

LEAD YOUR WAY SOLUTIONS

REAL ESTATE
DEVELOPMENT



Value from concept to completion

With 30 years of experience, we blend our real estate knowledge with our leadership excellence, and advanced process and technology to deliver projects that exceed client's expectations.

A Trusted Owner's Rep

In the fast-moving real estate business, experience is everything. Through integrated project delivery, we manage the ebb and flow of projects, anticipate pinch points and formulate solutions to complete projects on time, on budget, and to the highest quality. We know what it takes to get jobs done. Our Real Estate Development competencies include:

- Project Feasibility
- Acquisition and Due Diligence
- Designs, Approvals, and Permits
- Project Financing
- Project Land Development
- Construction Management
- Facilities Planning
- Green Development

Forging Financial Clarity

Performing a comprehensive analysis to capture the project's internal rate of return (IRR) is vital to the foundation of any project. With market and project conditions constantly changing, we will help you eliminate the guesswork involved with cost estimating and scheduling, close assumption gaps between construction and operations, and ultimately, save you money. Our proprietary method will help you:

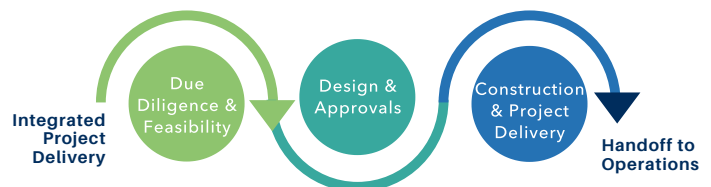
- Make better and more educated decisions using real time data from the baseline budget
- Develop 'what if' scenarios to easily and quickly adjust budgets to achieve your IRR
- Have the ability to effectively manage the project to keep costs and financial performance in tact and on track

"As our Owner's Rep on several major campground projects, we rely on Lead Your Way to handle all of the development and permitting needs. We have a great working relationship with them."

Todd Burbage
Chief Executive Officer, Blue Water Development

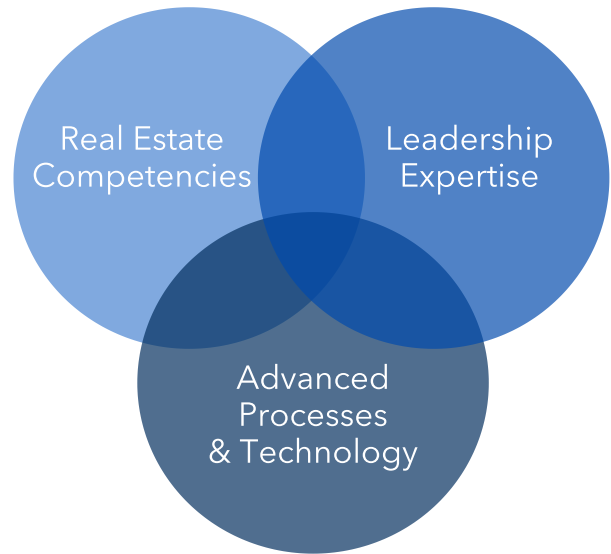
Delivering Results

Through our integrated project delivery, we enhance connectivity and coordination between all stakeholders. This early alignment drives the goal-based decision-making process and prevents communication breakdowns from impacting the project's schedule, budget and quality. Our process continuously delivers systematic problem solving, collaborative contingency planning, and effective team communication.



Bringing Value to Every Project

- ✓ Blending our real estate knowledge with our leadership excellence to provide our clients with an unprecedented level of expertise and peace of mind
- ✓ Communicating with confidence to all parties involved due to our extensive experience in all aspects of the development process
- ✓ Keeping projects on schedule and on budget through finely-tuned planning, management and problem-solving skills
- ✓ Implementing a multi-faceted approach to quickly and efficiently respond to challenges
- ✓ Combining an advanced feasibility methodology with cutting-edge technology to ensure project success



About Us

Established in 2003, Lead Your Way Solutions has grown from the vision and capabilities of our founder, Mike Nally, a serial entrepreneur. Mike's mission has been to help all leaders reach their full potential and create the next generation of responsible and resourceful leaders. True to our entrepreneurial mindset, our offerings are diverse. In addition to our core competencies in leadership development and executive coaching, we also leverage our extensive experience and expertise in real estate.

Notable real estate projects include:

- Bayport Campground - 843 RV site resort campground, Jamaica, VA
- Berlin Commons - Mixed use commercial, Berlin, MD
- Cannery Village - 500 homes, 12 acre commercial district, Brownfield reclamation, Milton, DE
- Fenwick Shores - Tapestry Collection by Hilton Hotel, Fenwick Island, DE
- Mobious Investments - 7 commercial properties, downtown district, Milford, DE
- Ocean View Beach Club - 300 home resort community, Ocean View, DE
- Outer Banks West KOA - 234 RV site resort campground, Coinjock, NC
- Potomac Harbour - Mixed use master planned community, Stafford, VA
- The Villages of Red Mill Pond - 500 home, master planned community, Lewes, DE

Where can we add value to your next project? Contact us
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