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**From:** [REDACTED] on behalf of Joshua Cooper Ramo <[REDACTED]>  
**Sent:** Sunday, November 23, 2014 7:11 PM  
**To:** jeffrey E.  
**Subject:** Re:

Tks.

On Sun, Nov 23, 2014 at 1:38 PM, jeffrey E. <jeevacation@gmail.com <mailto:jeevacation@gmail.com> > wrote:

i would just say given its 18 i think 25 % of that is fair=C2A2 at 4.5. if it then goes up, you should ask for an additional 25 %

On Sun, Nov 23, 2014 at 2:18 PM, Joshua Cooper Ramo <[REDACTED]> wrote:

Thanks. Extremely helpful chat.

Question: Looks like the net number may go up by about 2.5 in the next week if another fee gets triggered on a deal I started, so we'd be at 20 more or less in my business this year. But I won't know for sure for a week or so. So if I make the call on Wednesday this week, should I say -- seems to me 4.5 is fair at the 18 number, and about 5.25 at the 20 number?

On Sun, Nov 23, 2014 at 1:16 PM, jeffrey E. <jeevacation@gmail.com <mailto:jeevacation@gmail.com> > wrote:

to summarize , 1 I have given it considerable thought , and what I think is FAIR is 4.5 . A0 I have increased the percentage of the firms biz. 18 vs 24. = 18 vs 26 counter BLAH BLAH< I think 4.5 is fair. ----- no further explanation until later. -- but as you know revenue are down etc.=C2A2 , I think 4.5 is fair

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