Brokers Alliance

Resources

In addition to facilitating your deal flow, SCV is also contributing educational programming, marketing flyers, and operational guidance on managing deal flow. Some of the tools you can immediately access include:

- A 6-part pre-recorded audio series on commercial lending fundamentals, complete with transcripts (for beginners)
- A pre-screening tool that can be used with all of your initial inquiries to lenders to cut the amount of time you spend knocking on the wrong doors.
- A full set of loan intake forms, both proprietary and from specialized lenders, to make your initial loan application process as smooth as possible.
- Operational guidance on data storage, file management, and protecting the privacy of your clients' data.

How the ICMBA works for you

1. Make an initial inquiry or submit deals via SCV, using intake forms we provide.
2. We will use our Rolodex to match your client's needs with at least 3 lenders.
3. We will make initial inquiries with each lender we identify to confirm deal type and size.
4. We will let you know which lender or lenders want to see a full package from your borrower with intent to fund.
5. If there is no funding interest, we will email you a report with lender feedback and suggestions for the borrower as to how to make the deal "fundable."
6. Pay a "5%" referral fee to SCV on the back end for the 1st deal closed with each lender we introduce you to. After that, you are direct to the lender with no further obligation.

You are under no obligation to share deals with SCV and are free to network with any other broker in the Alliance and make your own inquiries and/or deal-sharing agreements.

How to sign up

1. Complete the Membership Application Form
2. Get approved and sign the Membership Agreement
3. Pay the set-up fee of $288 (includes first month's membership)
4. Create your broker profile/client profile (to be shared with the members)
5. Maintain your Alliance membership for $88/month (or Annual fee of $992)

©2024, SOFIA Capital Ventures, LLC

Guarantee

There are no promises to close any specific loan. We cannot guarantee that every loan request you submit will get funded. Not every deal is fundable as presented. What we can guarantee is that we will make conscientious effort to identify one or more lenders in our database that have the potential to meet your client's needs. We guarantee we will provide written feedback on every loan request you send us. We guarantee we will keep you current on the state of commercial lending, according to our funding sources. If you're not 1000% satisfied with the services you are receiving, cancel at any time.

Sponsored by SOFIA Capital Ventures

SOFIA Capital Ventures (SCV) was established in 2012 by a small team of professionals who were "Sick OF It All!" We wanted to bring a higher standard of performance and provide meaningful value to the commercial mortgage industry. Since its inception, SCV has grown into a well-respected national commercial mortgage company that representing over 100 lenders to qualified borrowers.

Our branding is: your "**Concierge for Private Commercial Lending**." Like a hotel concierge, we know all the best places to go and have an inside lane to access.

By understanding our various lenders' underwriting criteria, we are able to quickly assess the "fundability" of any loan request and place it with the top two or three lenders who have the highest probability of closing on that transaction.

Of course, there are plenty of reasons that deals fall apart; however, with our depth of experience and knowledge, we are usually able to spot the "gotchas" and give the sponsor immediate feedback on what they need to do to strengthen or adjust their loan request.

Questions?

Contact Barbara Leuin, CEO, SOFIA Capital Ventures, at (760) 809-6236 or email barbara@sofiacap.com

©2024, SOFIA Capital Ventures, LLC