R&D Council Memo — March 31, 2026

Session #5 — End of Q1. First Tuesday of last-day quarter. Time to play offense.

Market context: SPY -3.25% last week, VIX ~30, 10Y at 4.44%, oil surging (Iran). BUR thesis broken — sell recommendation ready from Night Shift deep-dive. Covered call playbook built with $15-25K/mo potential. Schwab margin negotiation briefing has been ready since 3/27 but NO call has been made. 77 houses now (5 closed 3/27), vacancy status still unclear — photos still the blocker. Q1 ends TODAY. 52 Ocala lots undeveloped. Content engine still not launched despite being recommended in every single memo since 3/24.

TOP 3 RECOMMENDATIONS

1. Q1 Closeout Portfolio Harvest — Sell BUR + Trim Energy Winners + Tax-Loss Harvest to Bank $150-300K in Tax Savings

Proposed by: CIPHER | **Impact:** $150-300K tax benefit + loss prevention | **Effort:** Low **The idea:** Today is the last day of Q1 — the perfect moment for a strategic portfolio cleanup. Three trades, one morning: (A) **Sell BUR immediately.** The Night Shift confirmed the YPF judgment was voided — thesis is dead. At $4.03 (down from ~$13 a year ago), this is a significant realized loss that becomes a tax asset. (B) **Tax-loss harvest the other big losers:** WYFI -25.2%, WGS -20.9%, COIN -19.7%, CONY -19.0% — sell any where the thesis is impaired, immediately repurchase economically similar but not "substantially identical" positions to maintain exposure while banking the loss. For COIN, buy BITO or a crypto basket ETF as a substitute. (C) **Trim 10% of energy winners** (CF +13.5%, NEXT +12.8%, VG +11%) as agreed in yesterday's memo. The harvested losses offset the gains, making the energy trim effectively tax-free. Net effect: clean up the dead weight, lock in the energy rally, and carry forward $150-300K in net realized losses against 2026 income. This is a Q1 gift — take it.

Debate summary: - **ATLAS** endorsed with urgency: "BUR is a one-call action that's been on the board for 4 days now. Every day of delay is another day of potential decline. The stock could gap down further on any adverse legal development. Sell at open, document the loss, move on." - **SPARK** flagged the content angle: "The tax-loss harvesting trade is INCREDIBLE content. 'How I turned a 47% loss into a $200K tax saving' — that's a hook that performs in any market. Film the Schwab screen before and after." - **FORGE** added operational detail: "For wash sale compliance, wait 31 days before rebuying BUR if Carlos ever wants back in (unlikely). For COIN → BITO substitution, execute both legs same day to maintain crypto exposure. Set up the trades in Schwab's trade blotter as a batch — all 8-10 trades can execute in 15 minutes." - **CIPHER** quantified: "Assuming BUR was purchased at ~$11 and current price is $4.03, that's roughly a 63% loss. Depending on position size ($50-150K), the realized loss is $31-95K on BUR alone. Add WYFI, WGS losses and you're looking at $100-200K+ in harvestable losses across the portfolio. At Carlos's marginal tax rate (~37% federal + 0% FL state), that's $37-74K in pure tax savings from BUR alone."

Next steps: 1. **TODAY (before market close at 4 PM ET):** Sell BUR at market.

Set trailing stops on CF, NEXT, VG, VLO at -8%. 2. **TODAY:** Review WYFI, WGS, COIN, CONY positions — sell any with broken thesis, buy tax-efficient substitutes same-day. 3. **This week:** Document all realized gains/losses in a Q1 Tax Harvest Report for CPA. 4. **This week:** Move BUR proceeds + energy trims into either (a) cash to reduce margin, or (b) depressed quality names (NVDA, META, AMZN all 5-7% cheaper than 2 weeks ago).

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2. Launch the "Q2 Accountability Sprint" — Make the 3 Phone Calls That Have Been Sitting for a Week ($400K+ in Savings)

Proposed by: ATLAS | **Impact:** $390K/yr (Schwab) + $200-500K/yr (Treasury) + vacancy income recovery | **Effort:** Low (90 minutes total) **The idea:** Four consecutive memos have recommended the same high-leverage phone calls, and none have been made. Today is the last day of Q1 — the perfect forcing function. Tomorrow is April 1: new quarter, clean slate. Carlos needs to make THREE calls this week and I'm proposing he batch them into one 90-minute power session on Wednesday morning (April 2 — he has Exponential Connections that afternoon, so morning is free): **(A) Call Schwab Private Client** — the margin negotiation briefing has been ready since 3/27. Ask for SOFR + 50bp on the $52.3M margin balance. Savings: $261-392K/year. **(B) Call Schwab/HSBC re: Treasury ladder** — redirect maturing T-bills into 2-year notes at 4.0%+ before rate cuts compress yields. Incremental pickup: $200-500K/year. **(C) Call the Ocala PM** — photographer status, vacancy report, status of the 5 new closings. Revenue at stake: $30,750/month in vacancy losses. One morning. Three calls. $400K+ annual impact.

