



Smart Real Estate Coach

Partnership Opportunities





Welcome to the

Smart Real Estate Coach Family

By partnering with Smart Real Estate Coach, you'll become part of our family. And, as family, you become part of our inner circle of trusted members.

Smart Real Estate Coach is made up of several media properties, including coaching and mentorship programs, a YouTube channel, a podcast, several annual live events, a series of fully online self-guided courses with 100+ videos and more. Our sponsors and affiliates are connected to our highly-engaged members to achieve brand awareness, attract qualified leads, and relevant referrals.

As part of the Smart Real Estate Coach family, you would enjoy more than just advertising space. You'll get access to a unique blend of influencer marketing that is highly targeted to our real estate niche. You'll have many opportunities to connect and engage with an enthusiastic real estate audience that need your products and services to thrive.

We truly consider this audience to be our extended family. We only provide them with relevant and useful information to help them succeed. As a result, our audience trusts that the tips and resources we provide are worth subscribing to, which is why we're continuing to see new subscribers and members every year.

This partnership provides you a unique opportunity to grow right along with us and with our hard-working, intelligent followers. So, when you team up with Smart Real Estate Coach, it's more than just advertising — *it's growing your family network!*

"Sponsoring the team at SREC is a MUST for anyone wanting more business. We all want more business success, which usually requires a steady stream of clientele. This company will do that for you. My monthly business client list has tripled each month that I have been partnered with them. I am so thankful for Smart Real Estate Coach!"

- Elsa Palmer-Oden, CEO at Virtual Office VA Staffing





Who Are We?

Smart Real Estate Coach's Story

After many years of coaching and constantly doing deals himself independently, Chris Prefontaine founded Smart Real Estate Coach in 2014. The company coaches investors on how to properly scale and automate their businesses throughout the US and Canada — all without using their own cash, credit, or taking out bank loans to buy property.

Our team mentors, coaches, consults, and has Associates around the country doing exactly what we do in their day-to-day buying and selling business, so we're in the trenches every single week.

Between our existing Associates around the country and our own deals, we're still doing 20-30 properties every month, all secured with little to no money down.

Our purpose is to empower individuals and families to create the life of their dreams.

Our members and followers trust us because we provide them with valuable information. As a sponsor, your brand will benefit from the years of effort we've put in to build an engaged audience that trusts our recommendations.

As an organization, we:

- Constantly improve and innovate
- Complete all transactions with the highest integrity
- Match effort for effort
- Are always clear, blunt, and to the point
- Value team over ME



Who Are We?

Meet Our Family Team



CHRIS PREFONTAINE _____ FOUNDER/CEO

Chris Prefontaine, our Founder and CEO, is a 3-time best-selling author of *Real Estate on Your Terms*, *The New Rules of Real Estate Investing*, and co-authored *Real Estate Investing for Women*. He's also hosts the Smart Real Estate Coach Podcast. With almost 30 years in real estate, Chris and his family team have done thousands of transactions -- partnering with students across North America to do exactly what we do.



ZACHARY BEACH _____ COO/COACH

Zachary runs the day-to-day operations at Smart Real Estate Coach and has been a large part of scaling the company. He continues to be in the trenches coaching Associates and helping them complete deals. He co-authored the Amazon best-selling book *The New Rules of Real Estate Investing* and is extremely passionate about personal growth, mindset, and helping others reach their full potential.



LAUREN BULK _____ SALES & COMMUNITY DIRECTOR

Lauren is the Sale & Community Director at Smart Real Estate Coach, coming up with effective campaigns and systems to help everyone involved with the company. Her family has organized several events over the years to benefit those in need. Lauren's most cherished charity is the 3 Angels fund, which supports people going through cancer treatment.



NICK PREFONTAINE _____ PARTNER/COACH

After a serious accident, doctors believed Nick wouldn't be able to walk again. Against all odds, he fully recovered and now speaks regularly about overcoming adversity. Nick began his career in real estate at 16, knocking on the doors of pre-foreclosure homes. Currently, Nick works directly with buyers to get them on a path towards home ownership. He also co-authored *The New Rules of Real Estate Investing*.



