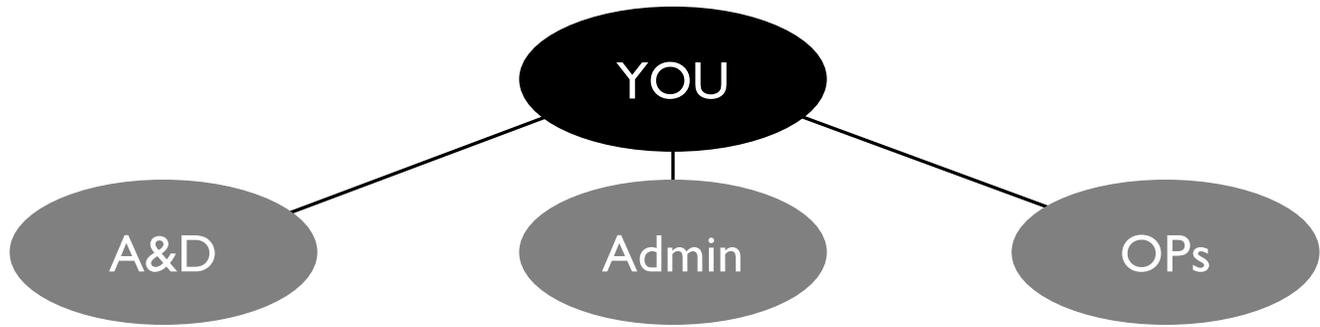


The 7th Level: The Path to People Leverage



Acquisition & Disposition

- 1) Generate Leads
- 2) Evaluate Opportunities
- 3) Do Deals

Administration

- 1) Legal & Finance
- 2) Contracts & Closings
- 3) Database & File Management

Operations

- 1) Leasing
- 2) Property Management
- 3) Maintenance & Construction

The 1st Level

YOU

The 2nd Level

YOU
Admin

The 3rd Level

YOU
Admin
Admin

The 4th Level

YOU
Admin
Admin
OPs

The 5th Level

YOU
A&D Admin OPs
Admin OPs

The 6th Level

YOU
A&D Admin OPs
Admin OPs
Admin OPs

The 7th Level

YOU
OTHER BUSINESS
OTHER BUSINESS
OTHER BUSINESS
A&D CEO Admin OPs
Admin OPs
Admin OPs