



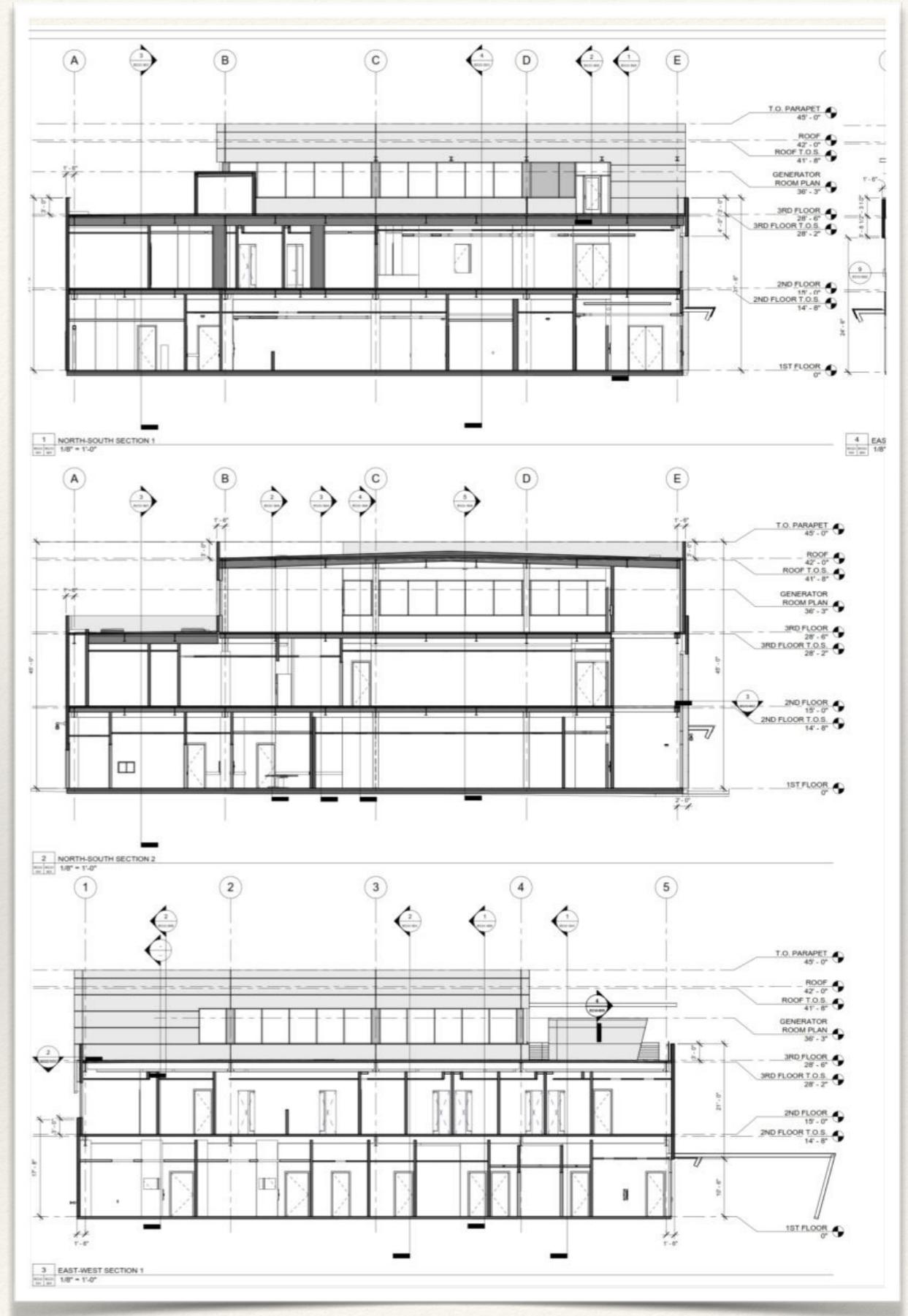
*EcoSteel Presents:*

# Real Estate Agent Referral Program

**ECO STEEL**<sup>®</sup>  
[www.EcoSteel.com](http://www.EcoSteel.com)

# Scope of services pt. 1

EcoSteel designs, engineers, and supplies architectural steel buildings. Our steel buildings provide the world's most advanced Eco friendly construction systems. EcoSteel can take on Commercial, Residential, Multi-Family and Mixed Use projects. EcoSteel uses a combination of commercial-grade steel framing wrapped in steel insulated panels. This unique approach provides optimal strength, versatility, and energy efficiency while maintaining the architects ability to design the building freely without limits.



