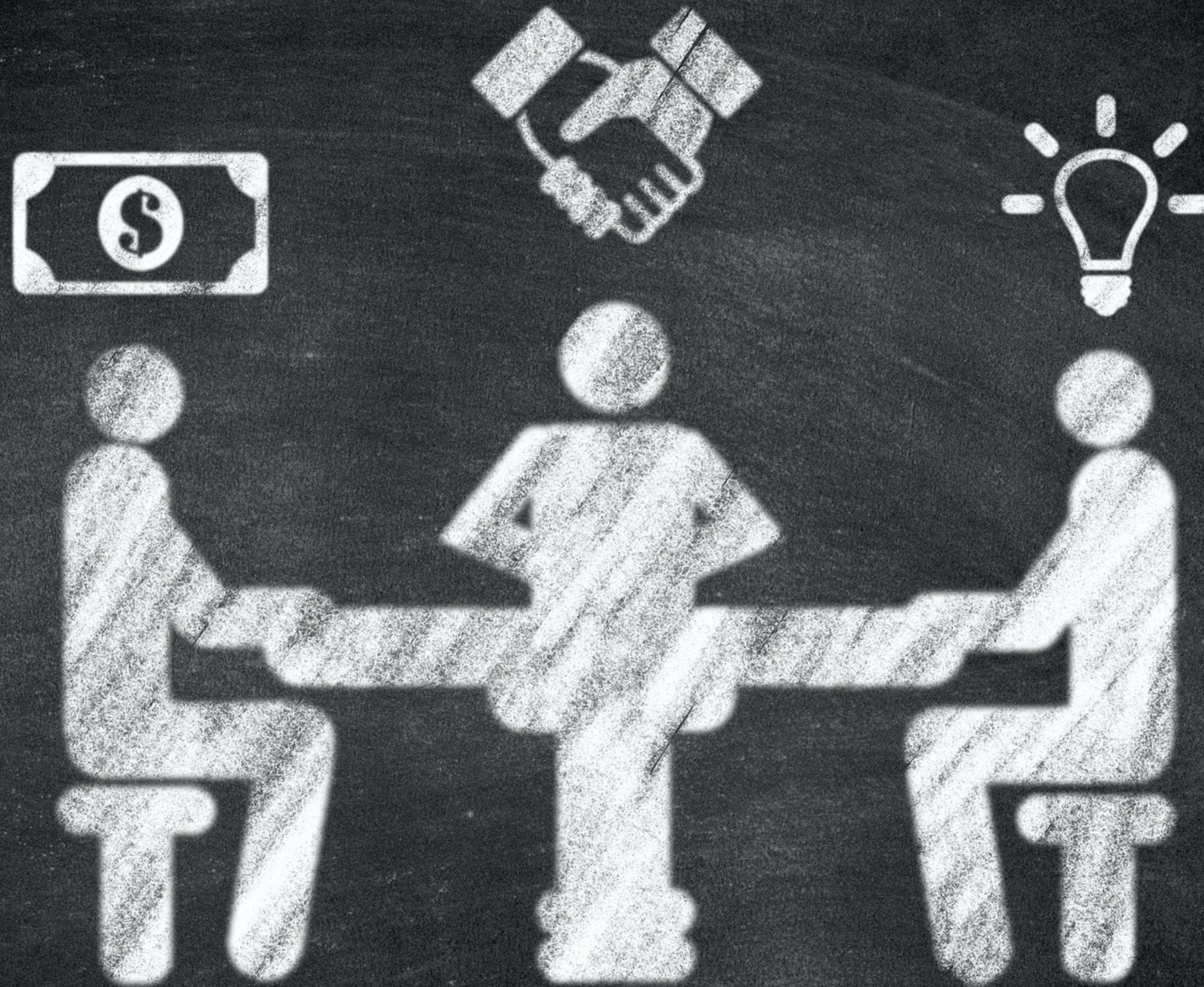


Investor Season



POWERED BY *Sundae*

AS SEEN IN

yahoo!

Dr.
Phil

CNN

BUSINESS
INSIDER

TE

Forbes

★★★★★
400+ Reviews .io

Who is Sundae?

A marketplace for OFF-MARKET properties.

Sundae locates off-market "dated and damaged" properties and connects them to a community of over 20,000 investors so sellers get the highest and best offers and Agents get the most commission on the sale.



What is Unique about Sundae?

