The Deal Team

Your relationships. *A larger capacity to execute.*

Real estate capital markets, supported by a team and firm-built AI workflows.

Powered by goKaizen Capital



You own the relationship.
The desk supports the work.

Your responsibility

Develop sponsor relationships, qualify opportunities and stay accountable to the client.

The team behind you

Draw on structuring, underwriting and presentation support as the assignment requires.



AI assists preparation. Producers and leadership retain judgment and accountability.

Four capabilities.
More ways to serve a client.

Debt

Acquisition, refinance, construction and transitional financing.

Equity

Joint-venture, preferred equity and co-GP capital strategies.

Advisory

Feasibility, custom Excel modeling and capital decisions.

Project CFO

Budget visibility, cash-flow planning and capital coordination.

Engagement scope and producer participation are agreed for each assignment.

A book built around *real capital needs.*

Owners and developers

The relationship can begin with one acquisition, development or refinance.

A wider capital conversation

Residential investment, multifamily, hospitality, industrial and other commercial property.

National coverage. Assignment fit and available capital govern each engagement.



Representative architecture

The people behind the desk



Tyler J. Kight, CMA, CMPS

CEO & Founder

Capital strategy and principal relationships.



Matthew Bradey

Senior Associate

Origination and capital execution.



Adam Carandang

Associate

Sponsor relationships and origination.



Steven Woolery

Associate

Origination and client relationships.

8,500+

capital sources

A broad universe.
A refined matching process.

The objective: identify a credible path to closing and keep the right parties moving.

01 **Define the financing**

Clarify the asset, sponsor, capital stack and required timing.

02 **Screen for fit**

Filter by mandate, market, check size, leverage and execution criteria.

03 **Qualify the shortlist**

Test current appetite and surface the issues that could stop a closing.

04 **Compare and execute**

Evaluate proceeds and terms; track diligence, conditions and next steps.

Relationships become *completed assignments.*

$7.8MM

Residential bridge financing

Closed May 2026

Recent completed work also includes single-family construction financing.



Project rendering

Dealmaker

One place to move the relationship forward.

Our proprietary application brings deal context, document requests and reviewed work into one clear workspace.

Leading AI models support the firm’s research and production workflows, coordinated through our own systems.



The deal, organized in one place

A shared deal record

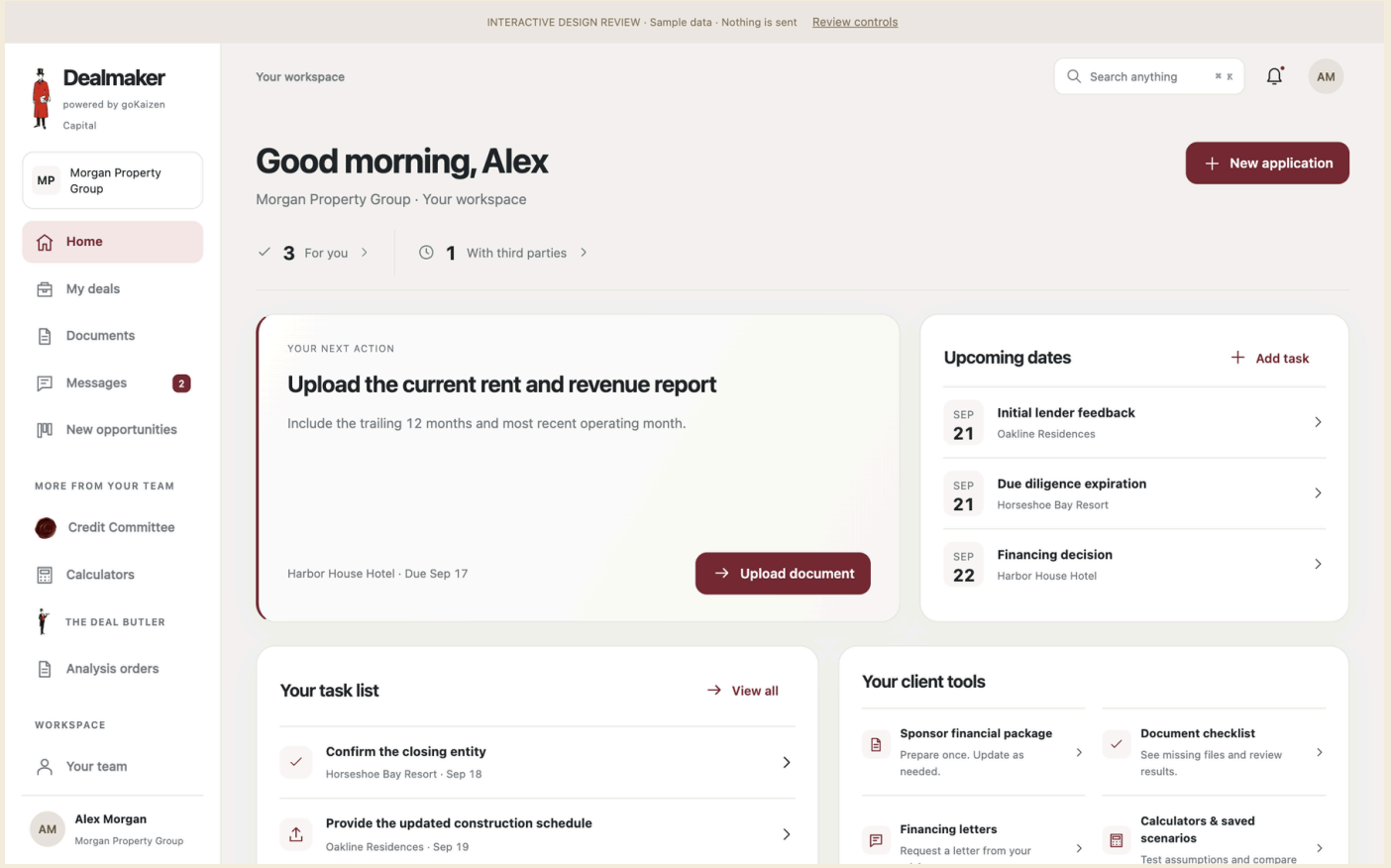
Opportunities, documents, tasks and key dates stay connected.

