

Testimonials on J.R.Muellerleile

Generally, Jack Muellerleile's clients insist upon confidentiality and absolute non-disclosure of their identities and any aspect of their dealings, projects, plans, operating results, fees paid, etc. except where necessary in the furtherance of the attainment of their objectives. What follows are excerpts from letters received by Jack from a sampling of clients who have authorized the full release of their contents. As such, the full text of each letter herein referenced is available upon request.

Real Estate Related

Devin S. Sloane – President, The Meridian Group, LaVerne, CA (Tel: 909.592.0902; Email: devslo@aol.com) - SUPERSTATION Developer / Owner / Operator during the early days of this concept's formation wrote...

“As the leading ‘super volume’ concept among 7,800 Mobil Oil outlets in the United States, we needed ‘all star’ advice and counsel in all aspects of site location / acquisition by means of purchase, lease and joint venture as well as “money hunting” expertise in the realm of the little known, but highly sought after, cashflow-based acquisition and refinancing of operating entities.

Immediately upon execution of your contract, we began receiving all of the above and much, much more. To date, you have provided us more than could have been expected, including:

- 47 prime sites from which to pick and choose acquisition targets.
- Guidance, expert acquisition strategies, proposal / offer preparation / handling, representation and ‘on point’ negotiations at ten (10) locations chosen to date for application of our Meridian Store concept plus research on numerous others being considered.
- Government, police agencies and public relations advice and key introductions to decision-makers in this arena.
- Insight to major oil company management thinking and information about forward plans and objectives which will impact our business in the years ahead.
- Numerous unconventional, yet highly profitable, land use options and scenarios previously unidentified by us which open wide many doors of opportunity involving larger sites than had been previously considered.
- Co-branding opportunities heretofore unconsidered.
- Sites dug up out of nowhere which were not on the market, yet qualify totally vis-à-vis our stringent site criteria.
- Access to your network of developers, attorneys, associates and service providers which, amazingly, weave a web of influence and ‘behind the scenes’ knowledge throughout the states of California and Nevada and beyond.

- Co-mingling of land uses and concepts as yet untried by us, but forecasted to be highly lucrative (i.e. truckstop, hotel, nightclub, live entertainment) – all in conjunction with our proven multi-phase marketing systems concept.
- Background information.
- 2 party and 3 party account advice and counsel.

While we are thrilled with all that you have provided us to date including the above examples, we are most impressed with your deep sense of business integrity, your willingness to put our best interest above your own and your confidential and gossip-free decorum where your clients' dealings are concerned. When you recently walked away from a hefty commission in order to protect our interests, we knew we worked with a prize individual.

The Meridian Group feels its real estate-related plans and programs are in good hands with Jack Muellerleile and the Site Location Solutions network under contract and working on our behalf.”

Dan McF. Chandler, Jr. – President, Chandler Partners and Verdugo Company – Real Estate: Investment ~ Development ~ Construction ~ Management ~ Consulting, Glendale, CA Tel: (818) 843-8644 writes...

“To supplement our Real Estate Investment / Development / Construction / Management / Consulting / Brokerage experience which is centered primarily in development of apartments, condominiums and office buildings, we chose to engage the services of Jack Muellerleile and have him on our team.

Mr. Muellerleile is widely recognized as an authority on projects involving the Petroleum, Food Service and Entertainment industries. He was highly recommended to us by extremely knowledgeable industry sources.

We have been most pleased with Jack's involvement on a dozen or so transactions over the last few years and are working on two (2) right now. From our firsthand experience, we can attest to Jack's expertise, which includes:

- Superior broad-based and in-depth understanding of all elements critical to successful development and operation of Super Volume Gas Station projects (site identification, acquisition by varied means, financing, entitlements, major fuel supplier involvement, contract negotiations, design, proformas, etc.).
- Superior 'insider information' resources and extensive network of 'finders', fuel supplier contacts, expert advisors (legal, design, architectural, financing, operational, marketing, merchandising, etc.), redevelopment agency deal making, etc.

His attributes include a high order of personal integrity, strong track record of success, savvy in corporate and entrepreneurial environments, a strong work ethic, attention to detail, excellent oral and written communication skills, good executive demeanor, aggressiveness oriented toward immediate accomplishments tempered by concern for the implications of present actions on the future, extreme client loyalty and confidentiality. He displays a 'no nonsense', professional attitude and expects like treatment from his clients.

In spite of our ability to complete targeted transactions / projects without the considerable expense called for by Jack's standard schedule of fees and commissions (I've personally been an active real estate licensee since 1963) and the fact that our Buyer-Broker Agreement is Non-Exclusive in nature, we have chosen to assign self-generated deals to him for handling to obtain his valued input and to build on our already good working relationship with him.

While we prefer to maintain confidentiality regarding the particulars of transactions, completed projects, work in progress and work product associated therewith, we are willing to expand upon the reasoning that underscored our decision to add Mr. Muellerleile to our team. You may reach me at (818) 843-8644 should additional commentary be desired."

Leonardo M. Lopez – President & Owner, Leonardo's Restaurants, Inc., Los Angeles, CA: Developer / Owner / Operator of restaurants, nightclubs, chareada rodeos, record labels, production studios, band booking agencies and promoter of national and international soccer and prizefighting events in a letter to Richard Rubio, V.P. Real Estate Development, Rubio's Restaurants Inc. writes...

"Our exclusive representative to city government officials (as consultant) and sellers / landlords (as broker) has asked me to write you saying what we think of his services.