RYAN STAPLES _____ CREATIVE DIRECTOR

Ryan is the Director of Creative Media at Smart Real Estate Coach. He handles many components of our digital branding strategies and in-house media projects, including video production, web & graphic design, and website development. Ryan works closely with the rest of the team to ensure that our Associates are receiving only the highest quality content.



GREG LEVINE _____ CFO

Greg is the Chief Financial Officer at Smart Real Estate Coach. He has an extensive background in accounting, business coaching, and real estate. These skills make him a perfect fit for helping our team achieve sustained and consistent business growth. A native of Atlanta, Greg is an avid tennis player and he is the author of the book "Mental Toughness 101."





Our Goal For You

As a part of our community, our goal is to help you get qualified referrals and increase your business revenues. More than simply mentioning your brand on our various media outlets, we actively seek ways to help you multiply your investment.

We do this by coming up with new and creative ways to drive qualified traffic towards your products and services, ultimately:

- Increasing your brand awareness
- Driving traffic to your website or blog
- Driving traffic to landing page funnels
- Referring members to you who have specific needs
- Generating qualified leads that come to you

We strive to make every business relationship long-term, but we understand that this depends on the returns you see from these efforts. That's why we work hard to find the best ways to include your products and services in our media properties — in relevant ways. The more highly-targeted referrals you get from us, the more likely you'll be to increase revenues on your end.



"Chris Prefontaine and his Smart Real Estate Coach team have built an impressive media company serving a highly-engaged community. Their audience takes action and looks to apply the same resources and strategies that Chris has used to grow his businesses. As someone who has spoken at Chris's events multiple times — being in front of his audience has been an exceptional experience and rewarding for our business development. Each speaking engagement has generated in excess of 10x ROI for Predictive and has given us the opportunity to work with amazing people from within Chris's community. Outstanding!"

- Stephen Woessner, CEO of Predictive ROI





How We Market You

Our followers are like our family. They trust and respect our suggestions and, as such, are an incredibly responsive audience. You just need to be in front of them.

Smart Real Estate Coach Podcast

Our podcast provides valuable tips from “in-the-trenches” real estate professionals, covering a variety of different niches. Your sponsorship gets you in front of tens of thousands of our active subscribers who are interested in all things real estate. Currently, our podcast is in the Top 10% of all real estate podcasts.

Smart Real Estate Coach Live and Virtual Events

Our annual live events in Newport, RI attract high-achieving real estate professionals. They travel or tune in from all across the nation, looking for tools and services to take their business to the next level. We also attract a lot of beginner entrepreneurs who are looking for resources and mentorship to avoid common mistakes.

Your sponsorship for our live event gives you a unique opportunity to share and speak about your business to our “by invitation only”

guests, who are serious about increasing their annual profits. They can and will utilize what you have to say. You can choose from several options, including: QLS Live, Business Scaling Secrets, High 6 Private Mastermind, and Associate Development Day.

Smart Real Estate Coach YouTube Channel

Our growing, highly-specific community of subscribers on YouTube get free access to important tips from our team and Associates around the country. Since each of our videos remain discoverable on YouTube in perpetuity, your sponsorship of our channel is a long-term investment that will likely generate returns for years to come. We release a minimum of 3 new videos every week.

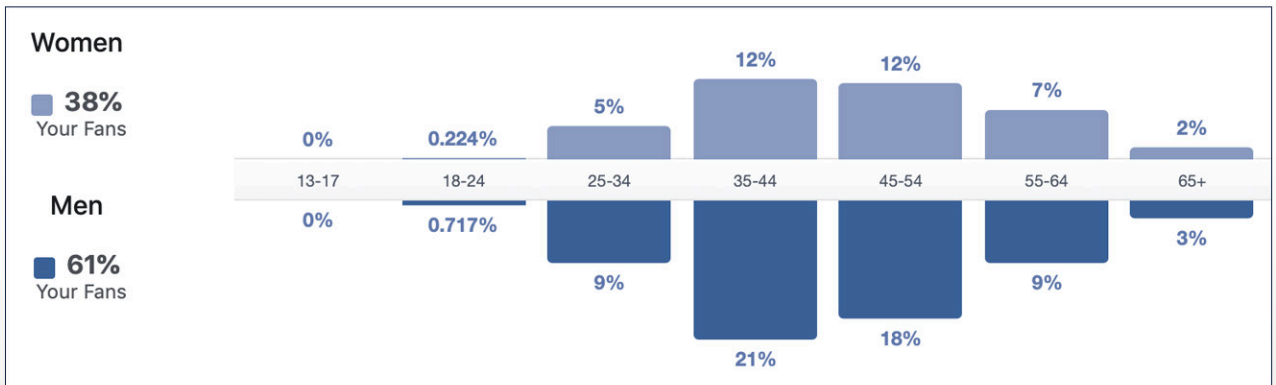
Smart Real Estate Coach Online Mentorship Program

