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IDLR CONSULTING SERVICES GUIDE

What Consulting Means at IDLR

Consulting at IDLR is not about opinions—it's about clarity, alignment, and disciplined decision-making.

We work with clients who are navigating complexity: land decisions, acquisitions, repositioning, timing, or uncertainty about the right next move. Our role is to slow the process down just enough to get it right.

When Clients Engage IDLR Consulting

Clients typically reach out when:

- A property decision feels high-stakes or unclear
- A land opportunity needs sober evaluation
- Timing matters more than speed
- They want a second set of experienced eyes before committing capital
- Strategy, not execution, is the priority

Consulting may occur before a transaction, alongside it, or independent of brokerage representation.

Phase 1: Discovery & Context

We begin by understanding the full picture.

Focus Areas

- Client objectives and time horizon + risk tolerance
- Lifestyle, operational, or legacy considerations
- Existing assets and market exposure

Phase 2: Asset or Opportunity Review

We evaluate the opportunity through multiple lenses.

What We Assess

- Market context and micro-location dynamics
- Land use, zoning, and entitlement considerations
- Development or repositioning potential + downside risk and sensitivity
- Alignment with stated goals

Tools We May Use

- High-level underwriting + scenario analysis
- Comparable market behavior + development feasibility perspectives

Phase 3: Strategic Guidance

This is where clarity sharpens.

Deliverables May Include

- Go / no-go recommendations + refined acquisition or hold strategy
- Timing considerations + risk mitigation paths
- Alternative approaches worth considering

Phase 4: Path Forward

Every engagement ends with direction.

Possible Next Steps

- Proceed with confidence, pause or reposition
- Adjust assumptions or structure & engage additional specialists
- Transition into brokerage or development advisory (if appropriate)

Clients leave with a clearer sense of why they're moving—or not.



HOW CONSULTING DIFFERS FROM BROKERAGE

- Consulting is advisory-first
- No pressure to transact
- Engagements can stand alone
- Strategy precedes execution

Brokerage may follow—but only when aligned.

WHAT CLIENTS CAN EXPECT

- Thoughtful, prepared conversations
- Clear, candid feedback
- Discretion and professionalism
- Development-aware perspective
- Respect for nuance and complexity

If an opportunity is misaligned, we will say so.

ENGAGEMENT FORMATS

- One-time strategy sessions
- Land and site reviews
- Ongoing advisory relationships
- Pre-acquisition consulting
- Portfolio or asset-level reviews

A FINAL NOTE

Our role is not to accelerate decisions—it's to steady them.

To create space for clear thinking when the stakes are high, variables are complex, and momentum can easily outpace alignment.

We work to ensure that each decision supports not only today's objective, but the longer arc of how you intend to live, hold, and move forward.