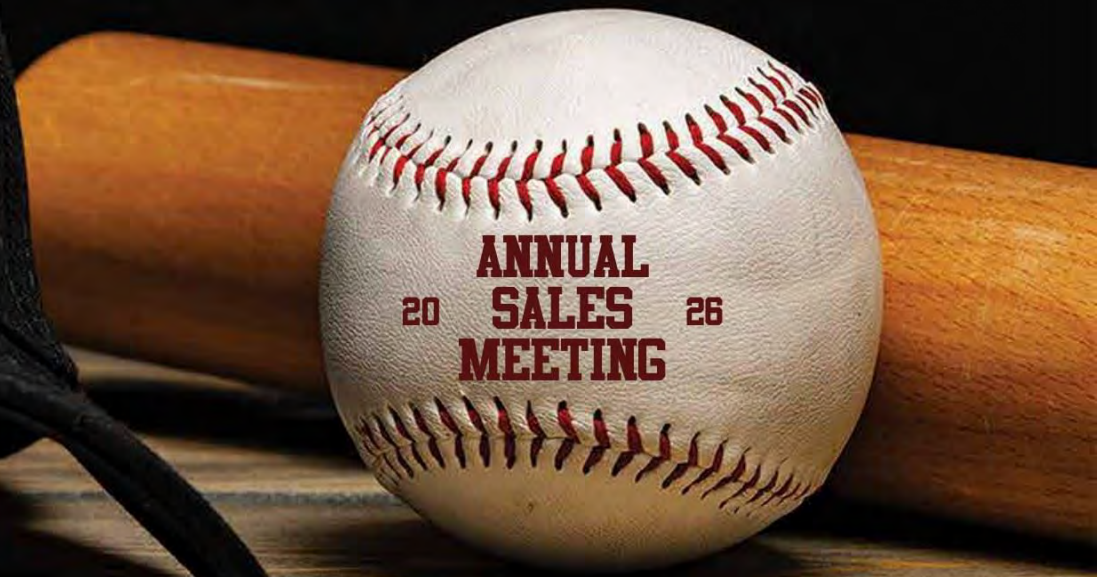




Marketing





*The Cardinals
didn't pick a no-
name roofer.
They picked us.
Now use that.*

**WHAT IS POSSIBLE
WHEN WE
TOGETHER WIN**

- **Largest brand investment in 3MG history — by a wide margin**
- **3-year agreement, signed March 2026**
- **Active sponsorships: St. Louis Cardinals (MLB), UCF Knights (NCAA)**
- **In active conversation with Jacksonville Jaguars about a possible future partnership**
- **Partnership Manager: Malik Thomas**



Marketing



REP LANDING PAGES

Other contractors knock with a business card. You're knocking with a brand.

Self-gen commission fully preserved on every lead through the page

No login required, no maintenance, no tool to learn

1. It's their page — rep's photo, name, title, market, bio, tenure, hometown, specialty tags
2. Tap-to-call — rep's direct number, one tap
3. Tap-to-text "Text Me" — one tap opens SMS to the rep's phone
4. Save Contact (vCard) — rep is added to the homeowner's phone contacts in one tap
5. Share button — one-tap refer the rep's page via text
6. Integrated inspection request form — fires straight into AccuLynx with the rep's name on it
7. The 30-minute callback promise — published, public, on every page



Marketing



REALTOR AMBASSADOR PROGRAM

*"Other roofers chase
realtors. You're going to be
the realtor's first call."*

UP TO **5%** PER CLOSED REFERRAL

\$25K shingle replacement = **\$1,250** in your pocket from one introduction

\$60K tile job = **\$3,000** from one introduction

Three transaction touchpoints per closing: pre-listing, inspector-flagged, post-close

"No cash until closing" — critical for VA/FHA buyers, structural differentiator no other roofer can match



Marketing



FOLLOW-UP SPEED-TO-LEAD BE THE ONE THEY REMEMBER

*10,000 ads a day.
Plus everything
else. Be the one
they remember.*

BE FAST. BE CONSISTENT. BE THE ONE THEY REMEMBER.

21* more likely to qualify a lead in 5 min vs. 30 min

Source: Harvard Business Review / MIT, 2,241 companies, 100,000 leads

78% of customers buy from the company that responds first

Source: MIT Lead Response Management Study

80% of sales close after the 5th follow-up touch.
Most reps quit at 1 or 2.

Source: Brevet Group; Hatch home-services data, 132,000 campaigns

We are improving our process and partners to
achieve the highest appointment set rate -
25 → 74%



Marketing





Marketing

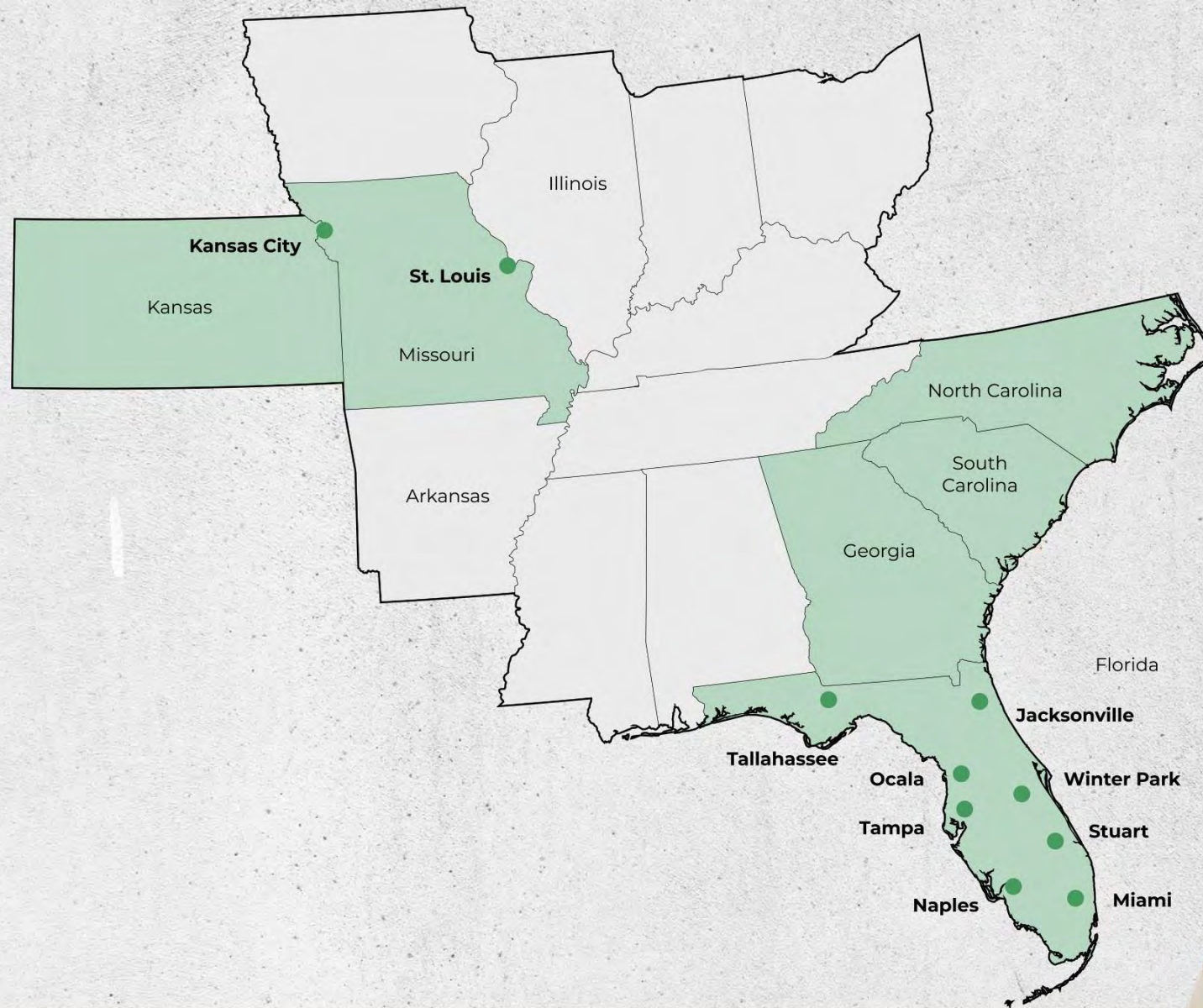


Greenfield



2025-2026

- We've expanded into Kansas City and St Louis in the end of 2025
- Our goal is to add 4-6 new offices in 2026



