

The REvision Group's 22 Point Checklist

1. Likability
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
11. Average IRR returns
12. Average Cash on Cash
13. 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 1st or 2nd 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