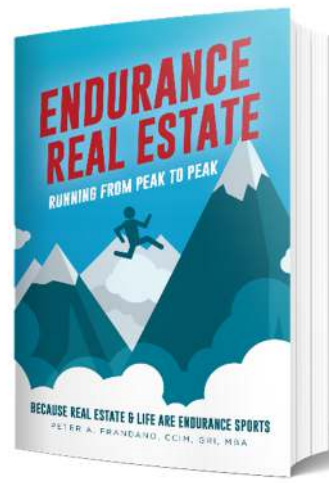


**ENDURANCE REAL ESTATE: ENDURANCE, BUSINESS, LIFE...WHAT'S THE CONNECTION?
CROSSING FINISH LINES, IN YOUR BUSINESS AND YOUR LIFE!**

Welcome to *Endurance Real Estate, Business and Life!*



Thank you for your interest and for coming on this journey with me!

(Please note: out of respect for your time, if only interested in "Finisher Package" offerings, skip to page 4...)

Endurance Real Estate started out several years ago now as a chronicle for my two sons and evolved into something I hope can also help others. The book is real estate centric, but it's not all about real estate: it will help and be of interest to aspiring or seasoned real estate professionals, small business owners, entrepreneurs, business managers, leaders and endurance athletes. Endurance Real Estate is a true story; it provides real and actionable advice and will provide hope and inspiration to my readers. It's about at times, falling down, picking ourselves up, dusting ourselves off and crossing the finish lines of our business and our lives. A lot has been written about the 2% on Wall Street. While this book will be interesting to them as well, this book is written primarily for the rest of us...

Endurance Real Estate: Endurance, Business, Life...Its all connected!

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ABOUT THE AUTHOR



Peter A. Frandano, CCIM, GRI, MBA

Peter A. Frandano, CCIM, GRI, MBA has a combined 30+ years in the Fortune 500 and real estate arenas. As a former Fortune 500 Logistics/Supply Chain Exec who bounced all over the globe for quite a few years, after being diverted to Syracuse, NY enroute from Boston's Logan Airport to Pittsburgh on a business trip that beautiful, fateful fall morning of September 11, 2001 (9/11) Pete decided to make a "right turn" in his life and pursue his entrepreneurial dreams in the real estate industry and more time with his family. Pete has had the good fortune to coach and consult with many great colleagues and clients over the years and he prides himself as being an in the arena guy. Pete focuses his time in the real estate industry in the commercial sector, specializing in transactional brokerage, valuation, and consulting. Pete was co-owner of a full-service real estate company (Southport Realty) in beautiful coastal southeastern, NC, and returned to Charlotte in 2014 where he now divides his time between the city and the coast. Pete has been President of River Sound Inc. a real estate consulting firm since 2005.

Pete takes great pride in having been called a "thought leader" by industry peers and has been fortunate to be recognized by his peers in leadership in the industry. In 2012, he was humbled to be awarded the coveted REALTOR®

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of the Year Award by his peers for his service with the Brunswick County Association of REALTORS® (BCAR); Pete served as the 2011 President of BCAR and was the 2017 President of the nationally recognized and award-winning North Carolina CCIM Chapter (North Carolina's statewide commercial real estate organization). Pete has also served as a member of the Board of Directors for the REALTOR® Commercial Alliance of Southeastern, NC (Wilmington), The Charlotte Regional Commercial Board of REALTORS® (CRCBR), and as a Board member and Regional Vice President for the North Carolina Association of REALTORS® (now known as NCR); at the national level, Pete has had the opportunity to serve in various capacities including Board Member and industry Legislative roles. Thanks to his clients and his peers, Pete has been fortunate to be recognized as a *Deal Maker* by the CCIM Institute and is honored and humbled to be a proud member of the North Carolina CCIM Hall of Fame. Pete is proud to be a small business owner and entrepreneur, a seasoned and enthusiastic endurance sport athlete, a team player, and has been the grateful recipient of a great deal of help along his journey. He enjoys nothing more than helping others run from peak to peak, to cross their finish lines.