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# Scope of services pt.2

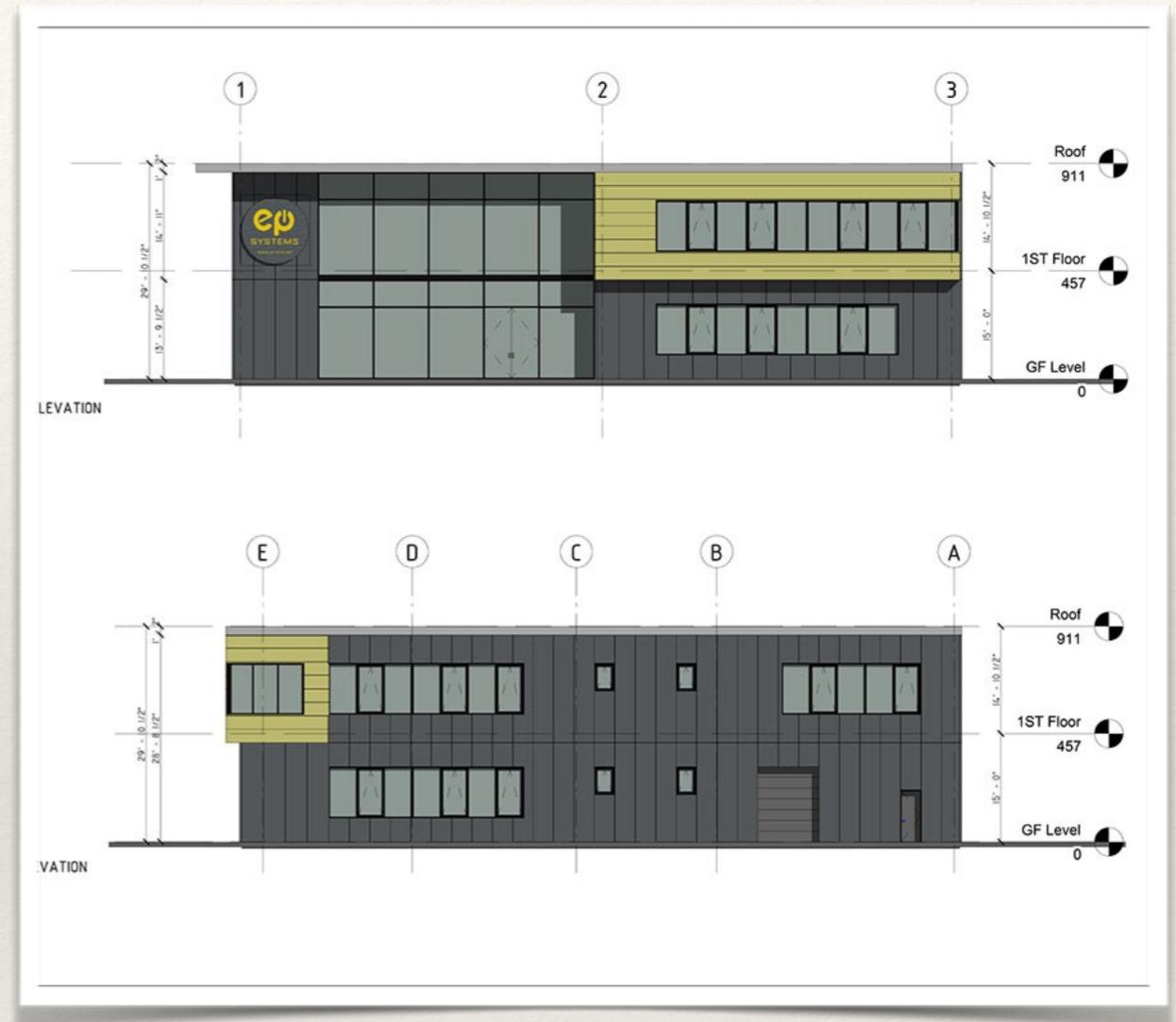
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EcoSteel provides preliminary 3D design schematic services to clients without architectural plans that want to get a preliminary design expression of their ideas, **or**, take the client's available architectural plans and work off of them to engineer the building. *EcoSteel provides:* 1) The structural engineering. 2) The structure (the shell of the home). 3) The insulated exterior walls and roof panels. - Delivered to the client's job site as a pre-welded, pre-labeled, trade-ready kit of parts, ready for assembly.



