

Candidate Firms

Firm	Status
1. ABN-AMRO	Frank would bring me on board to do large loans with a \$200,000 base and 15% of the net realized revenue (net of my base and related overhead) up to \$5mm.
2. Artesia	Get contact info on key decision makers
3. B of A	Get contact info on key decision makers
4. Barclays BZW	Call Tom Kalaris
5. Bayerische Landesbank	Get contact info on key decision makers
6. Bear Stearns	Met with Chris Hoeffel, after frequent prodding from Joe Forte. Chris was to discuss internally and get back to me. No response and we saw each other at CMSA
7. Blackstone	Get contact info on key decision makers
8. CDC Capital	Barry Funt 891-1836 (via AGlick) // he is not the boss though
9. CIBC	Call Mike Higgins
10. Commerz Bank	Call Anthony Tuffy
11. CSFB	Call Rob Brennan again // Get Forte on his case
12. Deutsche Bank	Call John Vacarro
13. GECC	Called Dan Vinson – now call Mike Krull 212-716-8917
14. GMAC	Met with Eileen Brennan (more of an accommodation interview) Conrad Suszynski has not called as agreed upon next step. Eileen’s prodding did not materialize in a response from Conrad. Jackie Brady gave me her business card at the CMSA
15. Goldman Sachs	Round 3 business plan presentation with Dan Sparks and others
16. Greenwich Capital	Put call into Mark Finnerman (ref. Anna Glick) on 12/17 – no returned call
17. Guardian Life	Tom Sorell finally returned call and left message – Howard Chin indicated that they just hired a new head of real estate, Bob O’Rourke – no capital markets background. Consulting arrangement?
18. Hedge Funds	How do I get plugged in here?
19. JPMorgan Chase	Discussions with Brian Baker and Steve Schwartz at the CMSA – sent resume, client list and references. Will come in to present business plan
20. Lehman	Stay in touch with Kenny Cohen / Jan – Feb. No invitation to the Lehman party at CMSA.
21. Merrill Lynch	Have Mary Jo Collins do reconnaissance on next steps – check with John Ho
22. Met Life	Call Lee Launer
23. Nomura	I interviewed with Dante LaRocca on April 8 -- it was a very long and positive meeting. I was told that they were probably five separate initiatives that Nomura was looking

	to undertake where my skill sets would be very suitable. Dante was anxious for me to come in and meet with his boss, the head of fixed income and the head of fixed income investment banking. Countless unreturned phone calls continue.
24. Salomon Smith Barney	I put two calls into David Tibbals over four week period -- time to make another call.
25. UBS	Met with Brian Harris and Ahmed Ahlali – I tried to arrange a follow-up meeting to confer with more people in the organization so that I could formulate a business plan that would be complementary to their needs. I did not receive the returned call from Brian Harris or a response to my e-mail from either Brian or Ahmed
26. Wachovia	Get contact info on key decision makers
27. Wells Fargo	Get contact info on key decision makers
28. HypoVereinsbank / Dresner Bank	Call John Cutting (both John Ho and Jackie Brady referred me to him) 212-429-2693
29. Brascan	Call Barry Blattman
30. Trizec Hahn	Call Tim Callahan (via NLivanos)
31. Nationwide	Consulting arrangement
32. UCL	Consulting arrangement
33. MONY B notes	Katzenstein dragging feet on Business plan
34. Keefe Bruyette & Woods	Ron DePasquale – Jackie Brady referred me to him (she formerly worked for him at Nomura)
35. Greystone	Establishment of a commercial real estate opportunity fund
36. Fortress Investments	Keep trying to reach Wes Edens despite the fact that he doesn't return your phone calls.