

# The REvision Group's 22 Point Checklist

- 1.) Likeability
- 2.) Trust factor
- 3.) Respect
- 4.) Local expertise
- 5.) Units Under Management
- 6.) Years in business
- 7.) Prior business history
- 8.) General Education, (University, BA-MA DR)
- 9.) Awards/Certificates Licenses
- 10.) History of successes
  - A. Average IRR returns
  - B. Average Cash on Cash
  - C. Targeted Equity Multiple
- 14.) Legal issues, lawsuits/liens etc.
- 15.) Mutual people we know in industry
- 16.) Vertically integrated
- 17.) Normal fees they charge
  - A. Asset
  - B. Acquisition
  - C. Disposition
  - D. Constructions
- 18.) Broker network
- 19.) Competitive ways they source \*\* Probably the 1<sup>st</sup> or 2<sup>nd</sup> most important in today's competitive Value Add MF World
- 20.) Past capital experiences
  - A. Friends and Family
  - B. Institutional
  - C. Infrastructure for reporting and distributions to investors
- 21.) Personal financial situation
  - A. Can they put 15-20% on 1st deal into the GP equity
  - B. Strong lender relationships
  - C. A feel from our discussions about their net worth
- 22.) Size of their company
  - A. Full time employees
  - B. Part time employees
  - C. Contracted workers