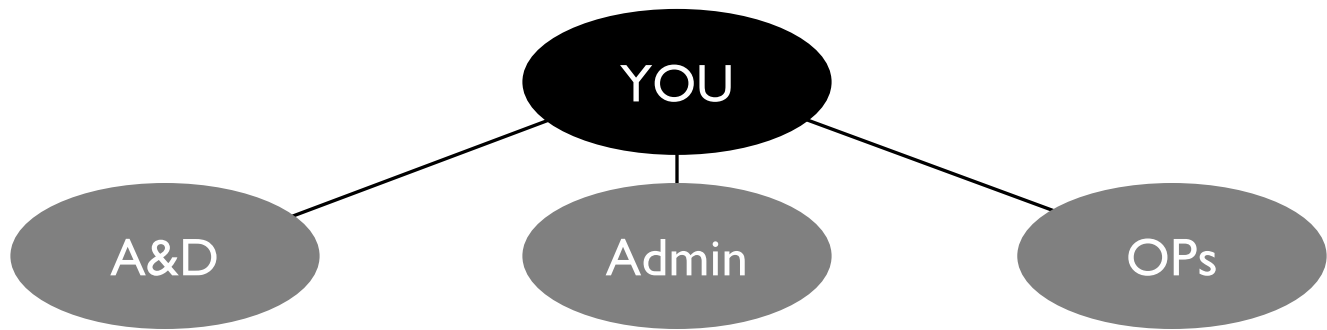


# The 7<sup>th</sup> Level: The Path to People Leverage



## 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 1<sup>st</sup> Level

**YOU**

### The 2<sup>nd</sup> Level

**YOU**

Admin

### The 3<sup>rd</sup> Level

**YOU**

Admin

Admin

### The 4<sup>th</sup> Level

**YOU**

Admin

Admin

OPs

### The 5<sup>th</sup> Level

**YOU**

A&D

Admin

Admin

OPs

OPs

### The 6<sup>th</sup> Level

**YOU**

A&D

Admin

Admin

Admin

OPs

OPs

OPs

### The 7<sup>th</sup> Level

**YOU**

OTHER  
BUSINESS

OTHER  
BUSINESS

OTHER  
BUSINESS

A&D

CEO

Admin

Admin

Admin

OPs

OPs

OPs

OPs