



## **SPEAK PLAINLY, LISTEN INTENTLY**

We may not always agree, but you'll always get our unvarnished opinions, advice, and recommendations. We expect this to be reciprocated. It's the only way to make the progress we both want.

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“We invest more than just capital. People we work with get our time, our energy, our knowledge, and our experience. And, if we get theirs we know we can reach our goals together.”

— Lawrence B. Sorrel

“CEOs don't have many people they can talk to. We keep the channels open. It's about showing there's someone who understands what's at stake and what you're going through, who will be honest with you. If you just want capital, we're not the right partner.”

— Douglas M. Karp