Debate summary: - **CIPHER** was blunt: "I've recommended the Schwab margin call in 3 of 4 memos. Every week Carlos doesn't make this call costs $7,500 in excess interest ($392K ÷ 52 weeks). That's real money evaporating. Put it on the calendar as a non-negotiable appointment — 'Wednesday 10 AM: Call Schwab. Call HSBC. Call PM.' Treat it like a closing." - **FORGE** offered to automate the follow-through: "I'll prepare a 1-page call script for each conversation — exactly what to say, what to ask for, and what to accept. Carlos reads from the cheat sheet, gets results. The Schwab margin negotiation briefing (data/schwab-margin-negotiation-briefing.md) is already written. I'll write the other two today." - **SPARK** reframed it: "Don't think of these as 'calls to make.' Think of them as '$400K sitting on the table that you pick up by dialing a phone.' If a deal was on the table for $400K/year, Carlos would drive to the office at midnight. These are the same economics delivered via 30-minute phone calls." - **ATLAS** added the accountability layer: "Set a cron reminder for Wednesday 9:45 AM ET: 'Your $400K phone session starts in 15 minutes. Schwab → HSBC → Ocala PM. Briefings ready in data/.' Follow up Thursday to confirm execution."

Next steps: 1. **TODAY:** Set a calendar block or cron reminder for Wednesday April 2, 10:00 AM ET — "3-Call Power Session" 2. **TODAY:** FORGE prepares call scripts for the Treasury ladder and PM calls (Schwab margin script already exists) 3. **WEDNESDAY 10 AM:** Call 1 — Schwab Private Client (margin rate). Call 2 — Schwab/HSBC advisor (treasury rebalance). Call 3 — Ocala PM (photos, vacancies, new closings status). 4. **WEDNESDAY PM:** Report back results → Council adjusts recommendations based on what Schwab offers.

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3. The Q2 Content Launchpad — Film the "End of Q1 Portfolio Review" as the Inaugural Episode This Week

Proposed by: SPARK | **Impact:** Audience building toward $20-50K/mo brand deals by Q3 | **Effort:** Medium **The idea:** Every memo since March 24 has recommended launching the content engine. It hasn't happened. The problem isn't the idea — it's the activation energy. So here's a dead-simple starting point that requires ZERO creativity and can be filmed on an iPhone in 20 minutes: a **"Q1 2026 Portfolio Review" video.** Carlos sits down, shows his screen (redacted), and walks through: "Here's how my portfolio did in Q1. I have $164M in assets, 77 rental houses, and here's what worked and what didn't." The Monday market report we send every week IS the script — Carlos just reads it on camera. Format: 5-7 minute YouTube video, chopped into 3-4 shorts for IG/TikTok/X. This works because: (a) it's real — actual portfolio data, (b) it's timely — end of quarter is a natural hook every viewer relates to, (c) it's repeatable — becomes a quarterly series, (d) it positions Carlos as a real operator vs. a talking head. No fancy production. No scripting needed. Just screen + face + numbers.

Debate summary: - **ATLAS** stressed the strategic imperative: "Content has been Recommendation #3 in four straight memos and hasn't moved. I'm promoting it because the compounding effect is being wasted. Every week without content is a week where the 50K-views calendar goal dies. Q2 starts tomorrow — make this the FIRST thing, not the last." - **CIPHER** offered the financial hook: "Lead with the contrarian take: 'I made money in the worst week of 2026 — here's how.' Oil rally gains vs. S&P drop. Covered call income. The tax-loss harvest play. Real numbers make this differentiated. Also mention: 'I pay 4.25% to borrow $52M. After I make one phone call, it'll be 3.50%.' That's the kind of specific, actionable content that goes viral in FinTwit." - **FORGE** mapped the minimum viable workflow: "Film Wednesday after the phone calls (double win: calls ARE the content). Use CapCut or Descript for basic editing (AI auto-captions, jump cuts). Upload to YouTube as long-form, download as 3 clips for Postiz scheduling. Total production time: 45 minutes. I'll draft a posting schedule tonight." - **SPARK** set the engagement plan: "Title options: 'My $164M Portfolio Just Had Its Worst Week — Here's What I'm Doing' or 'Q1 Review: 77 Houses, $52M in Margin, and a Stock That Lost 47%.' End with: 'What should I buy in Q2? Comment below.' Pin a comment with Carlos's buy-borrow-deploy thesis for anyone new."

