



## **CHET WILKE, Realty Advisor** **Real Estate Consultant**

### **Commercial Real Estate Consulting**

Chet Wilke, with Car Wash Advisors and Managing Broker of AmeriStar Commercial, Inc. began investing in real estate in 1979, licensed in Texas since 1986 he is active in the Texas real estate market. The Realty Advisor Team offers an individualized "hands on" approach of professional service utilizing Chet Wilke's time-tested negotiating skills and the Commercial Realty Advisor concept.

As a Commercial Realtor and Broker Chet Wilke is disciplined in marketing, time management, negotiating strategy and accomplishes goals with a can-do attitude that best serves his real estate clients with his **"Legendary Performance"™ in the car wash industry.**

Chet Wilke was appointed and hired as a real estate legal expert for: Allen, Stein & Durbin, PC, Chubb Insurance, The Hartford Insurance Group and Travelers Insurance and gave testimony under oath regarding car wash real estate transactions and pending cases.

### **Broadcast Realty Advisor**

Featured on Radio's "Your Realty Advisor" every Sunday 1pm, November 2003 to March 2005, on 105.3FM as a "Realty Consumer Advocate" Chet Wilke disseminated information geared to the "In's and Out's" and the "Do's and Don'ts" of Texas real estate. On Television "Your Real Estate Advisor" was written, produced and anchored by Chet Wilke. Chet appeared as a real estate consumer advocate on 80+ programs broadcast over the State of Texas in 2001 on TXCN, Texas Cable News on Saturday and Sunday at Noon. The veteran real estate broker and broadcast journalist served the DFW metroplex as a Realty Advisor on Radio and Television! Chet served in the American Forces Network.

Our "Realty Advisor Real Estate" seminar series provided insight regarding a real estate transaction; especially the in's and out's of buying and selling a property from "Loan to Close". Chet Wilke is recognized as a real estate Consumer Advocate, professional real estate broker, industry speaker, lecturer, author and broadcast personality. Chet Wilke, as their Realty Advisor, has presented seminars for American Airlines, Expo Design Center, Haverly's Furniture, Robb & Stucky, Habitat for Humanity, The Great Indoors and at industry events.

### **New Car Wash Build to Suit Consulting**

1. Site Selection
2. Traffic Evaluation
3. Survey/Site plan evaluation
4. Building Design
5. Development review
6. Contractor evaluation
7. Project cost analysis
8. Project Supervision
9. Marketing/PR
10. Exit Strategy

### **Existing Car Wash Consulting**

1. Business Model Review
2. Management Review
3. Operations Review
4. Site/Traffic Plan
5. Revenue/GSR Evaluation
6. Loan program Evaluation
7. Recommendations
8. Exit Strategy

## **Consulting Fee Schedule**

*Hourly Fee at \$200 (8-hour day) plus reasonable travel expenses pre-paid; and overnight stay at \$300 per night. Retainer of \$2000 minimum based on project time requirement mutually agreed upon by the parties.*

## **Commitment**

Chet Wilke is client driven, thrives on challenges, is committed to fairness, and offers service and assistance to all parties. Providing information, statistical data, and finding the best property for your needs is Chet's primary goal. Since "Time is Money" an organized plan and effective execution is second nature for Chet's Realty Advisor Team. Our commitment to you is "Peace of Mind" from loan to close with harmony for our clients. Chet Wilke is known for his "**Legendary Performance**"™ and service. More about Chet at: <http://www.CarWashAdvisors.com> and at <http://www.AmeriStarCommercial.com>.

## **Personal**

Educated in Real Estate, Business and Communications Chet Wilke has a Bachelor of Arts in Communications from Columbia College. Chet Wilke is founder and organizer of Collin Bank, Precision One, LP, Ameristar Group Corporation and Ameristar Commercial, Inc..

Chet Wilke maintains the highest professional standards and fiduciary responsibility with a positive attitude. "**Legendary Performance**"™ is Chet Wilke's lifestyle and is based on creative negotiating and old-fashioned hard work.



## Information About Brokerage Services

Texas law requires all real estate licensees to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.

### TYPES OF REAL ESTATE LICENSE HOLDERS:

- A **BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- A **SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

### A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

### A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

**AS AGENT FOR OWNER (SELLER/LANDLORD):** The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent.

**AS AGENT FOR BUYER/TENANT:** The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent.

**AS AGENT FOR BOTH - INTERMEDIARY:** To act as an intermediary between the parties the broker must first obtain the written agreement of each party to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
  - that the owner will accept a price less than the written asking price;
  - that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
  - any coincidental information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

**AS SUBAGENT:** A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

### TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

**LICENSE HOLDER CONTACT INFORMATION:** This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

<u>AMERISTAR COMMERCIAL, INC.</u>	<u>469639</u>	<u>CHETWILKE@GMAIL.COM</u>	<u>(972)618-1047</u>
Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
<u>CHET WILKE</u>	<u>379957</u>	<u>CHETWILKE@GMAIL.COM</u>	<u>(972)618-1047</u>
Designated Broker of Firm	License No.	Email	Phone
Licensed Supervisor of Sales Agent/ Associate	License No.	Email	Phone
Sales Agent/Associate's Name	License No.	Email	Phone

Buyer/Tenant/Seller/Landlord Initials

Date

Regulated by the Texas Real Estate Commission

Information available at [www.trec.texas.gov](http://www.trec.texas.gov)  
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