- **Unlike other "ibuyers" Sundae specializes in properties with a lot of damage versus other ibuyers that look for only "light rehab." With Sundae, the more distress the better, so it gives Agents more opportunities to make a sale and earn commissions.**
- **Sundae pays Agents a larger commission than most iBuyers on sales.**
- **The submission process for a property is super simple and the Agent does less work. It is a simple "hand off" to Sundae and they handle the rest.**





The Founders of Sundae:

Josh Stech and Andrew Swain

Who are they?

Both Josh and Andrew were successful Executives for a major private lending company that eventually became a "unicorn" which is a private company valued at a billion dollars.

Why they founded Sundae?

Josh and Andrew were tired of seeing predatory practices by "bad actors" who were taking advantage of sellers in distressed situations. Sundae wanted to be a better and more ethical solution.

New Income Streams for Agents.

Sundae believes that real estate agents are their best partners. They have created a simple way for Agents to get paid for referring off-market properties to Sundae. In addition, they are now introducing a way for Agents to make residual income by referring other agents to Sundae..



Income Streams for Agents

CAPITALIZING ON INVESTOR SEASON.

2 Income Streams

Brought to you by SUNDAE

Who can make money with Sundae?

Licensed real estate professionals including licensed Wholesalers and Investors.

1. Refer a property to Sundae

When you refer an off-market distressed property to Sundae, and the purchase is approved, you get an attractive commission.

2. Refer an Agent who refers a properties to Sundae

Tell your Agent friends about Sundae and have them join the referral program under your name. When that Agent refers a property to Sundae, and it becomes an approved purchase, you get paid. You also have the opportunity to get paid on every Agent your Agent friends refer!



The Massive Opportunity

Create New Income Streams with Sundae

It's simple. Make Sundae one of your trusted investor buyers and you win. In addition, recruit agents who also want a new income stream and when them and their agents friends refers a property to Sundae and sells, you win. That is an income stream that grows on itself.

There is no cost to join The Sundae Referral Network.

440,000

Dated and damaged properties sold in the past year.





Referring a property to Sundae

HOW IT WORKS



Property Types allowed for referral to Sundae.

NOTE: Properties built before 2010 usually require more repairs and that is what Sundae wants. Make 2010 or older your main focus.

- **Single Family Homes**
- **Townhomes**
- **Condos**
- **2-4 Plexes.**



Sundae wants ALL types of distress situations

INCLUDING BUT NOT LIMITED TO:



Looking to sell the property
as-is



Financial distress such as
medical bills or foreclosure



Sudden or unexpected life
events



Downsizing or relocation
due to retirement



Inherited property you can't
keep



Structural issues,
unpermitted work or
condemned houses



Damage from natural
disasters



Vacant or problematic rental
property

The Process

SIMPLE - EASY - PROFITABLE

03



1. Find a seller with a "dated/damaged" property

Sundae is a perfect solution for hard to sell properties due to distress. When you find a seller who wants to sell quickly and you want another option to get paid quickly, submit it to Sundae.

2. Submit Property to Sundae online

Sundae has an easy to use, simple, online platform for you to submit the property information. If the property is a fit, Sundae takes it from there!

3. Get paid a Commission

Sundae will handle the whole process from start to finish. You will get paid an attractive commission 4 days after the property is purchased. COMMISSIONS EXPLAINED ON NEXT SLIDE.

Referral Dashboard

Submit Referral

My Referrals

Invite New Member

My Network

Commissions

Rank

Resources

Support

Account

Refer a Property

Please enter the address below for the property you would like to refer. Prior to submitting make sure the property is a match for Sundae's marketplace and the homeowner is interested in working with us. Remember, you'll only receive a commission on properties that sell on Sundae's marketplace.

I am confirming that I do not have an active listing agreement with the seller and the seller has agreed to speak with Sundae.

123 Street, City, ST, ZIP

Submit Referral



Commission Explained

- You will receive 25-30% of the total commission received by Sundae for any property you refer.
- All Examples and Commissions shown are based on the "average" commissions received by Sundae which is 5.7% of Purchase price.
- For dollar amounts of commissions we are assuming a purchase price of \$300,000 for the following examples.
- $5.7\% \times \$300,000 = \$17,100$ (Total Commission Received by Sundae)
- All commission percentages you see are taken from total commission received by Sundae. In these examples that will be **\$17,100**.