Greenfield



SUCCESS

Total Revenue from
Midwest Markets:

\$9,915,074.24

ST. LOUIS

Sales Revenue (11 months):

\$8,818,543.71

TOP JOBS:

\$770,604.24

(Job-6388: Michele Thiel)

\$697,467.69

(Job-7930: Carolina van den Berk)

\$671,684.58

(Job-7336: Anibal Melo)

KANSAS CITY

Sales Revenue (10 months):

\$1,096,530.53

TOP JOBS:

\$83,473.97

(Job-7129: Megan Krumsick)

\$51,449.85

(Job-6741: Brett Johnson)

\$47,862.53

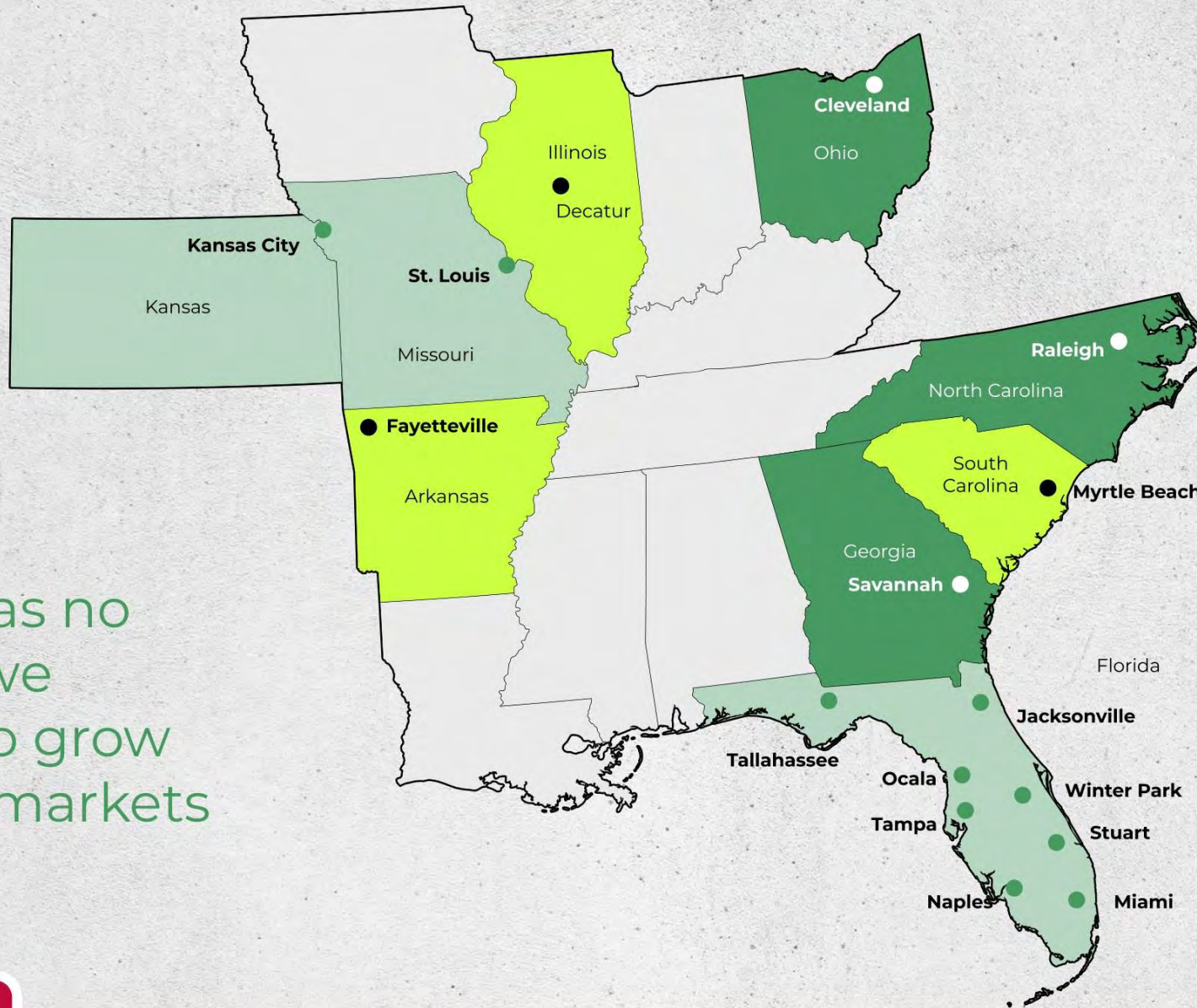
(Job-6845: Ted Kriwiel)



Greenfield



We're all gas no
breaks as we
continue to grow
into other markets



We are halfway to our
goal of six offices/markets
expanded into for 2026

NEW BRANCHES:

- Raleigh
- Savannah
- Cleveland

IMMINENT TARGETS:

- Fayetteville
- Decatur
- Myrtle Beach



Greenfield





MARKET OPPORTUNITY

ANNUAL ROOFING
MARKET SIZE

\$1.6B+

ROOFING JOBS
ANNUALLY

60,000+

REVENUE PROJECTION

YEAR 1

\$750K-\$1.2M

YEAR 2

\$1.5M-\$2.5M

YEAR 3

\$2.5M-\$4M



Greenfield





INDIANA

MARKET
OPPORTUNITY

ANNUAL ROOFING
MARKET SIZE

\$1.2B +

ROOFING JOBS
ANNUALLY

45,000 +

REVENUE
PROJECTION

YEAR 1

\$600K-\$1M

YEAR 2

\$1.2M-\$2M

YEAR 3

\$2M-\$3.5M



Greenfield



ARKANSAS

MARKET OPPORTUNITY

ANNUAL ROOFING
MARKET SIZE

\$600M +

ROOFING JOBS
ANNUALLY

20,000 +

**REVENUE
PROJECTION**

YEAR 1

\$400K-\$700K

YEAR 2

\$800K-\$1.5M

YEAR 3

\$1.5M-\$2.5M+



Greenfield





ILLINOIS

MARKET OPPORTUNITY

ANNUAL ROOFING
MARKET SIZE

\$3.0B +

ROOFING JOBS
ANNUALLY

100,000 +

REVENUE PROJECTION

YEAR 1

\$1.2M-\$2M

YEAR 2

\$2.5M-\$4M

YEAR 3

\$4M-\$7M+



Greenfield



The biggest factor to our expansion strategy is the people.

We go where the best talent is located. If anyone has any recommendations of individuals who would fit our culture and environment, please let us know.

Please welcome our new branch managers...

Brock Mathis (Savannah)

Dan Ward (Cleveland)

Carter Garris (Raleigh)

Shoutouts to...

