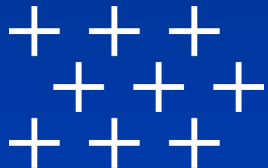




Self-Storage Investment Partnerships: Ensuring a Profitable Venture and Creating Strong Industry 'Street Cred'

Presented by:

Wayde Elliott, Founder/Chief Visionary Officer,
StoreIT



Education: April 7-10, 2026 · **Exhibits:** April 8-9, 2026
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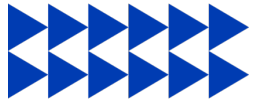
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Overtime With the Experts

If you have questions and would like to speak to the presenter(s) at the end of this seminar, please follow them over to Room 305 for “Overtime With the Experts.”

This will help us clear the stage and set the room for the next presenter. Plus, you’ll have 30 minutes to converse in an open, roundtable format.

THANK YOU!

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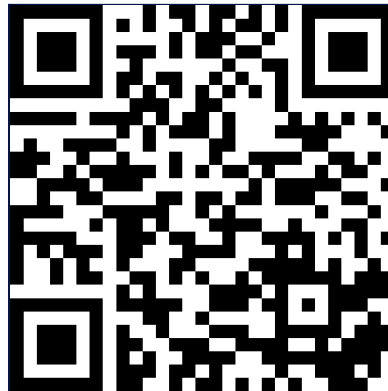




Your Feedback Is Important!

We'd love to hear about your experience with this seminar. If you scan the QR code below, you can complete a very short and simple feedback survey, so we know how you feel about this topic, presenter, PowerPoint presentation, etc. (You'll see this code again at the end of the seminar, too.)

We appreciate your input!

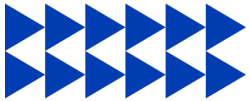


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I didn't come from money
(or education).



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Dentist to Developer

Developed

- 1.3M net rentable square feet
- 6,600 units

Current Portfolio

- 580,000 net rentable square feet
- 3,000 units



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I'm a Failure Expert

- Cannabis
- Dental school
- Dental practice
- Development
- Car wash, junk removal, home healthcare agency



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- Post-it
- Listerine
- YouTube
- Airbnb
- Light bulb



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“What you believe is what will be.”



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The Belief Run of Show

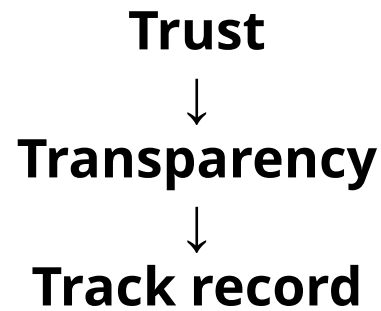
Your internal story determines your external results.



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Trust Stack



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Investors invest for one of three reasons...



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1. Internal Rate of Return (IRR)



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2. Cash Flow

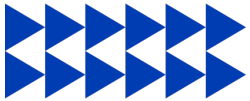


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3. Tax Strategies

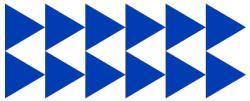


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Capital Raising Components



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Mechanical

- Offering
- Investor portal
- Legal documents
- Modeling out the deal
- Supply and demand analysis



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Relational

- My unique ability
- Value alignment
- Trust
- Communication (pick up the phone, update letters)
- Outings (Local games, dinners)



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The mode from which you're operating matters.



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You Don't Know What You Don't Know

- Ignorance mode (not knowing)
- Wandering generality
- Things are happening to you
- Things are in the way
- Worry, doubt and fear



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You Know That You Don't Know

- Study and learning mode
- Begin to set goals.
- Be curious and open.



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You Know That You Know

- Understanding mode
- Goals begin to manifest.
- You're growing.
- Moving in a direction with a vision



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You Don't Know That You Know

- Well-being mode
- 10,000 hours
- Taking action towards your vision
- Things are happening for you.
- Things are on the way.

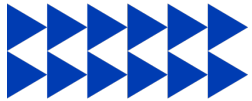


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The Belief Run of Show

Your internal story determines your external results.



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Portland Half-Marathon 2025



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8 Nos and 1 Yes

- Jack Canfield was told no 100 times prior to getting his book “Chicken Soup for the Soul” published.
- Jack Canfield Mastermind
- Get comfortable with hearing “no” and rejection.
- Become comfortable with the uncomfortable.



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Reframing is a choice.



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Roger Bannister famously broke the four-minute mile barrier on May 6, 1954, at Iffley Road track in Oxford, England, running it in 3 minutes, 59.4 seconds.

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What belief is holding you back?



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Deal Structure

- 65/35 split
- No fees
- Investors get all their capital back first
- No preferred return



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Delano, California

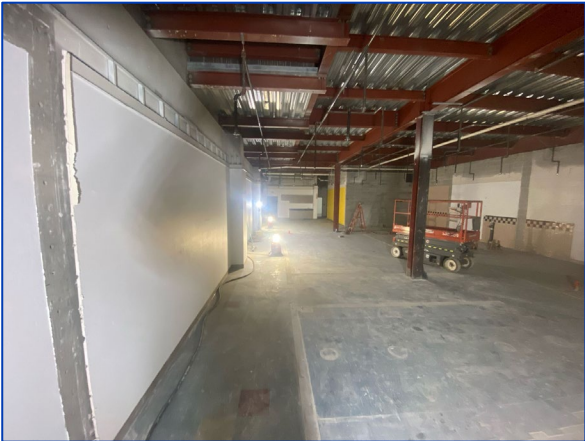
Janus' largest portable/prefab project



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Salem, Oregon



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What We'd Do Differently

- Include developer fees
- Ensure leases are in place when dealing with tenants
 - Pullman



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“Vision without action is
a daydream. Action without vision
is a nightmare.”

~Japanese Proverb



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Contact the Presenter



SUBMIT
FEEDBACK!



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