Jack Muellerleile was hired a little over a year ago to help me expand our chain of 12 stores. We asked him to develop a site criteria & an information package which would be well received by government officials, landlords, leasing agents, attorneys, bankers, CPAs, property managers and the ABC people. Then go out and locate superior sites with bargain terms in an area from Fresno to the Mexican border.

In spite of the inability of the general brokerage community to wade through all the wrong sites being sent me and find even one or two workable sites over the past several years, in just ten (10) months, Jack presented me with twenty seven (27) sites which met our criteria, eight (8) of which I accepted and three (3) others of which were lost to competition because I did not move quickly enough.

Jack's 'Top of the Waterfall' approach is like nothing I've ever heard of in 20 years in this business. Ask him to explain it to you. It's different and it really works.

And Leonardo's sites are very hard to find! So hard, that most brokers don't even try to find them. But for Jack, it was just another assignment to be handled routinely.

We lease 25,000-35,000 sq. ft. buildings for \$.30-\$.55 / sq. ft. nnn with an option to buy the land + building at market value. We require 350-700 parking spaces. full liquor license (type 47), a very heavy concentration of resident Hispanics, dance permit for patrons and an entertainment permit for live bands (up to 20 musicians) and recorded D.J. We offer a full menu of Mexican food and cater to families (all age groups). Our buildout can cost over \$700,000 per store.

Jack is a true professional. He works very hard. He's smart and experienced in many ways; not just in real estate at which he excels. He's honest and totally loyal to me.

Jack belongs to the exclusive Beverly Hills Restaurant Brokers Association which is very hard to get into. Only seasoned professionals are members and they know all the 'inside information' long before the rest of the brokerage companies like C.B.Commercial, Grubb & Ellis, John Burnham & Company, Epstein Associates, etc.

All these other guys try to shove their own listings down your throat and don't even tell you about other sites most of the time so they can earn a full commission. When you do business with Jack, you know he's looking out for your interest all the time no matter who has the listing. Jack takes no listings.

You can't go wrong with Jack Muellerleile as your exclusive broker and / or consultant."

Corporate Leadership Workshops

James P. Bertrand, Regional Manager, GUIDANT CORP, Nashville, TN (Currently V.P. Stents Division, Santa Clara, CA Tel: 800.354.2795 Email: jbertrand@guidant.com) – Manufacturer & Distributor of medical devices to hospitals and heart surgeons worldwide writes...

"Your leadership of the discussions centered upon 'The Major Attributes of High Potential Employees' and the companion topic, 'Lead Follow or GET OUT OF THE WAY', this past week in Nashville was very well received by our front line people and managers alike. All workshop feedback reports received from participants reflect an overall rating of EXCELLENT (very helpful to me in my position). Further, everyone indicated a desire to be allowed more time for coverage of 'real life situations faced daily' the next time we have you out to do another workshop.

Aside from the good done during the time they were exposed to you, each and every one of my people are now clearly focused upon acquiring and displaying the major attributes of high potential employees...which makes my job as their leader a whole lot easier to perform effectively.

You made a very strong impression upon us all.

It is my belief that Karen Coker plans to try to engage you for her upcoming Regional Meeting in New Orleans in the not too distant future.

By return mail, could you please send me a listing of all the workshop / seminar topics you make available, including Corporate, Real Estate-Related and General Interest topics.

It is my intent to share same with others here at Guidant Corporation and also with my non-Guidant friends around the country.”

Leonardo M. Lopez (referenced above) writes...

“Having you accompany the managers and key personnel of my restaurants, nightclubs and rodeos during our four days in Mazatlan, Mexico was a very good idea.

While these hard-working, dedicated employees were individually skilled in handling all sorts of tasks (security, crowd control, money handling & banking, hiring & firing, scheduling, customer relations, police / government / public relations, entertainers & DJs, inventory control, kitchen operations, maintenance, etc.), they hadn’t really looked at themselves in their roles as leaders. Sure, they led hundreds of followers. But they did it by instinct, by common sense and by gut reaction without thinking things through and anticipating the varied outcomes involved.

By having them exposed to you in both casual and formal settings, they quickly came to like you. More importantly, they listened to you in spite of the wide gap between their ages and yours. Of particular interest to this group were your ideas about:

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|-------------------------|---------------------------|------------------------------|
| √ Attitude vs. aptitude | √ Exuding confidence | √ Being firm but fair |
| √ Aspiring to greatness | √ Behaving professionally | √ Taking the blame |
| √ Thinking positively | √ Looking like a leader | √ Practicing the Golden Rule |
| √ Self-discipline | √ Courage under fire | √ Creative problem solving |
| √ Visualizing outcomes | √ Anticipating problems | √ Measuring success. |

During the past two (2) years, we have had many occasions to put into practice what was learned during those four (4) days down in Mexico. And there have often been times when I’ve heard it said, ‘Now what would Jack do about this situation?’

Finally, since we think of ourselves and operate day-to-day pretty much like a big family, your laminated handouts entitled ‘Recipe for Success in Raising Kids Today’ turned out to be a most appropriate surprise. It’s amazing how many of the techniques listed on those little, wallet-sized cards of yours really do apply to the ‘People Skills’ needed in doing a good job as a leader in our restaurants, night clubs and rodeos.

Thanks again, Jack, for being with us in Mazatlan. We've sure gotten our money's worth over the last couple of years and we expect that the lasting impression you made will serve us well for many years to come."