# Scope of services pt.3

EcoSteel doesn't share any design plans and/or information on any completed or in-progress projects due to client confidentiality. EcoSteel doesn't provide architectural services (**not an architect**) or labor (**not a general contractor or steel erector**), or any windows/doors and any finishes at all. EcoSteel doesn't provide rough numbers, price per square foot estimates, or ball-park figures. *To get a price quote EcoSteel needs a set of design plans reflecting wall and roof plans and building elevations.*



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# Who should you be contacting?

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*In this real estate agent program, it's best to focus on commercial building opportunities.*

Contact:

Architects

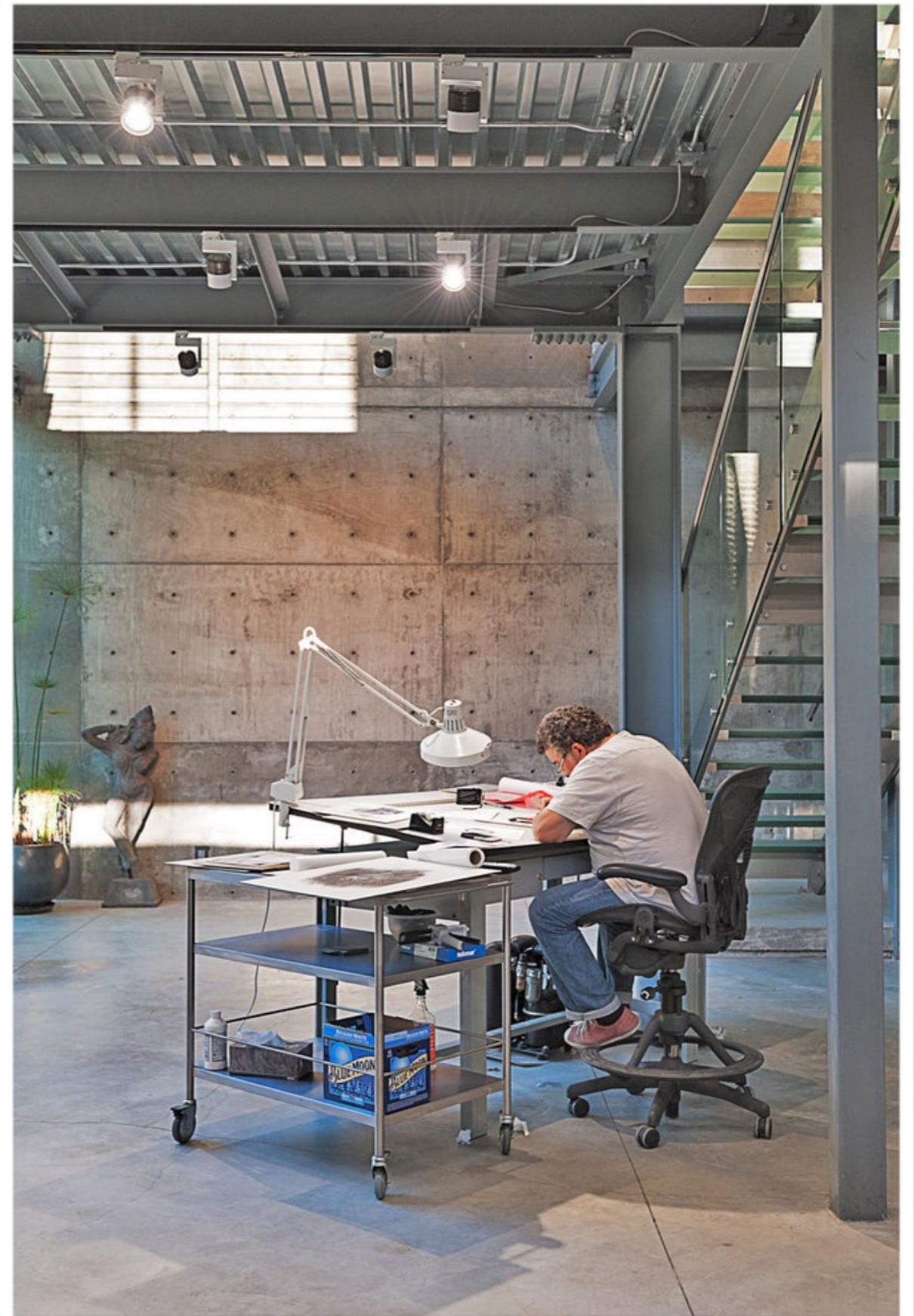
Developers

General Contractors

Business Owners