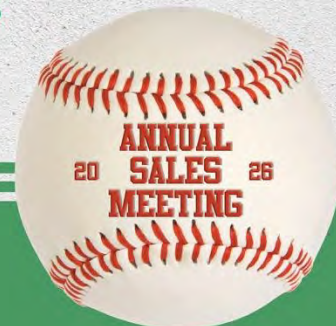
Amy & Jess in recruiting for assisting us in finding the talent and acquiring it

Kyle for supporting our vision and giving us the fuel to grow 3MG

Drew & Zack to highlight their efforts and successes in these new markets and buying into the 3MG way



Greenfield



PLANS FOR NEW BRANCHES

Savannah Brick and Mortar Office should be up and running by end of May

Raleigh & Cleveland offices to begin hiring and physical locations scouted End of May/Early June

We are officially greenlit to begin building roofs in **Illinois**. One of our next three locations

We are scouting **Fayetteville, AR** and **Myrtle Beach/Charleston, SC** as potential next expansion



Greenfield





Greenfield





Greenfield





Greenfield



Commercial



SERVICE

- Lifeline to re-roof work through repairs and preventative maintenance.
- Bolstering our capacity and adding more trucks to support the escalated growth.
- Accommodating smaller projects and coatings.

COMMISSION STRUCTURE CHANGE:

30% – 39% PROFIT

5%

COMMISSION

40%+ PROFIT

10%

COMMISSION



Commercial



REROOF

NEW COMMERCIAL CRM

- Inspection ease with use of HOVER integration
- CLP opportunity submission changes
- Roof Report
- Estimation ease
- Portal access



Commercial



3MG

COMMERCIAL ROOFING & SOLAR

ROOFING

ROOF INTELLIGENCE REPORT™

COMPREHENSIVE ROOF CONDITION & HISTORY

REPORT ID

#RIR-2026-04821

PROPERTY INFORMATION

Colony Lakes Apartments

1250 COLONY LAKES BLVD, KISSIMMEE, FL 34747

ROOF SYSTEM

TPO Single-Ply

TOTAL ROOF AREA

48,500 sq ft

REPORT DATE

2026-03-17

PREPARED BY

Joel Newton

🔍

Inspections on Record

6

⚠️

Active Issues

2

✓

Repairs Completed

8

📈

Insurance Claims Filed

1

82

100

GOOD CONDITION

Performing within expected parameters. Minor maintenance items only.

✓ NO STRUCTURAL DAMAGE

COMPONENT SCORE BREAKDOWN

Membrane Condition

90

Drainage & Ponding

70

Flashings & Edges

85

Penetrations & Seals

78

Maintenance Compliance

92%

LAST INSPECTION

02/15/2026

LIFE REMAINING

12-15 yrs

WARRANTY STATUS

ACTIVE

YEAR INSTALLED

2018

NEXT INSPECTION

Aug 2026

ROOF SPECIFICATIONS

System details and measurements

Roof System Type

TPO Single-Ply Membrane

Manufacturer

GAF EverGuard Extreme

Membrane Thickness

60 mil

Insulation Type

Polyiso - 3.5" R-20

Attachment Method

Mechanically Fastened

Slope / Drainage

1/4" per ft / Internal

Total Roof Area

48,500 sq ft

Number of Sections

4 (Buildings A-D)

Penetrations

32 (HVAC, vents, pipes)

Parapet Wall

Yes - Coped Metal

Deck Type

Steel / Concrete

Wind Uplift Rating

FM 1-120

WARRANTY STATUS

Coverage details and expiration

MANUFACTURER WARRANTY

✓ ACTIVE

GAF Golden Pledge

20-Year NDL

Expires: June 2038

WORKMANSHIP WARRANTY

✓ ACTIVE

3MG Roofing & Solar

10-Year Workmanship

Expires: June 2028

TRANSFERABLE

YES

Warranty transfers with property ownership

Subject to inspection

INSPECTION & SERVICE HISTORY

Complete maintenance and repair log

DATE

TYPE

DESCRIPTION

PERFORMED BY

STATUS

02/15/2026

INSPECTION

Annual roof inspection. All sections reviewed. Minor ponding noted on Building C. Membrane in good condition. All flashings secure.

Geoff Young

Complete

11/02/2025

REPAIR

Repaired 6 LF seam separation on Building A near HVAC unit #3. Heat-welded and sealed. Leak test passed.

Alain Garcia

Resolved

09/28/2025

CLAIM

Hurricane Milton damage assessment. Wind damage to parapet coping on Building B. Claim filed with carrier. Approved \$18,400.

Joel Newton

Resolved

08/10/2025

MAINTENANCE

Semi-annual maintenance. Cleared all drains and scuppers. Removed debris from 4 sections. Checked all penetration seals.

Austin Devaney

Complete

02/20/2025

INSPECTION

Annual roof inspection. All systems performing as expected. Recommended resealing pipe boots on Building D within 12 months.

Geoff Young

Complete

06/15/2018

INSTALLATION

Full roof replacement. GAF EverGuard Extreme 60mil TPO over 3.5" polyiso. Mechanically fastened. Golden Pledge warranty issued.

3MG Roofing

Complete

ACTIVE ISSUES & OBSERVATIONS

Items requiring attention or monitoring

MEDIUM

Ponding Water

Standing water observed 48hrs after rain event. Approx 200 sq ft area. Monitor for membrane degradation.

📍 Building C - Section 3, NW Corner

LOW

Pipe Boot Sealant

Sealant showing early signs of cracking around 3 pipe penetrations. Recommend reseal within 6 months.

📍 Building D - Rooftop Plumbing Vents

LOW

Debris Accumulation

Tree debris collecting near drains on south side. Increase cleaning frequency to prevent blockage.

📍 Building A - South Scuppers

ASSESSMENT & RECOMMENDATION

Professional evaluation and next steps

RECOMMENDED ACTION: MAINTAIN

Continue Maintenance Program

ESTIMATED LIFE REMAINING

12-15 yrs

REPLACEMENT ESTIMATE

\$485,000

BASIS FOR RECOMMENDATION

✓ Membrane in good condition with no active leaks

✓ Manufacturer warranty active through 2038

✓ Consistent maintenance history (92% compliance)

✓ Only 1 insurance claim in 8 years of service

✓ All prior repairs documented and resolved

PRIORITY ACTION ITEMS

1

Reseal pipe boots on Building D

Schedule within 6 months to prevent water intrusion

2

Address ponding on Building C

Evaluate drainage; may need tapered insulation crickets

3

Increase debris cleaning schedule

Move to monthly for Building A south scuppers

4

Next full inspection due

Schedule for August 2026 (6-month interval)

CERTIFIED

★ ★ ★

ROOF INTELLIGENCE VERIFIED

3MG

DISCLAIMER: This Roof Intelligence Report is based on visual inspections, maintenance records, and data available as of the report date. Conditions may change due to weather events, aging, or unforeseen circumstances. This report should be used as one tool alongside professional engineering assessments when making capital expenditure decisions. All measurements are approximate.

© 2026 3MG Roofing & Solar. All rights reserved. | GAF Master Elite Contractor | Generated on 03/17/2026