Our ever-expanding library of content includes many additional channels to advertise your brand on, including: email lists, social media platforms, websites, online courses, as well as live trainings with members of our database each and every Thursday.





Audience Analytics



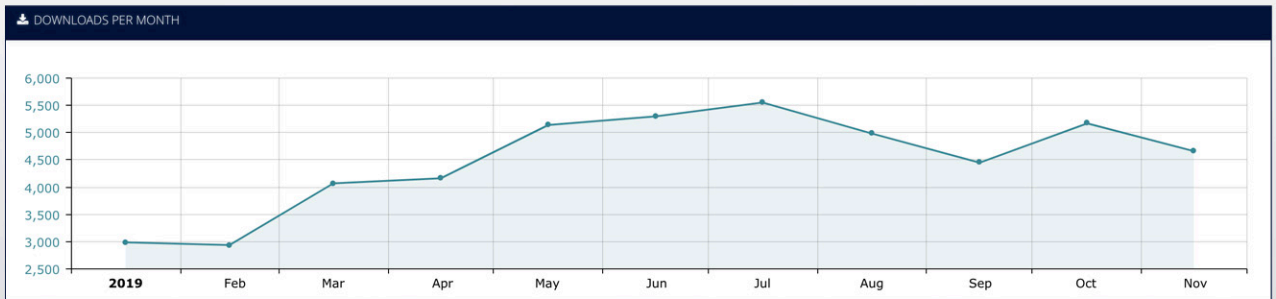
Current Subscribers (JULY 2020):

2,192



Current Followers (JULY 2020):

2,670



As of Summer 2020, SREC Podcast Downloads now exceed 7,500 Monthly on Average

Smart Real Estate Coach's Customer Avatar

- Married / Family-Based Business Owners
- Employed Full-Time Looking for Financial Freedom
- \$150k Average Annual Household Income

Live & Virtual Event Sponsorship

Speaking and Spotlight Arrangement at QLS Live or Business Scaling Secrets Workshop

- 40 minutes of main stage speaking time **[LIMITED AVAILABILITY]**
- Deliver your content and sell an agreed-upon product
Content must be beneficial and approved beforehand.
- Affiliate payout to SREC on products sold (if applicable)
- Booth to sell your product (if applicable) or have flyers/giveaways
- Featured space on our event website and promotional emails
- Video footage of your presentation filmed at the event
- Discounted room package at the hotel
- Food provided for both days (breakfast and lunch)
- Table banner for your booth (you provide high-res company logos)

Spotlight Arrangement at QLS Live or Business Scaling Secrets Workshop

- Affiliate payout on products sold (if applicable)
- Booth to sell your product, have business cards, flyers, etc.
- Featured space on our event website as a vendor/sponsor
- Discounted room package at the hotel
- Food provided for both days (breakfast and lunch)
- Table banner for your booth (you provide high-res company logos)
- Company mention from stage (minimum 1x per day)

* ALTERATIONS TO THESE PACKAGES WILL BE MADE FOR VIRTUAL EVENTS *



Whether you're interested in speaking at our event or would like to send a representative to share information about your company, we would love to have you represented at our next live event. And, more importantly, the attendees from our community will love your information. *It's not a cold audience. These people have spent \$1,000 on our core product, in addition to the cost of their event ticket, and they average \$4,000 in purchases per head each event.*

We also offer event meal and/or social sponsorship opportunities to pair with our speaking packages. *These must be approved by SREC.*

In addition to the the 40 minute timeslot you'll have during the event, you can also speak for an additional 20 minutes at either lunch or breakfast, giving you one hour total speaking time.