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Every single one of these contacts may have a fitting project in mind for EcoSteel. *The main reason we suggest focusing on Commercial opportunities, is due to much faster conversation times.*



# Why Real Estate Agents?

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EcoSteel understands the important role a real estate agent plays when it comes to finding solutions for their clients needs and wants to help agents make the most out of their relationship building efforts. By networking, marketing, phone calling, making introductions, meeting more people and building a network of Land-owners, Architects, Developers and General Contractors who want to build with steel and leverage EcoSteel's proven building technology, real estate agents who take part in this program can not only offer more value to their clients, but also make more money and grow their business.



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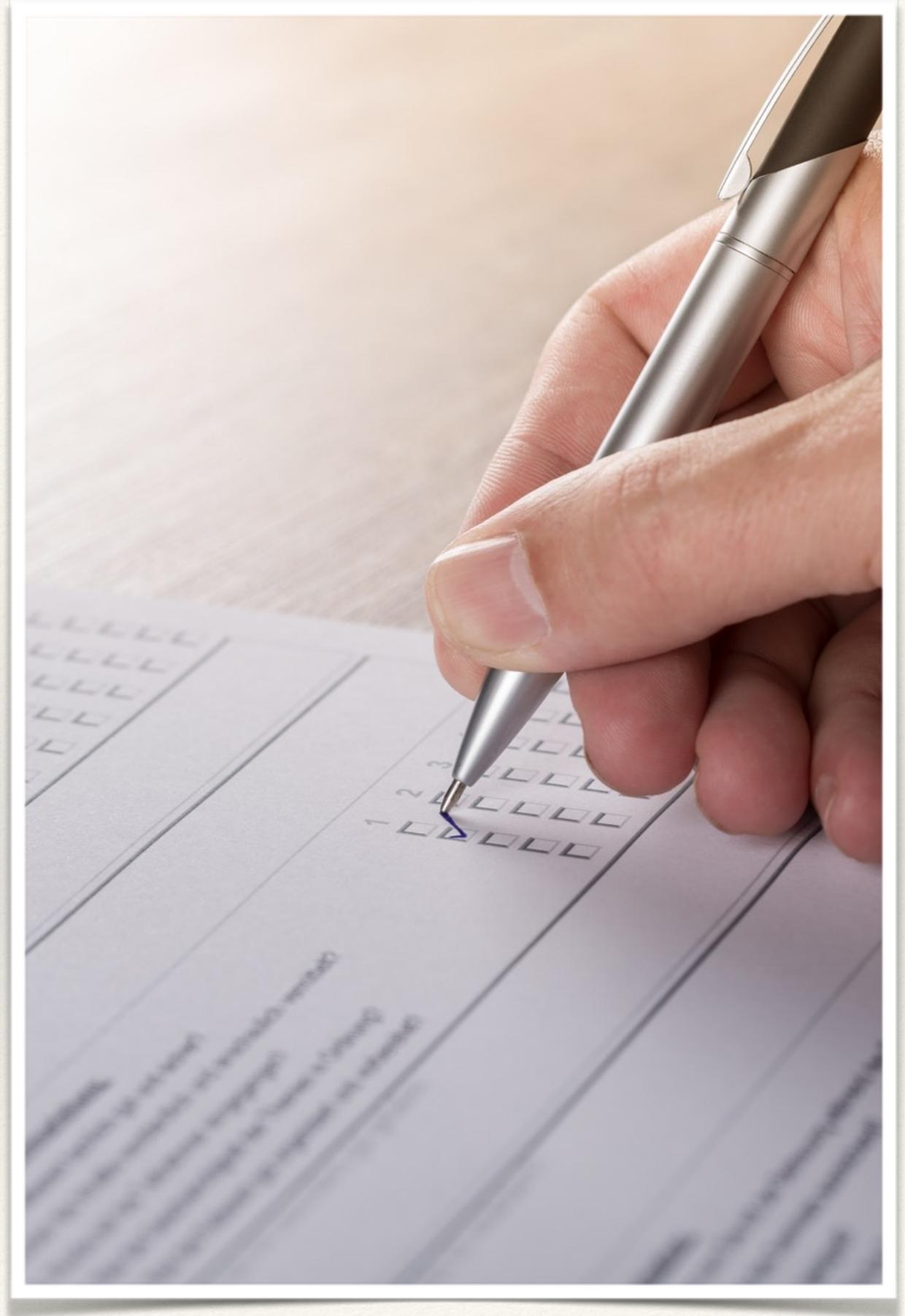
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## Does this require a real estate license?