Commission Examples

Recall the average commission percentage received by Sundae is 5.7% of the purchase price. In the examples below we are assuming a purchase price of \$300,000 making Sundae's total gross commission \$17,100

The more properties you refer in a 12 month period the higher the percentages.

25%

If you close up to \$299,999 in Gross Sales Volume in past 12 months you receive 25% of Total Commission.

EXAMPLE:

$25\% \times \$17,100 = \mathbf{\$4,275 \text{ to you}}$

27.5%

If you close \$300,000-\$699,999 in Gross Sales Volume in past 12 months you receive 25% of Total Commission.

EXAMPLE:

$27.5\% \times \$17,100 = \mathbf{\$4,702.50 \text{ to you}}$

30%

If you \$700,000+ in Gross Sales Volume in past 12 months you receive 25% of Total Commission.

EXAMPLE:

$30\% \times \$17,100 = \mathbf{\$5,130 \text{ to you}}$

Disclaimer: This example is not intended to be representative of the income, if any, that you can or will earn as a Sundae Associate.

These figures should not be considered as guarantees or projections of your actual earnings.



Referring agents who refer agents.

MAKING RECURRING INCOME



The Recurring Income Opportunity



You get paid when an Agent you refer refers a property to Sundae that sells. You also get paid when an Agent they refer, refers a property to Sundae that sells. If qualified, you can earn overrides on up to five downline Tiers plus bonus Tiers.

IMPORTANT: This opportunity costs you nothing and it doesn't prevent you from working with any other companies or investors. This is simply a new income stream. There is NO limit on how many people you can recruit to your team! The more agents you refer the greater the opportunity:)

More Details on the tiers of income below..



Quick definition before we explain more about the income tiers...

In the Examples shown you will see the term ACTIVE AGENT:

An Active Agent is an agent who refers at least one property to Sundae every 6 months **OR** an agent that recruits at least 1 agent every six months. Either will qualify them as an **Active Agent**. This will become important when it comes to unlocking tiers of income.

The Tiers of Income



Tier 1: Independent Associate

For Every Agent you directly recruit to your team you will receive 5% of the Total Commission received by Sundae. Those agents are on your Tier 1.

Recall that Sundae on average receives a 5.7% Commission based on purchase price. In these examples we'll be assuming an average price of \$300,000 so you can get a sense of the numbers.

Based on a \$300,000 property sale, the total commission Sundae receives is **\$17,100**.



Potential commission from a Tier 1 team member based on a property sold to Sundae that is \$300,000

is \$855

(5% x 17,100 = \$855)

Example: If you have 5 people on your first tier, each of whom referred a property to Sundae and each property sold for \$300,000 in a month, your potential Tier 1 Override Bonus for that month is

\$4275/month

(5 x \$855 = \$4275)

This example is not intended to be representative of the income, if any, that you can or will earn as a Sundae Associate. These figures should not be considered as guarantees or projections of your actual earnings.

The Tiers of Income



Tier 2: Senior Associate

When a Tier 1 agent recruits an Agent then that agent is on your Tier 2. If you are qualified, you will get 4% of Sundae's total commission for any property that agent refers to Sundae.

IMPORTANT: In order to get paid on a Tier 2 agent, you must have at least 5 ACTIVE AGENTS on your first tier.

This is where things start getting exciting. When your team members recruit agents, and those agents refer properties to Sundae, you also get paid when those properties sell. This can scale very quickly the more people you get on your team.



Example: If you have 5 people in your first Tier who each recruit just 2 Agents then you will have 10 Agents in your Tier 2. Including Tier 1, you now have a total of 15 team members.

If each team member refers a property that sells for \$300,000 property this month. Your potential income is:

Tier 1: 5 x \$855 = \$4275

Tier 2: 10 x \$684 = \$6840

Potential Total Monthly Income: \$11,115

This example is not intended to be representative of the income, if any, that you can or will earn as a Sundae Associate. These figures should not be considered as guarantees or projections of your actual earnings.

The Tiers of Income



Tier 3: Premier Associate

When a Tier 2 agent recruits an agent, that agent will be on your Tier 3. If you are qualified, you will get 4% of Sundae's total commission for any property that agent refers to Sundae.

IMPORTANT: In order to get paid on a Tier 3 agent you must have at least 10 ACTIVE AGENTS on your first Tier and 15 total team members.



