

# Archer Advisory

## Commercial Broker Partnership Program

*“Behind every great broker there’s a great money man”*

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**Boutique financial advisory firm founded by career bankers.**

- Debt & equity structuring and placement.
- Broker-quoted pricing.
- Complimentary deal reviews.
- Archer serves as key part of your deal team – from deal review to closing.
- Tech forward firm. Extensive resources, low overhead.
- Selective, discreet engagements with a truly independent debt placement firm.

**Leadership: Douglas C. Bowman – Founder & Key Accounts Manager**

- Founded Archer Advisory in late 2024
- Twenty-three-year banking career, all on the front lines.
- Most recent bank role: Charlotte Market President, United Community Bank
- Prior Commercial/Corporate Banking roles: FNB, HSBC, Fifth Third, BB&T (Truist)
- Education: MBA, Wake Forest | BB&T Credit & Leadership Development Program

**Asset Types**

- Flex
- Industrial
- Light Industrial
- Single / Multi-Tenant  
Retail
- Hospitality
- Self-Storage
- Office
- Special Use
- Renewable Energy
- Multifamily

**Sources of Capital**

- Community Banks
- Regional Banks
- Money Center Banks
- Multinational Banks
- Credit Unions
- Private Equity / Family Office
- Agency
- Funds
- Investment Banks
- Private Lenders
- SBA and other programs
- Asset Managers
- Correspondent Lenders
- Life Companies
- CMBS
- REITS

**Loan Types & Services**

- Term Loans
- Construction Loans
- Subscription Lines
- Revolving Credit Facilities
- Refis
- Bridge Loans
- Mezz Debt & Preferred Equity
- Permanent Financing
- Clubs, Syndications,  
Participations
- Equity

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**Discretion and experience leads to successful and confidential execution.**

- **Trust:** We have earned the trust of lenders and clients alike and understand the value of keeping that trust intact.
- **Banker's Perspective:** We understand lenders. We speak their language.
- **Client Relationship Experience:** Underwriting issues and retrading happens. We have navigated many delicate situations with lenders and clients over the years.
- **Network Depth – Senior relationships across banks, credit unions, CMBS, life companies, private lenders/investors, asset managers, agency lenders, etc.**
- **Execution Focus – Clean, fast, and compliant transactions limit post-close clean ups.**

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**Success roadmap:**

Step 1: Assessment & Strategy – Define goals, timing, disclosure comfort.

Step 2: Data & Narrative Preparation – Credit committee-ready summaries & teasers.

Step 3: Distribution – Targeted distribution to lenders vs email blasts and dead ends.

Step 4: Evaluation & Selection – Comparative offers & negotiation.

Step 5: Closing Support – Optional: full management or stand by.

**Trusted relationships with:**

- Regional & Community Banks
- Credit Unions
- Life Companies & Correspondent Lenders
- Private Credit Funds
- Family Offices
- Institutional Investors and Asset Managers
- Specialty Finance Groups

**Our size and independence allows for simple and affordable pricing:**

<b>Loan Size</b>	<b>Success Fee</b>
Less than \$5mm*	75bps
\$5mm to \$10mm	50bps
Above \$10mm	35bps

\*\$10,000 minimum fee

**Pricing can be quoted by broker. Fee paid at close. Broker discretion whether fee comes out of commission or paid by buyer.**

Lender selection process

- After we present your request to various capital providers in our network, we’ll compile the most compelling offers in a matrix like the one below.
- We will share our opinions and, together with the borrower, we’ll prioritize the options.
- Your Archer advisor can play an active role in the underwriting and closing process or they can simply create a data room where the lender and borrower can securely share documents and manage the closing process.
- On one end of the spectrum, your advisor will monitor progress from the sidelines and step in only if asked or if they see something is not going as planned.
- On the other end, your advisor can act as “air traffic controller” by handling the exchange of documents and other information during underwriting and can manage the efforts of all parties involved in getting to the closing table (attorneys, bankers, YOU, etc).

Lender	Lender Type	Loan Type	Loan Amount	LTV	Term	Amortization	Rate Type	Spread / Coupon	All-In Rate	I/O Period	Prepay / Yield Maintenance	Origination Fee	Legal / DD Costs	Recourse	Closing Timeline	Comments / Strengths
Lender 1																
Lender 2																
Lender 3																
Lender 4																
Lender 5																