Commercial

TOOLS

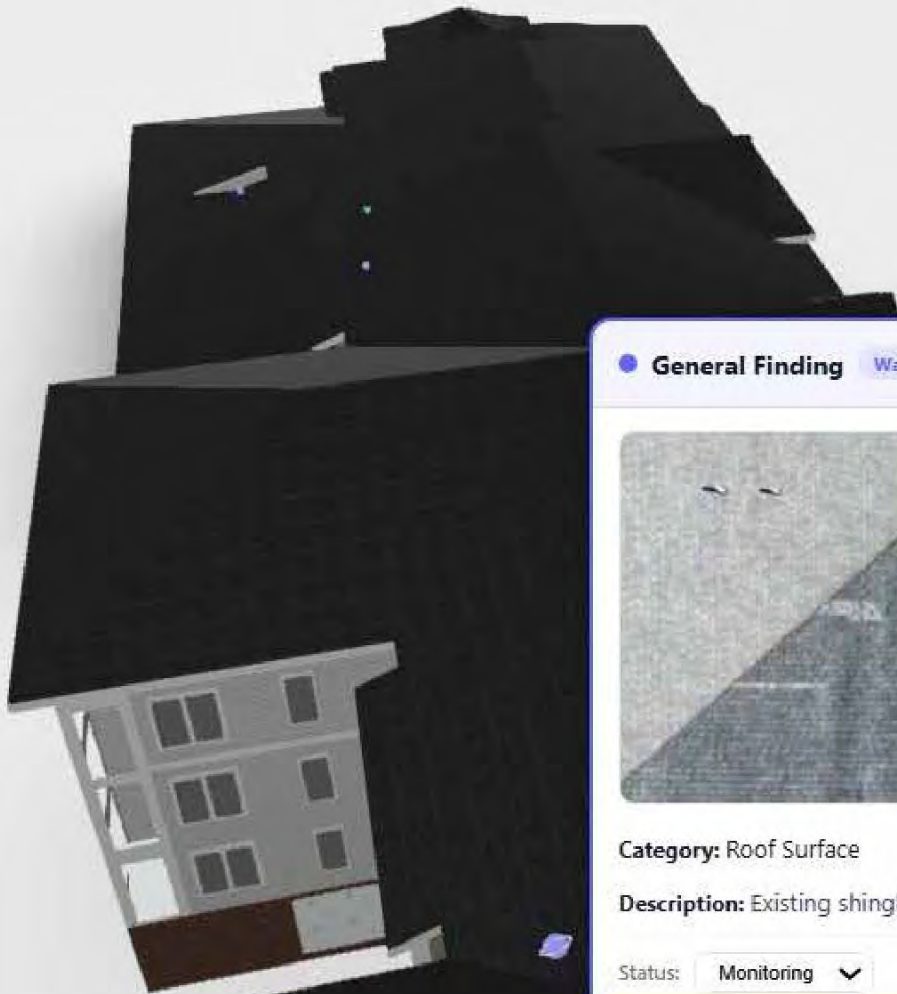
Deficiency Pin

Measure Distance

Measure Area

Hide Object

Layers



General Finding

Watch

View Photo

Category: Roof Surface

Description: Existing shingles repairs at vally

Status: Monitoring

Commercial



Insurance Dept.

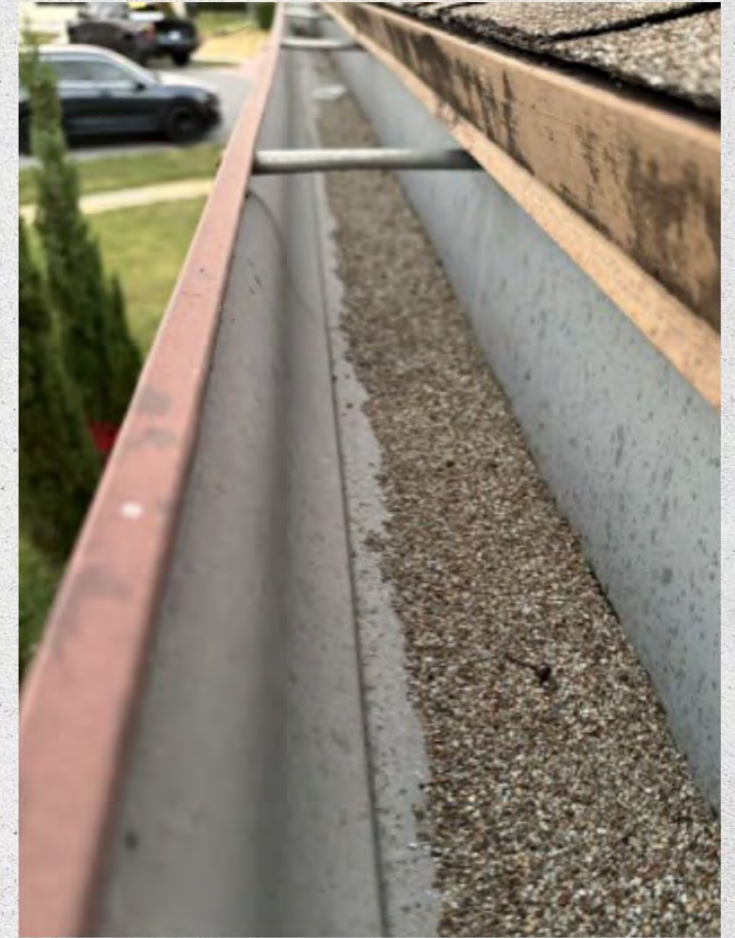


*Supplementing
Appraisals
Flips*





PROVE GUTTERS!



Supplementing





PROVE STEEP SLOPE!



Supplementing





PROVE FLAT!

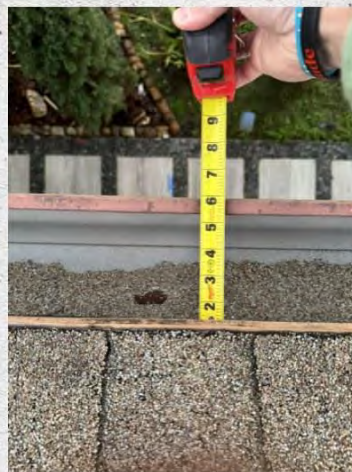


Supplementing





GOOD PHOTOS =
\$\$\$ FASTER



Supplementing



OUTSIDE OF FLORIDA

There are
limited code
requirements &
statutes

How does that affect you/supplementing?

*3MG builds quality
roofs to industry
standards, and may
include materials that
are not pre-existing.
The insurance
company is likely to
fight paying for those
additional materials.*

Who then has to pay?

The homeowner

TALKING POINTS

*"3MG builds roofs to the
highest of code standards
nationwide."*

Up front cost vs. durability

**Quality roofs may cost a
little more up front, but
save headaches on the
backend**

**Substandard materials
and lack of proper
materials**



Supplementing



INSURANCE VIRUS

2. Laminated - comp. shingle rfg. - w/out felt

20.67 SQ	244.42	254.22	5,306.38	6/30 yrs	(1,061.27)	4,245.11
				Avg.	20.00%	

Component RFG300 from this line item was priced by ITEL Asphalt Shingle Pricing (ASP) on 18 Aug 2025.

Auto Calculated Waste: 8.9%, 1.69SQ

Options: Valleys: Closed-cut (half laced), Include eave starter course: No, Include rake starter course: No, Exposure - Hip/Valley/Starter: 5 5/8",

Bundle Rounding: 1.2%, 0.24SQ - (included in waste calculation above)

7. Laminated - comp. shingle rfg. - w/out felt

30.67 SQ	237.34	305.63	7,584.85	4/30 yrs	Avg. 13.33%	(1,011.31)	6,573.54
----------	--------	--------	----------	----------	-------------	------------	----------

Auto Calculated Waste: 11.4%, 3.13SQ

Options: Valleys: Closed-cut (half laced), Include eave starter course: No, Include rake starter course: No, Exposure - Hip/Valley/Starter: 5 5/8",
Bundle Rounding: 0.9%, 0.25SQ - (included in waste calculation above)

Component RFG300 from this line item was priced by ITEL Asphalt Shingle Pricing (ASP) on 18 Nov 2025. See attached document for more details.

4. 3 tab - 25 yr. - comp. shingle roofing - w/out felt	25.33 SQ	277.70	7,034.14	19/25 yrs	Avg. 76%	(5,345.95)	1,688.19
--	----------	--------	----------	-----------	----------	------------	----------

Auto Calculated Waste: 11.6%, 2.63SQ

Options: Valleys: Closed-cut (half laced), Include eave starter course: Yes, Include rake starter course: No, Include ridge/hip cap: Yes, Exposure - Hip/Valley/Starter: 5",

Bundle Rounding: 0.4%, 0.08SQ - (included in waste calculation above)

This line item includes an allowance of \$107.81 per unit, which reflects current market values in your area. Market prices were verified by Material Supply Warehouse (MSW). While you or your contractor are under no obligation to use this supplier, MSW allows you or your contractor of choice to have materials delivered to your home for installation. For more information on MSW, please visit www.materialsupplywarehouse.com, or contact them at info@materialsupplywarehouse.com, or 888-508-5009.