A clearer client process

Sponsors see requests and provide the information the desk needs.

Prepared financial packages

Structured submissions support review and Excel preparation.



Illustrative Dealmaker workspace. Access is enabled through onboarding.

From request to reviewed work

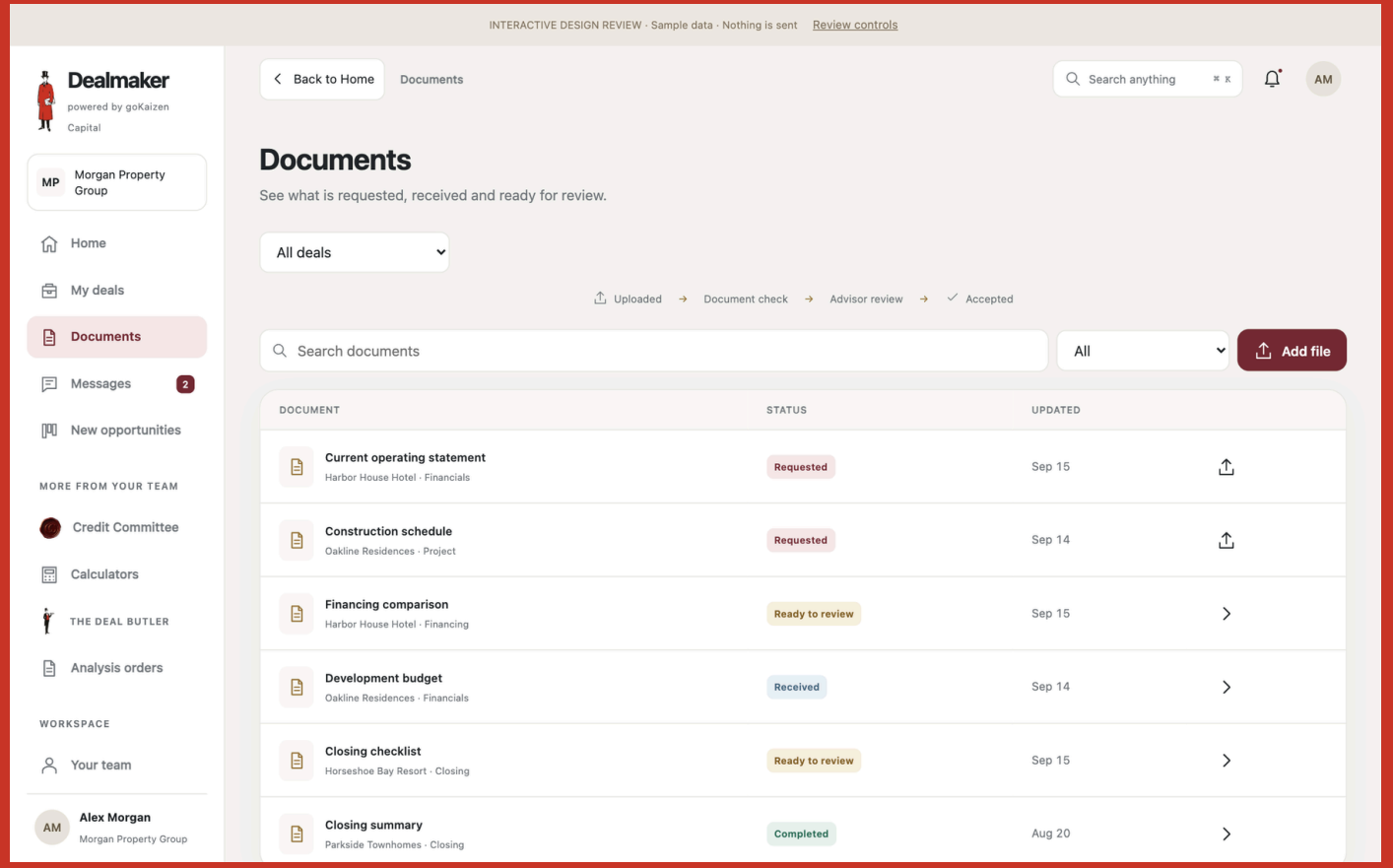
Ask in ordinary language

Get assistance grounded in the deal information you are permitted to see.

Request deeper work

Bring research questions and analysis requests to the desk, with staff review before release.

Independent review and human judgment remain part of the workflow.



Illustrative document review screen. Analysis scope is agreed with the desk.

Support across *the life of a deal.*

01	Find the next conversation	Rank prospect lists and prepare call openers.
02	Prepare the credit discussion	Read deal documents, flag gaps and develop questions.
03	Identify capital fit	Screen the capital universe and refine the shortlist.
04	Present and compare	Prepare branded terms and compare competing offers.
05	Keep the next step visible	Retain meeting context and coordinate open work.

A sponsor brings a project.
The first work is already organized.

PRODUCER INPUT	ASSISTED WORK	YOUR NEXT MOVE
Address and business plan	Comp or feasibility screen	Test the opportunity with the sponsor.
Budget and property documents	Missing items and credit questions	Resolve the gaps before lender outreach.
A lender’s indicative terms	Branded quote and supported revisions	Discuss proceeds and obligations.
Competing lender proposals	Offer comparison workbook	Advise on the execution tradeoffs.

Illustrative workflow. Research is directional. Source documents and professional review govern.

Useful requests *in ordinary language*

YOUR REQUEST	WHAT COMES BACK
“Prioritize this prospect list.”	A ranked call sheet and drafted opening language.
“Run comps on this address.”	A directional desk comp report for your review.
“White-label this lender quote.”	A branded PDF, with revisions handled on the thread.
“Compare these lender offers.”	A workbook organizing terms and execution tradeoffs.
“What is missing from this deal file?”	An initial review identifying missing materials and credit questions.

Approved producers use the firm’s email desk and team messaging workflow. Enrollment and deal routing happen during onboarding. Review outputs before relying on or forwarding them.

The benefit grows *across your book.*

One deal record.

Several useful starting points.

Less repeated setup

Prior work informs the next research pass and document.

Fewer lost handoffs

Recorded decisions and open items preserve continuity.

More room for producer judgment

Your attention shifts toward relationships and execution.

The goal is more capacity without a proportional increase in manual administration.

