Short List of Questions for Brooks

**So this is a fun case study, it really is more of a matter of investor management in my opinion, plugging the right sized notes will be fun.**

**At the end of the day, how do you satisfy the investors need for the 12% annualized but also lock them up as a long term client and show them that you can get them a much better return if they PARK funds with you.**

**Current competing investment is short term points/interest model where investor has to start over every time he gets paid off.**

**Question Short List**

**What kind of entity is the Hard Money Lender? Private or Licensed**

**Is it imperative that this is only a 12-month deal, why reset it if you can manage metrics of deploying capital consistently?**

**Is this all of the hard money lenders money or does he have to pay investors**

**What is investor currently doing with money, so what is his current lending model?**

**What do you mean by dry-cash friends… how much money do they have?**

**Capital Flow Model**

**1). 250>Brooks for assets**

**2). Brooks acquires assets**

**3). Brooks sells partial payment stream off asset to HML clients (what yield)**

**4). Capital is returned (100% or pro rata?)**

**5). Where does the returned capital go?**

**6). Where does tail go?**