
From: [REDACTED] on behalf of Joshua Cooper Ramo <[REDACTED]>
Sent: Tuesday, November 25, 2014 8:03 PM
To: jeffrey E.
Subject: Re:

His reaction was "Well, revenues are down 25%. I think it would be hard for your number to go up in a year when revenues are down. To get to 4.5 would be a very large adjustment from where we are. It would mean taking away from other people in the firm."

He said Henry has to decide and he'll talk with him.

Thoughts

On Sun, Nov 23, 2014 at 2:11 PM, Joshua Cooper Ramo <[REDACTED]> <mailto:[REDACTED]> > wrote:

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 at 4.5. If it then goes up, you should ask for an additional 2 %

On Sun, Nov 23, 2014 at 2:18 PM, Joshua Cooper Ramo [REDACTED] <mailto:[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 . I have increased the percentage of the firms biz. 18 vs 24. 18 vs 26 counter BLA= BLAH< I think 4.5 is fair. ----- no further explanation until later. -- but as you know revenues are down etc. , I think 4. 5 is fair

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If A0 please note

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