Pete is a big believer in the American Dream and because of his sons, has been honored with the best two words he feels he has ever been called:

Coach and Dad.

We look forward to helping you and your team cross your finish lines, in your business and your life...Please see the following page for "**Finisher Packages**" to suit every organization and team budget!

(Please see website for overview of Pete's inspirational presentation > free download available – but hey, with all humbleness, in person or virtual live is best!)

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**FINISHER PACKAGES
(WE'RE ALL ENDURANCE ATHLETES – IN BUSINESS AND LIFE!):**

PLATINUM FINISHER PACKAGE:

\$4750*

- 1.5 hour session
- 30 min motivational & inspirational session on **Endurance Real Estate: Endurance, Business, Life ...What's the Connection? Crossing Finish Lines, in Your Business and Your Life!** (Please note that this is not a 'feel good' presentation - Pete delivers his hard hitting and real message from the arena > This true story is guaranteed to be inspirational and motivational for your team!)
- 30 Min post fireside chat and/or Q&A session.
- 200 signed copies of **Endurance Real Estate**> (the book is real estate centric but definitely not all about real estate!)
- Endurance Life Chart for each participant.
- Personal handwritten note on Endurance Life stationary for each participant.

DIAMOND FINISHER PACKAGE:

\$3750*

- 1.5 hour session
- 30 min motivational & inspirational session on **Endurance Real Estate: Endurance, Business, Life...What's the Connection? Crossing Finish Lines, in Your Business and Your Life!** (Please note that this is not a 'feel good' presentation - Pete delivers his hard hitting and real message from the arena > This true story is guaranteed to be inspirational and motivational for your team!)
- 30 Min post fireside chat and/or Q&A session.
- 100 signed copies of Endurance Real Estate> (the book is real estate centric but definitely not all about real estate!)
- Endurance Life Chart for each participant.
- Personal handwritten note on Endurance Life stationary for each participant.

GOLD FINISHER PACKAGE:

\$3000*

- 1.5 hour session
- 30 min motivational & inspirational session on **Endurance Real Estate: Endurance, Business, Life ...What's the Connection? Crossing Finish Lines, in Your Business and Your Life!** (Please note that this is not a 'feel good' presentation - Pete delivers his hard hitting and real message from the arena > This true story is guaranteed to be inspirational and motivational for your team!)
- 30 Min post fireside chat and/or Q&A session.
- 50 signed copies of Endurance Real Estate> (the book is real estate centric but definitely not all about real estate!)
- Endurance Life Chart for each participant.
- Personal handwritten note on Endurance Life stationary for each participant.

If none of the above "fit", we welcome the opportunity to create a customized finisher package (larger, smaller or somewhere in between!) that works for you and your team. No books needed? No problem... Not interested in an in person finisher package? Let's discuss a virtual finisher package. My team and I are grateful for the opportunity to help you and your team cross your finish lines!

*Not including travel expenses: If within 6 hours of Charlotte, North Carolina, mileage to be reimbursed to River Sound, Inc. at IRS issued \$0.56 per mile. One night hotel stay (Hampton Inn or Courtyard Marriott is fine) if greater than 30 miles from Charlotte. If greater than a 6 hour drive, we ask hiring organization to provide reimbursement for two round trip coach (economy) airline tickets and one night's hotel stay. Transport and Shipping of books invoiced separately. If you have a corporate shipping account for bulk shipments, it may be more cost effective for us to use your account for shipping so please let's discuss. Author responsible for travel related meals. **Discounts available for charitable and military organizations. A percentage of each book sale and finisher package is donated and equally disbursed to two very reputable charities related to supporting our military veterans and feeding our hungry.**

Please contact us at: peter@frandano.com or please call to discuss: 910/523-1366.



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What is a CCIM?

CCIM stands for Certified Commercial Investment Member. For more than 50 years, CCIMs have been recognized as leading experts in commercial investment real estate. The CCIM lapel pin denotes that the wearer has completed advanced coursework in financial and market analysis, and demonstrated extensive experience (i.e., a significant amount closed deals) in the commercial real estate industry. The CCIM is regarded by many as the highest designation one can achieve in the field of commercial real estate.