Supplementing



INSURANCE VIRUS

- Citizens, Allstate, Progressive, State Farm, Tower Hill & other major carriers
- Include starter & hip/ridge cap in the shingle replacement line item
- Cite ITTEL and MSW as a means to justify lower unit prices

What are we doing about this?

Supplement team is going to reach out to the carrier at Approval, instead of waiting until after the build



Supplementing





Appraisal is an independent review by 2 third parties to determine coverage

- If you notice the IC scope is written poorly and/or missing significant scopes of work, and you take no action, don't be surprised if it eventually goes to appraisal

- **How to avoid appraisal?**

Request a pre-supplement!

- **Is an appraisal a negative thing or hard to explain to a homeowner?**

No! "We performed additional work to bring your house up to code and/or completed unforeseen scopes of work. We provided code citations and pictures to your insurance company as justification. Without any logical reasoning, your insurance company denied coverage for these items, and now we are requesting an independent review of the scope of work to determine if the coverage amount is fair (ie appraisal)."



Appraisals



APPRAISAL CONTACTS



MIKE SABA

(904) 982-7805

sabamike@gmail.com



TRAVIS

WEATHERINGTON

(New appraiser to 3MG)

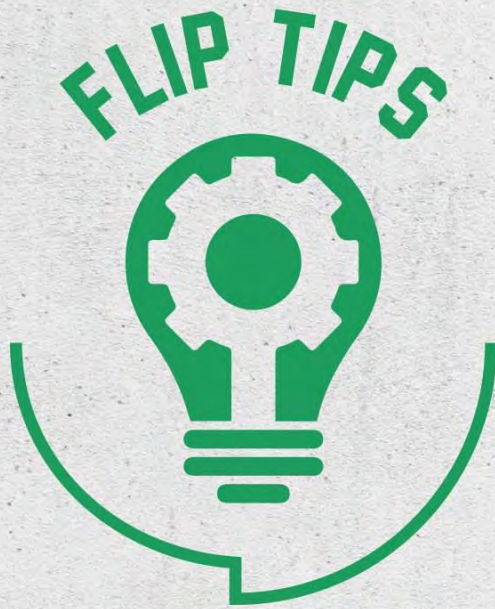
407-590-4485

XTConsultingLLC@gmail.com



Appraisals





What is a flip?

A flip is a full denial / partial approval to a in-house 'flipped' to full approval

- **New Requirement: IC requires roof to be chalked up, so we are sending back flip requests if no chalk photos**
- **Reminder: we need really good photos, close ups, standard, all slopes**
- **Everyone who is requesting a flip, needs to know how to do a brittle test**

Video: Shingle Brittle test for progressive insurance
<https://www.youtube.com/shorts/ijagWwohw-s>



Appraisals





Sign in to your account

Email

3mgSalesperson@3mgroofing.com

Password

.....

Sign In

[Forgot password?](#)

[Sign up](#)

3MG Retail Estimator

3MG-NewStyle-54bc96a9...

+

Ask Gemini

https://3mgsaleshub.com/sales

3MG Sales

Sales Dashboard

My Estimates

Exgle/View Measurements

RoofGen AI

Sales Follow Up

Report bug

HARD REFRESH

Main Dashboard

Estimates

Welcome Back, Daniel Pedraza!

Winter Park | Orlando

Others Roofing Packages are available now for self-estimate creation!

CREATE NEW ESTIMATE

Your Progress Dashboard

Track your sales performance in real-time

Draft Estimates
In Progress

Pending Review
Awaiting Approval

Finalized
Ready to Close

Total Value
Positive Value

Recent Activity

Daniel Pedraza

3818 Pyrite Dr, Oviedo, FL 32785

10/15/2024

Daniel Pedraza

1155 Northwest 3rd Avenue, Boca Raton, FL 33432

10/15/2024

Daniel Pedraza

1855 Northwest 3rd Avenue, Boca Raton, FL 33432

10/15/2024

Daniel Pedraza

1155 Northwest 3rd Avenue, Boca Raton, FL 33432

10/15/2024

DA

© 2025 3MG Roofing

3MG Retail Estimator

3MG-NewStyle-54bc96a9...

+

Ask Gemini

https://3mgsaleshub.com/sales

3MG Sales

Sales Dashboard

My Estimates

Export/View Measurements

RoofGen AI

Sales Follow Up

Report Log

HARD REFRESH

Main Dashboard

Estimates

Welcome Back, Daniel Pedraza!

Winter Park | Orlando | 3110111111

Upcoming Packages are available now for self-estimate creation

CREATE NEW ESTIMATE

Your Progress Dashboard

Track your sales performance in real-time

Draft Estimates
In Progress
0

Pending Review
Awaiting Approval
0

Finalized
Ready to Close
5

Total Value
Proposed Value
\$168,138.20

Recent Activity

LIVE

Daniel Pedraza
2819 Pyrite Dr, Oviedo, FL 32765
[Status]

Daniel Pedraza
3819 Pyrite Dr, Oviedo, FL 32765
[Status]

Daniel Pedraza
1155 Northwest 3rd Avenue, Boca Raton, FL 33432
[Status]

Daniel Pedraza
1155 Northwest 3rd Avenue, Boca Raton, FL 33432
[Status]

DA

© 2025 3MG Roofing

Subtrades



WHO TO TAG IN THE SERVICE DEPARTMENT

GUSTAVO BERRIO

All subtrade scheduling and updates

MOISES ROJAS

All retail repairs, retail repair estimates, warranty, and tarps

JOE GIBSON

Subtrade and retail repair estimates, moving jobs to all trades complete, any escalated issues, and if you are not receiving responses from Gustavo or Moises



Subtrades



Recruiting



REFERRAL PARTNER PROGRAM

WHO WE ARE LOOKING FOR THE PROCESS THE LIFT

HOW TO STAY ON TRACK

Who are the types of people we can recruit as referral partners and lead sources

The process for onboarding them properly

The “lift” on our team’s side to get everything organized

Rep will be tied to the referral partner so it stays clean, organized, and easy to track



Recruiting



IMPORTANT

Reps need to go through recruiting to get referral partners onboarded correctly.

Referral partners need to complete the proper onboarding process.

Insurance Claims Services Locations Reviews Financing FAQsSTART FREE ESTIMATE

JOIN THE REFERRAL PARTNERS PROGRAM

EARN A COMMISSION ON EVERY REFERRAL

We provide fast inspections and white-glove installation for Florida homeowners.

- **Fast inspection turnaround**
- **Insurance expertise**
- **Premium installation**

Terms & conditions apply. Referral fees are paid upon project completion in accordance with program terms. Please refer to the official 3MG Realtor Referral Agreement for full details.

Earn up to
5%
On Every Referral

GET STARTED NOW!

PROTECTING ROOFS, POWERING HOMES.OFFICIAL ROOFER OF

855-372-7845WWW.3MG.COMWHITE PINE | OR-AND: ✓ SLOPE, FL ✓ JACKSONVILLE, FL ✓ SARASOTA, FL ✓ TAMPA, FL ✓ MIAMI, FL ✓ Ocala, FL ✓ TALLAHASSEE, FL ✓ ST. LOUIS, MO ✓ KANSAS CITY, MO ✓ INDIANAPOLIS, IN ✓ KANSAS CITY, KSFacebook Instagram LinkedIn @3mgroofingandsolar

Business Development Referral Partner

Florida Apply

Business Development Associate-Referral Partner

NO RESUME NEEDED!