"Working with Chris and his entire team has been one of the better decisions we have made this year. Sponsoring his events and participating in some of their other partnerships has been very profitable for us. They maintain a tremendous list of investors who will spend money on the right products. Count us IN on everything this year!"

- Stephen Wible, Business Development at CreditSuite

The fees associated with meal sponsorships include the cost of the speaking and/or booth arrangement. For more information on these packages, see the next page for details.

Be sure to ask about how you can sponsor one of our exclusive "Associates Only" Development Days, Mastermind events, or Group Dinners.





Branding Sponsorships

Below you'll find several prearranged sponsorship levels you can invest in anytime. We're also happy to create custom packages for you.



AVAILABLE

Breakfast or Morning Coffee Sponsor Lunch Sponsor

Cocktail Hour / Social Sponsor

at QLS Live or Business Scaling Secrets Workshop

- These fees include the cost of the booth arrangement
- An additional 20 minutes to speak during the "working breakfast or lunch"
- Branded napkins or drink tickets (maximum of 500 included as part of sponsorship)
- Exclusive branding at the function and on event signage
- Branding on the event's website and in the event manual
- Company mention from stage (minimum 1x per day)



AVAILABLE

ID Badge Lanyard

at QLS Live or Business Scaling Secrets Workshop

- Exclusive branding on all conference lanyards
- Branding on the event's website and in the event manual
- Company mention from stage (minimum 1x per day)



SOLD
OUT



AVAILABLE

High 6 Lounge

at annual QLS Live Event

- Exclusive branding in the lounge for our top-level Associates. Our High 6 member price is currently \$100,000 -- so these are serious business builders that you'll be in front of; they're our best.
- Opportunity to place additional giveaways and promotional items, as well as receive face-time with a specific tier of our community
- Branding on the event's website and in the event manual
- Company mention from stage (minimum 1x per day)

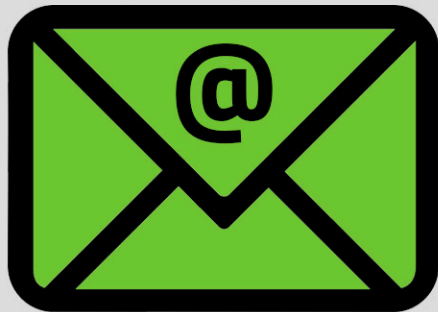
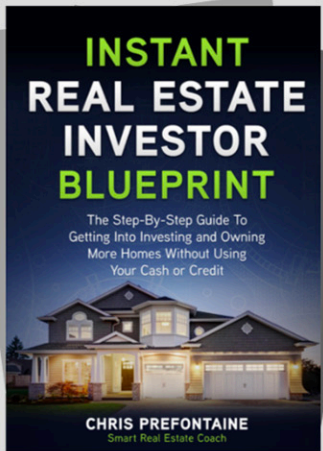

**BUSINESS SCALING
SECRETS**
Live in Newport, Rhode Island

"There's definitely an energy when you come to these events. We've been to two so far and it's completely different than anything else I've ever attended. My wife and I saw people running to their cars at breaks to make phone calls because you just end up so inspired by the people you're around for these 3 days."
- Steve Mernick, High 6 Associate



Partnership Opportunities

Below you'll find several prearranged sponsorship levels you can invest in anytime. We're also happy to create custom packages for you.



Smart Real Estate Coach Podcast

www.SmartRealEstateCoachPodcast.com

- Mentioned each show during sponsor slots (1 midroll minimum per episode)
- Show is available weekly on iTunes, Spotify, Stitcher, Amazon Echo, Google Play, and iHeartRadio
- Listed on the podcast website
- Weekly e-mail broadcast to entire database with sponsors listed
- 4 custom quarterly e-mails to our database that you provide



Smart Real Estate Coach YouTube Channel

www.YouTube.com/SmartRealEstateCoach

- Your sponsorship secures you 1 of 3 weekly video themes with an email broadcast
- Choose from: *Deal Structure Sundays*, *Motivational Mondays*, and *Q&A Thursdays*
- Logo placement on custom video backdrop and in the video's end credits
- These videos are also published weekly on our Facebook business page



