

Cambridge Realty Capital Companies



THE
SIGNATURE
*EXPERIENCE*TM



Cambridge Realty Capital



THE SIGNATURE EXPERIENCE™

**The Galileo
Process™**

Building Relationships!

**The Pivotal
Process™**

Providing Direction!

**The Maximizer
Experience™**

Turning Point!

**The Signature
Solution™**

A Closed Deal!

“Let’s begin the journey together – with your financing request and our exclusive process.”

- The Signature Experience™

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The Galileo Process™ begins when Cambridge first originates contact with the owner, and subsequently **elevates that relationship** to a more premier level.

Once the dialog has been initiated and you have been added to our extensive database of contacts, we then have all of the relevant information required to begin The Pivotal Process™ .

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The Pivotal Process TM is the point where the entire program really begins to take shape. Once you have a specific transaction to discuss, Cambridge will immediately issue a **detailed information** package **tailored specifically to your needs** and will lead you to The Signature Matrix TM, which summarizes all the information needed to begin your personalized Cambridge Experience.

You can also apply online at any time using our online application form:
<http://www.cambridgecap.com/forms/online-applications.cfm>

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The Maximizer Experience™ is the point where we will perform a complete and thorough underwriting of the property, determining which one of our multiple debt and equity financing solutions will prove to be principally suited to allow you **maximum savings** by finding the **best available terms** encompassed by the **utmost flexibility**.

Our primary goal is to allow you to continue with your operational excellence in a manner consistent with your future courses of action. Upon issuance of our preliminary deal summary, you will be **provided** with the **reassurance** in knowing that we work with you to insure we transform the potential transaction into a genuine deal.

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The Signature Solution™ Upon receipt of the signed term sheet, we will prepare a formal application and work in conjunction with the owner to commence the due diligence process. The specific plan of action depends on the type of loan platform, and with The Signature Solution™, Cambridge will walk you through any and all documentation issues to assure that you experience the smoothest possible closing process available in today's market.

This allows you to continue providing the vital service of providing shelter to those in need, as well as strengthening the important aspect of being a rock for which the surrounding community is willing to lend its support.

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The Signature Experience™ comprises 4 steps that Cambridge is confident will quickly put you at ease and eliminate any fear or apprehension you may feel when embarking on the arduous journey of securing the ideal financing solution you need. The entire process is geared with one prime goal in mind: Customer Satisfaction.

Ease the Fear, Quiet the Noise. Relax, Cambridge has the Answers.