3MG Solutions

3MG Solutions, LLC is one of the fastest-growing residential and commercial roofing contractors in the United States. With offices across Florida, Missouri, Georgia and Kansas, we pride ourselves on our team-centric culture, mutual respect, and active community involvement.

Why Join 3MG Solutions?

- We're one of the nation's top roofing contractors- and still growing! Residential, commercial, repairs, trades, and specialty roofing.
- We are Diverse Company Preferred Contractor giving our homeowners unmatched warranty protection and exclusive access to premium products.
- Proud Partner of the St. Louis Cardinals
- Proud Partner of UCF Athletics

Position Summary

We are seeking motivated and well-connected Referral Partners to help generate qualified leads for our sales team. This is a commission-based opportunity ideal for professionals with strong networks who want to earn by connecting homeowners and property owners with our services.

Referral Partners play a key role in expanding our reach by identifying potential customers and introducing them to our team. You'll earn commissions on closed business resulting from your referrals.

Key Responsibilities

- Identify and refer qualified leads to our sales team.
- Build and maintain relationships within your network (homeowners, property managers, realtors, contractors, etc.)
- Share basic information about our services and value proposition.
- Submit referrals through our designated process.
- Maintain professionalism and brand integrity when representing our company.

Ideal Candidate

- Well-connected within the community or industry.
- Strong communication and relationship-building skills.
- Self-motivated and results-driven.
- Professional and trustworthy.
- Experience in real estate, property management, construction, insurance, or related industries is a plus (but not required).

 **Create a Job Alert**

Interested in building your career at 3MG Roofing & Solar? Get future opportunities sent straight to your email.

[Create alert](#)

Apply for this job Auto-fill with MyGreenHouse

*Indicates a required field

First Name *

Last Name *

Preferred First Name

Email *

Country ▼ Phone ▼

Resume/CV

Attach
Dropbox
Google Drive
Enter manually

Accepted file types: pdf, doc, docx, txt, etc.

Have you been referred by anyone or know anyone at 3MG?

Submit application



Recruiting



SALES REFERRAL BONUS

EMPLOYEES CAN EARN
UP TO \$1,000
FOR REFERRING A NEW
SALES RECRUIT

EARN
\$500

WHEN THE REFERRED RECRUIT SELLS
\$100,000
IN THEIR FIRST MONTH

EARN AN ADDITIONAL
\$500

WHEN THE REFERRED RECRUIT REACHES
90 DAYS
OF EMPLOYMENT WITH 3MG



Recruiting



GET A
ROLEX

WHEN THE REFERRED RECRUIT SELLS

\$500,000

IN THEIR FIRST 6 MONTHS

OR

\$1,000,000

IN THEIR FIRST YEAR



Recruiting



Production



ROOFS INSTALLED • JAN - APR 2026

SIX•HUNDRED•FORTY•SEVEN ROOFS. FOUR MONTHS.

Every pin is a real home we protected. Five states, twelve metros, and one warranty backing every install.