Smart Real Estate Coach eBook

www.SmartRealEstateCoach.com/eBook

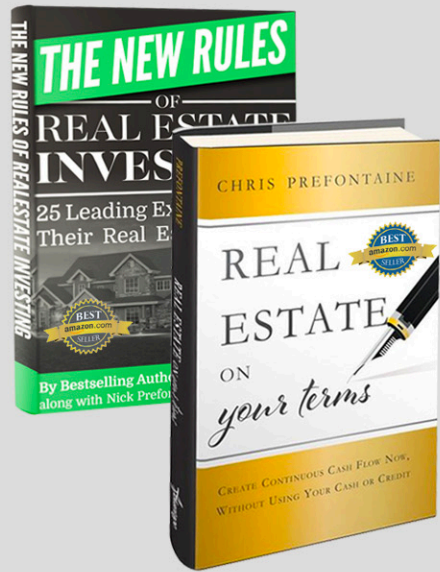
- Co-Sponsorship also available
- Book is distributed to our entire database of 13,500+ and each contributor's database
- Usually 6-12 industry experts contribute to the eBook



Smart Real Estate Coach Weekly eMails

- Your sponsorship secures you placement on our weekly marketing e-mails
- A minimum of one e-mail mention to our database each and every week
- Our database is organically grown, consisting of over 13,500 recipients and growing





Partnership Opportunities

Below you'll find several prearranged sponsorship levels you can invest in anytime. We're also happy to create custom packages for you.

2

AVAILABLE

Smart Real Estate Coach Academy

www.SmartRealEstateCoachAcademy.com

- Several thousand students per year go through courses on the SREC Academy platform
- Our most popular course, the Quantum Leap System, consists of 64+ videos over 10 modules
- Your module sponsorship will contain a video up to 3 minutes in length, your contact information, and your detailed offer. *Affiliate program required on product offering.*

1

AVAILABLE

Smart Real Estate Coach's "Guaranteed Best-Seller" Program

- Your sponsorship secures you one chapter in SREC's next Amazon Best-Seller
- You'll have the opportunity to co-author a book and become a best-selling author
- This is attraction marketing at its best
- You'll also receive 200 copies of the book
- *Opportunity available as our promotion schedule permits*

1

AVAILABLE

Smart Real Estate Coach Quarterly Webinar Sponsorship

www.SmartRealEstateCoach.com/Webinar

- The webinar is our #1 lead generation tool, so thousands of potential clients see it each month

You have two sponsorship options:

OPTION ONE: BASIC

- Quarterly sponsorship with video at the end of the webinar, up to 3 minutes in length

OPTION TWO: DELUXE

- Everything included in Option One and you'll be added to email sequences following the Webinar
- This has months of shelf-life past the actual webinar
- On average, viewers get 14 emails after the initial webinar and you'll be featured



"I have had the great fortune of getting to work with Smart Real Estate Coach, as an affiliate, coaching associates in their community. I am so impressed by Chris and Zach's win-win mentality, the way they support and promote their affiliates, and the quality of the incredible community of people I've had the opportunity to work with over the last few months. Another BIG TIME BONUS -- since partnering with them, my 1:1 coaching business has increased by over 50%! I highly recommend taking on a collaborative venture with their successful and expanding 'family!'"

- Dr. Amanda Barrientez, NFA Coaching
www.NFACoaching.com

KRISTEN GALLANT

EXECUTIVE ASSISTANT & BUSINESS DEVELOPMENT

Kristen is a graduate of Loyola University where she studied Business Management. She has years of experience in management, marketing, and sales while working alongside Fortune 500 companies. Kristen gives back to the community by volunteering with the Boys and Girls Club, as well as the Donor Appreciation Network. In her free time, Kristen enjoys spending time with her two daughters and husband. She is also an avid equestrian, competing locally on the hunter / jumper and dressage circuit.



For more information on how to reserve your sponsorship opportunity, or to customize a package, please contact:

kristen@smartrealestatecoach.com



www.SmartRealEstateCoach.com
www.q1slive.com | www.bizscaling.com