Example: 10 agents on your Tier 1 who recruit 2 Agents. This means you will have 20 agents on your Tier 2. If the Tier 2 agents each recruit 2 agents then you will have 40 agents on your Tier 3. (Team total 70 Agents)

If each team member refers a property that sells for \$300,000 this month. Your potential Tier 1, Tier 2, and Tier 3 Override Bonuses for that month are::

Level 1: 10 x \$855 = \$8,550

Level 2: 20 x \$684 = \$13,680

Level 3: 40 x \$684 = \$27,360

Potential Total Monthly Income: \$49,590

This example is not intended to be representative of the income, if any, that you can or will earn as a Sundae Associate. These figures should not be considered as guarantees or projections of your actual earnings.

The Tiers of Income



Tier 4: Executive Associate

When a Tier 3 level agent recruits an Agent they will be on your Tier 4. You will get 4% of Sundae's total commission for any property that agent refers to Sundae.

IMPORTANT: In order to get paid on a level 4 agent you must have at least 15 ACTIVE AGENTS on your first Tier and 75 total team members.



Example: Lets use a more conservative example. You have 15 Tier 1 Active Agents and a total team of 75 Agents which is what is required to unlock Tier 4. If those 75 agents (15 Tier 1 + 60 in the other Tiers) each refer 1 property that closes in A YEAR the potential income is \$53,865 for the year.

$$(15 \times \$855) + (60 \times \$684) = \$53,865$$

The Tiers of Income



Tier 5: Presidential Associate

When a Tier 4 agent recruits an agent they will be on your Tier 5. If you are qualified, you will get .5% of Sundae's total commission for any property that agent refers to Sundae.

IMPORTANT: In order to get paid on a Tier 5 agent, you must have at least 20 ACTIVE AGENTS on your first level and 200 total team members.



TIER 4&5: THE BONUS TIERS



Once you reach Tier 4 Executive Associate you will receive a .5% bonus for every property referred that sells past your Tier 4 (So Tier 5 and beyond)

Once you reach Tier 5 Presidential Associate you will receive a 1% bonus for every property referred that sells past your Tier 5 (So Tier 6 and beyond)

This means you have the potential for a bonus to unlimited depths on your team!

IMPORTANT: When someone on your team also hits the Tier 4 or 5 bonus levels, your bonuses will stop at the tier at which the agent on your team starts to receive their bonus.

EXAMPLE:

An agent on your Tier 20 reaches Tier 4 Executive Associate. Starting at that agent's Tier 5 level they will now receive the .5% bonus and your .5% bonus will cease. In other words you will continue to receive your .5% bonus until your tier 24 and your team agent will receive the bonus starting at tier 25 .

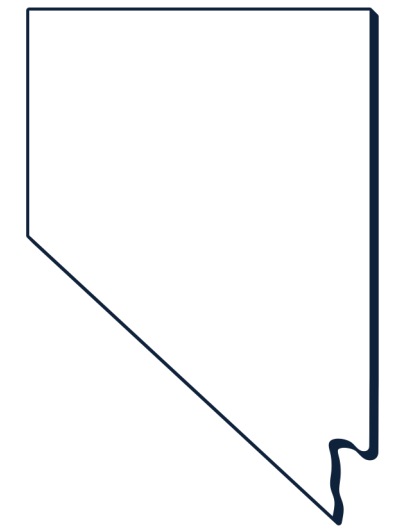
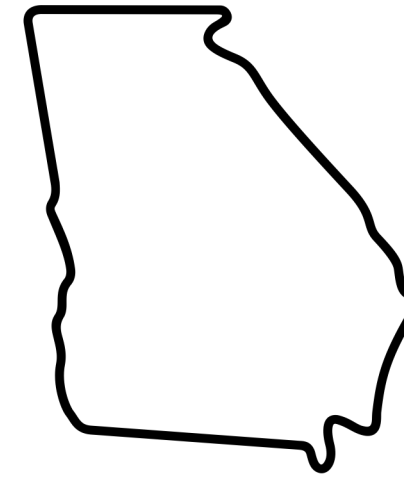


Markets of Opportunity

These are the cities and markets where Sundae is currently operating.

That said, focus on building your team in EVERY market because the larger you team the larger the opportunity.

Agents have connections in other markets and as Sundae expands they may enter your market.



California

- San Diego
- Inland Empire
- Orange County
- Los Angeles
- Sacramento
- Oakland

Washington

- Seattle

Texas

- Dallas
- Houston

Georgia

- Atlanta

Nevada

- Las Vegas