647

ROOFS INSTALLED

\$26M

CONTRACTS DELIVERED

5

STATES

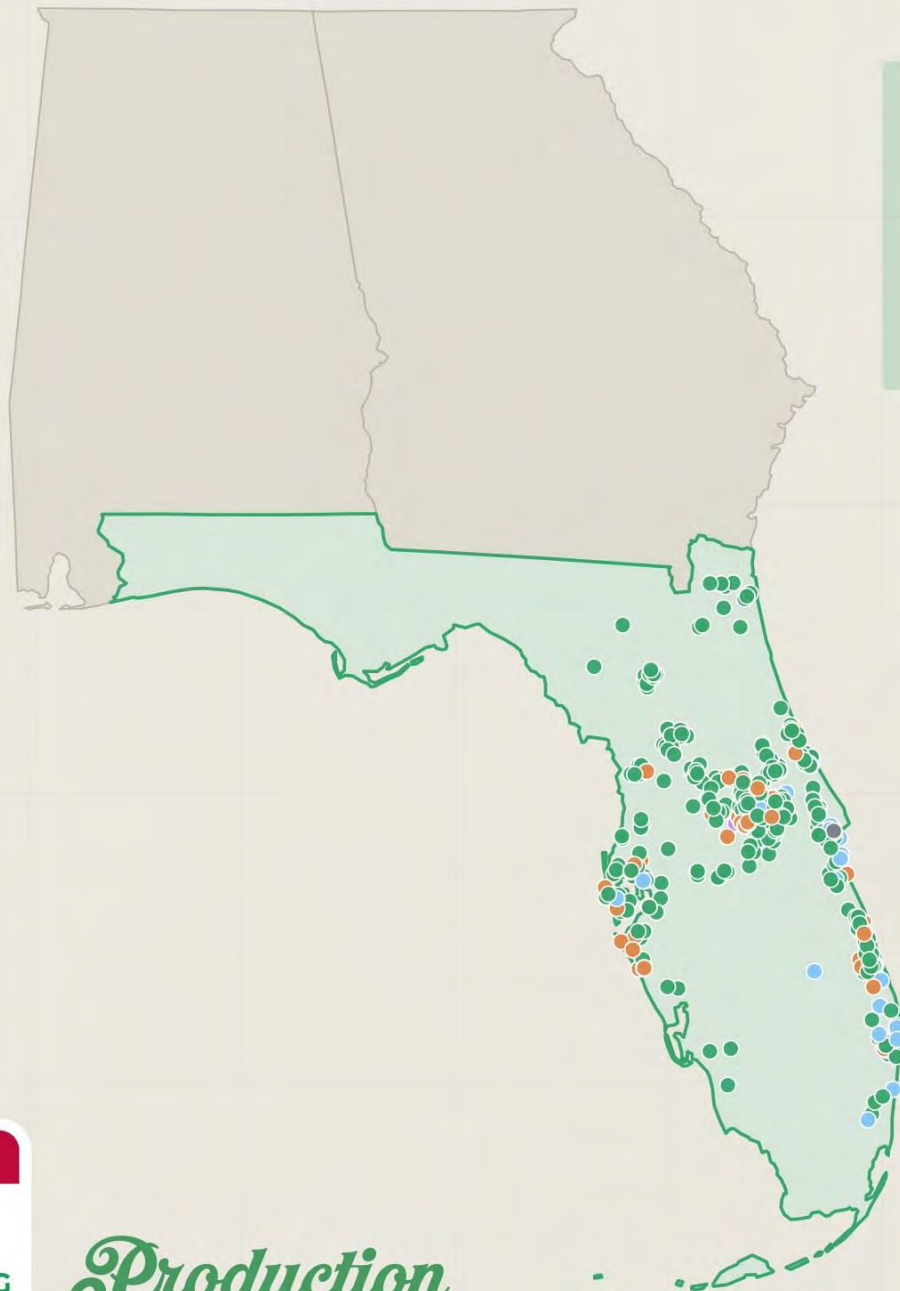
112

CITIES & TOWNS



Production





FL

FL FLORIDA

557

ROOFS INSTALLED

\$21.7M

CONTRACTS DELIVERED

115

CITIES SERVED

ROOF TYPE MIX



TOP CITIES

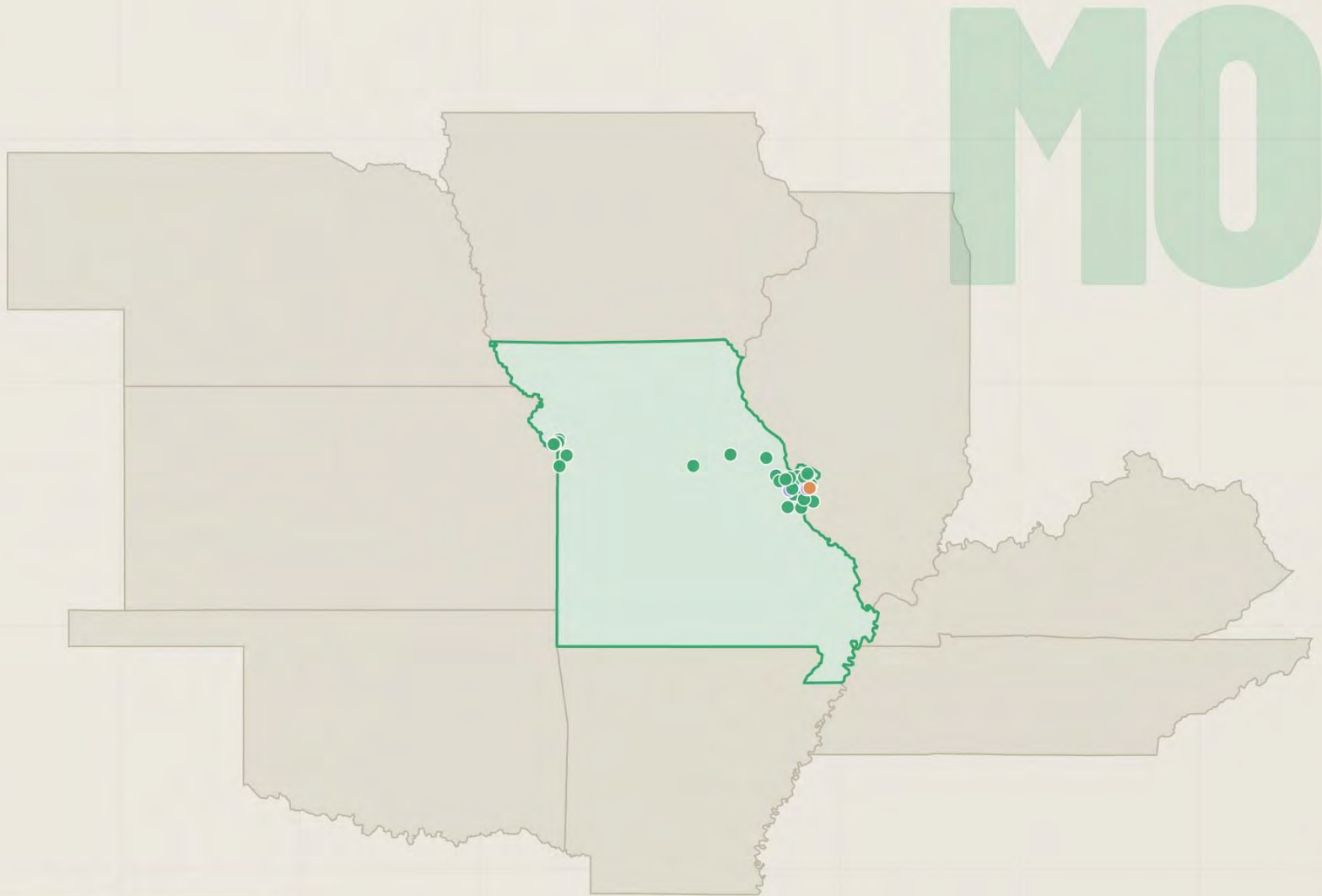
Orlando

Port Saint Lucie

Apopka



Production



MO MISSOURI

46

ROOFS INSTALLED

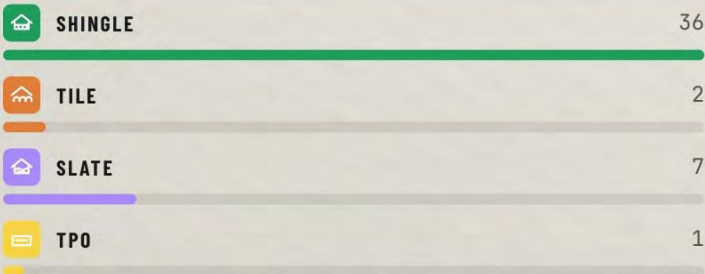
\$3.6M

CONTRACTS DELIVERED

16

CITIES SERVED

ROOF TYPE MIX



TOP CITIES

Saint Louis	12
Kansas City	9
Saint Charles	

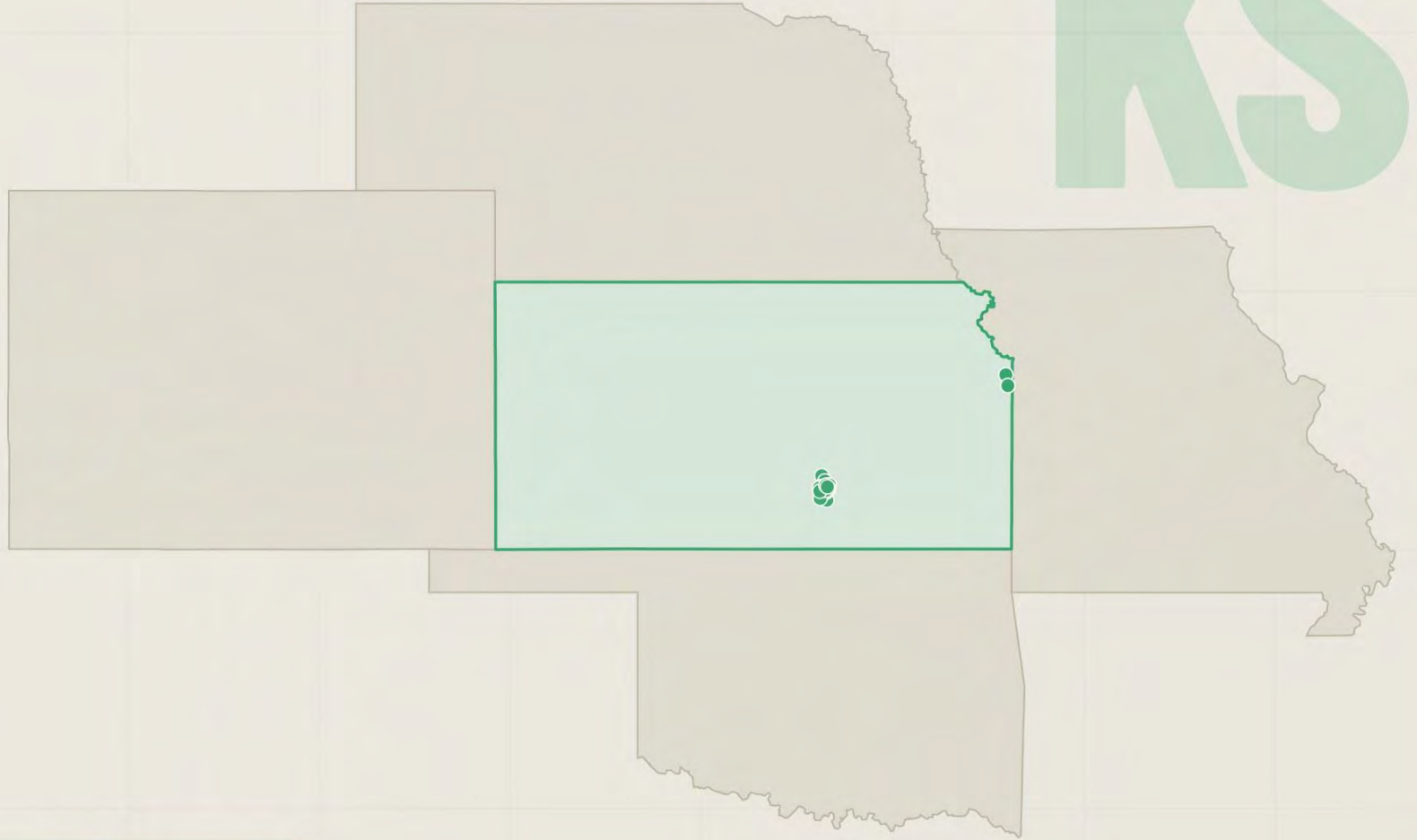


Production





Production



KS KANSAS

33

ROOFS INSTALLED

\$593K

CONTRACTS DELIVERED

5

CITIES SERVED

ROOF TYPE MIX



SHINGLE

33

TOP CITIES

Wichita

26

Overland Park

4

Valley Center

1



GA GEORGIA

11

ROOFS INSTALLED

\$189K

CONTRACTS DELIVERED

6

CITIES SERVED

ROOF TYPE MIX

 SHINGLE

11

TOP CITIES

Savannah

4

Richmond Hill

2

Kingsland

2



Production



LICENSED & INSURED · 25-YEAR WARRANTY

THIS IS WHAT SCALE LOOKS LIKE.