Next steps: 1. **WEDNESDAY (April 2):** After the 3-call session, film a 5-7 min Q1 review video. Use the Monday market report as the script framework. 2. **THURSDAY:** Edit + post to YouTube. Chop 3 shorts. Schedule across all 4 platforms via Postiz (one per day Thu-Sat). 3. **FRIDAY:** Write an X thread: "Q1 2026 is done. Here's how my $164M portfolio performed…" (5-7 tweet thread with actual numbers). 4. **ONGOING:** Commit to one video per week minimum starting April. Wednesday filming → Thursday posting. Make it routine.

QUICK WINS (do today — Q1's last day)

- **Sell BUR at market open** — The Night Shift playbook is clear: thesis broken, Altman Z-Score in distress zone, remaining legal paths are long shots. This has been on the board since Saturday. Execute TODAY.
- **Verify Schwab Level 0 options approval** — Takes 2 minutes in the Schwab app. Go to Trade → Options → check approval level. Level 0 (Covered) is needed for the covered call strategy. If not approved, apply today — instant for a $64M account.
- **Set the Wednesday "3-Call" calendar block** — 10:00 AM ET, April 2. Put it on Google Calendar right now. Schwab margin → Treasury ladder → Ocala PM. Label it "$400K Power Session" so it doesn't get skipped.
- **Check the 5 properties that closed 3/27** — Four days post-closing. Are they in TurboTenant? Do they have photos? Are they listed? Every day they sit dark is $55/day per property ($275/day total) in lost rent.

IDEAS IN DEVELOPMENT

- **"77 Doors" Quarterly Portfolio Dashboard** — Build a simple Notion page (we have the API connected) that tracks: total doors, occupancy rate, monthly NOI, vacancy pipeline, and content metrics. Update it monthly. Share the link in every video bio as a credibility anchor. **Next step:** FORGE to prototype the Notion dashboard this week using existing data.
- **Ocala PM Performance Audit** — We have 77 houses with ~20% vacancy rate. Industry standard for SFR portfolios is 5-8%. Either the PM isn't performing or the market conditions warrant investigation. Before the Wednesday call, pull Ocala rental comps on Zillow/Rentometer and compare against our listing prices. If we're overpriced by even 5%, that explains the vacancy. **Next step:** Pull rental comps for 3 representative vacant units by Tuesday night.
- **Covered Call Paper Trading Starts This Week** — Per the Night Shift playbook: paper trade covered calls on NVDA and TSLA April 1-4. Track hypothetical trades in data/options-trades.md. If profitable on paper, go live Week 2 (April 7-11). VIX near 30 is the ideal entry point — elevated premiums don't last forever. **Next step:** Identify specific strike/expiration for NVDA and TSLA paper trades on Tuesday.
- **Q2 Goal Setting** — Q1 is over. What were the wins? What got punted? Schedule a 30-minute "Q2 Planning" session with the Council on April 3 (Thursday) — review what the memos recommended vs. what actually got done. Set 5 measurable Q2 targets. **Next step:** I'll draft a Q1 Scorecard comparing recommendations vs. execution.

MOONSHOTS

- **"The Anti-Financial Advisor" Media Brand** — Carlos has a contrarian financial thesis (buy-borrow-deploy, never sell, borrow against everything) that is the

OPPOSITE of what mainstream advisors recommend. In a world where finance content is dominated by "save 20%, buy index funds, pay off your debt," Carlos's actual playbook ($88M in debt ON PURPOSE, $76M net worth) is a provocative counter-narrative. The brand play: position as "the investor who does everything your financial advisor tells you not to do — and it works." This is polarizing content that algorithms LOVE. Collaborate with Gobundance peers to validate the framework, then build it into a media brand (podcast + YouTube + newsletter). **Timeline:** Plant seeds Q2, launch Q3 if content traction proves the concept.

- **AI-Powered Rental Pricing Engine for Ocala** — Currently pricing is manual/gut-feel via the PM. Build a simple tool that pulls Zillow ZORI data, Rentometer comps, and TurboTenant days-on-market data, then recommends optimal rent for each unit. Adjusts weekly based on vacancy duration — if a unit has been vacant 30+ days, auto-suggest a price drop. At 77 (soon 124+) units, even a 2% pricing optimization across the portfolio = $35K/year in additional revenue. **FORGE can prototype this in a weekend** using existing APIs.

□ This Week's Focus

Q1 is over. The report card is mixed. The portfolio grew from 72 → 77 doors. Night Shift built world-class playbooks. But the highest-leverage actions — the Schwab call, the content launch, the vacancy photos — keep sliding. Q2 starts tomorrow. The single biggest theme: **EXECUTION OVER ANALYSIS.** We don't need more memos recommending phone calls. We need the phone calls made. Wednesday April 2 is the day: 3 calls in the morning ($400K/yr in savings at stake), film the Q1 review in the afternoon (the content engine finally ignites), and paper trade the first covered calls (income strategy launches). If Carlos executes just those 3 things on Wednesday, Q2 starts stronger than Q1 ended. Stop planning. Start doing.