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No.

There is no escrow, and no transaction of real property the agent would participate in that would require a real estate license or a real estate broker's involvement, no direct sale is taking place by the real estate agent. Agents are simply utilizing their networking strengths to offer more solutions to prospective steel building clients by introducing them to EcoSteel for design, engineer and supply services of steel building materials. The purchase contract is solely between EcoSteel and the client.



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# Know The Basics

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- ❖ EcoSteel designs, engineers and delivers premium steel buildings. In other words, EcoSteel is a premium steel building supplier for **custom projects**.
- ❖ EcoSteel works with Architects, Developers, Land-Owners and G.C's and their clients, nationwide.
- ❖ EcoSteel's home base is Orange County, CA (Laguna Niguel).
- ❖ EcoSteel only takes on projects 2,000sqft and up. Anything below 2,000 is not a fit.
- ❖ EcoSteel does not sell individual materials or components. New custom construction projects only. (Structural shell + wall/roof panels).
- ❖ Clients leverage EcoSteel's faster construction times, design flexibility, reduced labor costs, improved cashflow, premium energy efficiency and title 24 compliance.
- ❖ The strength of an EcoSteel building can provide great protection against earthquakes and hurricanes, the fire-rated wall and roof panel systems can also provide great protection in wildfire zones.
- ❖ EcoSteel does not provide any project financing.
- ❖ Any general contractor and/or steel erector can assemble an EcoSteel building with ease.
- ❖ EcoSteel's primary focus is on **commercial buildings**, but single family homes / ADU's, mixed use and development projects are part of the model.
- ❖ Prospect should have an estimated / rough or exact completion budget for their new construction project. The costs include but are not limited to a combination of Architect fees (designer), G.C fees (builder) and EcoSteel fees (building materials supplier). EcoSteel uses the clients budget to reverse engineer into a value & budget driven solution.

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# Estimate Process

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- ❖ 1: Prospect *either* submits their available architectural design plans to EcoSteel, or seeks EcoSteel's Preliminary 3D Design Schematic Services. *A Quote from EcoSteel cannot be provided without a set of design plans reflecting wall and roof plans and building elevation.*
- ❖ 2: EcoSteel reviews the plans submitted by prospect. If a fit, a web conference with the prospect is scheduled to review budgets, design, and timelines in detail. If prospect wants EcoSteel's Preliminary design services, submit your prospect to EcoSteel and a phone call or email follow up will take place to pre-qualify.
- ❖ 3: EcoSteel goes to work, creating a detailed price contract to furnish to the prospect. A phone call or a web conference is scheduled with the prospect to review the contract. Prospect either accepts, declines, or asks for more time to review.

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# Real Estate Agent Program Checklist

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- ❖ To join the program fill out this form to be contacted by a team member: <https://ecosteel.com/realtors/>
- ❖ For any future project submissions you will receive a direct web-link upon registration to the program from an EcoSteel team member.
- ❖ EcoSteel will vet the prospect and notify you on the result, please keep a pipeline with prospects submitted to EcoSteel for your records.
- ❖ If your prospect is not ready now but might be ready in the future, please keep a pipeline with tentatives dates to follow up on your prospects.
- ❖ The link below has 2 valuable videos and a blurb about EcoSteel. Please review to learn more: <https://ecosteel.com/proven-architectural-building-technology/>
- ❖ Focus on contacting architects, g.c's, developers, and commercial real estate brokers involved in the contemporary/modern and high-end building environment. Bigger projects result in higher dollar value contracts, commercial projects result in faster conversion times.



*Pg. 10 For all inquiries and program questions, email:*

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