647

ROOFS

\$26M

DELIVERED

5

STATES

112

CITIES

PROTECT WHAT MATTERS MOST · 833-372-7663



Production



Residential





Residential



THE STANDARD



Residential



WHY?



Residential



HOLDING THE STANDARD

3MG SALES PRINCIPLES

FOLLOW UP. FOLLOW UP.

FOLLOW UP wins more deals than talent.

TRUST, THE REAL PRODUCT.

You cannot put a price on the best relationships.
See the fortune in them.

Emotion drives decisions - logic justifies them.
Provide protection and erase fears.

ASK THE RIGHT QUESTIONS.

Consistency. Certainty.

Sales mastery is personal mastery.

White Glove Service.



Residential



HOLDING THE STANDARD

3MG SALES PRINCIPLES

CHANGE THE ANGLE - THROW STRIKES

No more bad follow ups. Every touchpoint should answer - "Why should they think about their roof today?"

Homeowners do not buy when we're ready; they buy when THEY'RE ready.

~~"Just Checking in"~~



Residential



Q1 2026 FACTS. NOT STATS.

Q1 2025	Q1 2026
---------	---------

LEAD INCREASE

1,198	2,840
-------	-------

PROSPECT INCREASE

265	411
-----	-----

SALES INCREASE

\$12,895,202	\$15,101,735
--------------	--------------

TOTAL SALES VOLUME IN 2026

\$21,186,680.84 (791 Contracts)



Residential



REP	TOTAL SALES	CONTRACTS	AVG. CONTRACT
Josh Phillips	\$2,909,896.52	11	\$264,536.05
David Leli	\$761,738.68	26	\$29,297.64
Ryan Olenek	\$745,640.62	11	\$67,785.51
Aaron Makarewicz	\$723,050.16	26	\$27,809.62
Will Buckley	\$574,496.98	10	\$57,449.70
Dakota Thomas-OCFL	\$570,402.27	29	\$19,669.04
Connor Kolby-NEFL	\$490,728.54	10	\$49,072.85
Jeremy Cruz-SWFL	\$443,607.07	11	\$40,327.92
Nicholas Chapelle-SEFL	\$435,389.06	11	\$39,580.82
Dexter Grant	\$414,904.81	16	\$25,931.55
Dustin Smith	\$373,076.78	17	\$21,945.69
Jesse DeLuca-SEFL	\$436,713.74	8	\$45,214.22
Philip Libby- OCFL	\$359,825.91	12	\$29,985.49
Ricky Swanson	\$351,751.97	13	\$27,057.84
David Pearl	\$350,218.46	9	\$38,913.16
Michael Largey	\$326,507.09	7	\$46,643.87
John Massarda SEFL	\$315,449.35	10	\$31,544.94
Nicholas Sangalli-SEFL	\$309,461.81	8	\$38,682.73
Taylor Hilton	\$297,104.79	12	\$24,758.73
Christian Simon-JR	\$292,401.64	12	\$24,366.80



Residential



BRANCH MANAGERS

ORLANDO

ADAM STRICKLAND
CHASE LOVEJOY

JACKSONVILLE

HARRISON CREMATA

OCALA

CHARLIE GAINES

SWFL

JOE SCHWEITZER

SEFL

NICKOLAS NELL

MIAMI

DAVID PEARL

KANSAS CITY

ZACK NELL

ST. LOUIS

DREW KITSON

CLEVELAND

DAN WARD

SAVANNAH

BROCK MATHIS



Residential



FISCAL YEAR ACHIEVEMENTS

THROUGH 3/31 2026

JOSH PHILLIPS	\$4,822,238.30
RYAN OLENEK	\$2,520,328.62
AARON MAKAREWICZ	\$2,071,964.46
JEREMY CRUZ	\$1,658,346.59
CHARLIE GAINES	\$1,656,036.66
DAVID LELI	\$1,603,494.22
JOE SCHWEITZER	\$1,595,316.29
NICK SANGALLI	\$1,044,480.37
WILL BUCKLEY	\$1,002,571.95
CONNOR KOLBY	\$978,829.55



Residential



2,123
CONTRACTS

\$56,564,900.62
IN SALES VOLUME



BUILT ON INTEGRITY.
CHAMPIONS
— ON THE ROOF. FOR OUR COMMUNITY. —

REALIGN. 2026 MINDSET.

THE 2026 UPGRADE

- ✓ Lead Handling & Speed to Home
- ✓ Inspection — > Presentation Flow
- ✓ Mastering the Claims Process
- ✓ Representing Greatness
- ✓ Utilizing the tools and systems to execute

DEFINING THE NUMBERS

- Average job size - \$20,000.00
- 50 Approved contracts per year
- 5 Per Month
- 80 - 90 Claim opportunities per year
- 65% Approval Rate
- 16 Proposals Per month
- 50% Close Rate
- 160 Inspections Per Year
- 30-40 Quality Conversations per week
- 8-12 solid appointments per week
- 4-6 Inspections per week
(the KPI that matters)



Residential



REP	TOTAL SALES	CONTRACTS	AVG. CONTRACT
Josh Phillips	\$2,909,896.52	11	\$264,536.05
David Leli	\$761,738.68	26	\$29,297.64
Ryan Olenek	\$745,640.62	11	\$67,785.51
Aaron Makarewicz	\$723,050.16	26	\$27,809.62
Will Buckley	\$574,496.98	10	\$57,449.70
Dakota Thomas-OCFL	\$570,402.27	29	\$19,669.04
Connor Kolby-NEFL	\$490,728.54	10	\$49,072.85
Jeremy Cruz-SWFL	\$443,607.07	11	\$40,327.92
Nicholas Chapelle-SEFL	\$435,389.06	11	\$39,580.82
Dexter Grant	\$414,904.81	16	\$25,931.55
Dustin Smith	\$373,076.78	17	\$21,945.69
Jesse DeLuca-SEFL	\$436,713.74	8	\$45,214.22
Philip Libby- OCFL	\$359,825.91	12	\$29,985.49
Ricky Swanson	\$351,751.97	13	\$27,057.84
David Pearl	\$350,218.46	9	\$38,913.16
Michael Largey	\$326,507.09	7	\$46,643.87
John Massarda SEFL	\$315,449.35	10	\$31,544.94
Nicholas Sangalli-SEFL	\$309,461.81	8	\$38,682.73
Taylor Hilton	\$297,104.79	12	\$24,758.73
Christian Simon-JR	\$292,401.64	12	\$24,366.80



Residential



TALENT VS HABITS

- Why habits matter more than talent?
- Talent is inconsistent - habits, are automatic!
- Talented reps have great days and bad days.
- High-habit reps have predictable results, which is the only thing that scales to \$2M.
- Talent wears off, habits compound!
- Talent gets emotional, talent gets outworked, talent relies on feeling good.
- The top - are the most repeatable, and the rhythm matching the standard.
- Be accountable, close the gap, STEP UP - no more “hope”, “almost”, “maybe”
- Value ---> Assurance ---> Decision
- Dominate



Residential