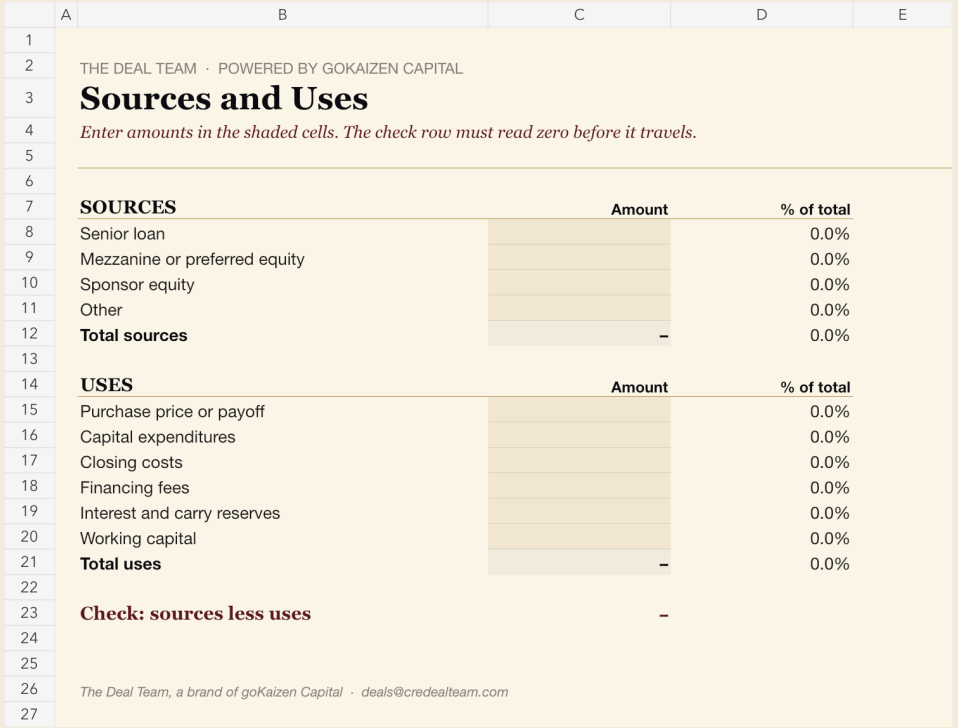
Your work arrives *prepared for the conversation.*

Analysis that supports a decision

Sources and uses, debt sizing, feasibility and custom models appropriate to the assignment.

Materials that hold together

Offering memoranda, branded term sheets, organized deal files and offer comparisons.



THE DEAL TEAM · POWERED BY GOKAIZEN CAPITAL

Sources and Uses

Enter amounts in the shaded cells. The check row must read zero before it travels.

SOURCES	Amount	% of total
Senior loan		0.0%
Mezzanine or preferred equity		0.0%
Sponsor equity		0.0%
Other		0.0%
Total sources	–	0.0%

USES	Amount	% of total
Purchase price or payoff		0.0%
Capital expenditures		0.0%
Closing costs		0.0%
Financing fees		0.0%
Interest and carry reserves		0.0%
Working capital		0.0%
Total uses	–	0.0%

Check: sources less uses –

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Published workbook template

Research that supports the placement

Lev

Capital-source intelligence, pipeline, outreach and transaction vaults.

CoStar

Property, ownership, market and comparable research.

Elementix

Public records and debt-maturity research for prospecting.

Green Street

Commercial Mortgage Alert: capital-market news and lender intelligence.

Tools used across the firm. Individual access and licenses vary by role.

The working documents

Microsoft

Outlook

Correspondence, calendars and the history around an engagement.

Excel

Underwriting, debt sizing, cash flow and offer comparisons.

Word

Engagements, proposals and written client materials.

PowerPoint

Editable presentations for clients, capital sources and recruiting.

Tools used across the firm. Individual access and licenses vary by role.

Keep people and information aligned

Dropbox

Transaction data rooms and large-file sharing.

DocuSign

Agreements, signatures and execution records.

Zoom

Sponsor conversations, lender calls and team office hours.

Cal.com

Direct booking across the firm’s service lines.

Plaud

Recorded conversations, transcripts and meeting context.

Tools used across the firm. Individual access and licenses vary by role.

Grow the judgment *behind the production.*

Build your capital-market fluency

Learn lender fit, deal structure and how to present a supported financing request.

Work with experienced colleagues

Use deal reviews and coaching to improve the quality of the next conversation.

Maintain a reliable record

Document activity, follow through on commitments and review AI-assisted work before use.



Terms that reflect *how the business is originated.*

Self-generated business

You originate the relationship and opportunity.

Shared business

The team collaborates on origination or execution.

Company-provided leads

The firm allocates an opportunity under its lead rules.

Commission-based independent producer arrangement. Individual agreements define splits, expenses, commission eligibility and payment timing. Lead allocation is not guaranteed.

The terms of your role

OFFER ITEM	HOW IT IS SET
Role, market and start date	Agreed with the candidate in the individual offer.
Self-generated / shared / company-lead splits	Specified separately for each category in the producer agreement.
Commission eligibility and timing	Defined in the signed agreement.
Tools, support and expenses	Access, covered services and any costs documented at onboarding.
Initial production and development plan	Built around experience, relationships and expected activity.

Recruiting discussion only. No individual compensation offer is made in this master presentation.

The Deal Team is a brand of goKaizen Capital. AI supports the work under human review.
Illustrative imagery does not depict every assignment or a guaranteed producer experience.

Explore a producer role *with The Deal Team.*

Arrange a confidential introductory call.

Share your market focus, experience and goals.
We will discuss the platform, role and next steps.

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