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**From:** J <jeevacation@gmail.com>  
**Sent:** Tuesday, October 9, 2018 12:33 AM  
**To:** lvjet  
**Subject:** Re: KZ BBJ demi flight

no video

On Mon, Oct 8, 2018 at 8:25 PM Larry Visoski <[REDACTED]> wrote:

From Gary

From my conversation with Gary, it appears Ben is not comfortable with this current deal and feels the buyer will walk or not honor this purchase agreement

See below

We await tomorrow decision from the owner

As mentioned below=C2

Sent from my iPhone

Begin forwarded message:=<r>

From: Gary A=alone <[REDACTED]>  
<mailto:[REDACTED]>  
Date: October 8, 2018 at 8:13:39 PM EDT  
To: "[REDACTED] <mailto:[REDACTED]>" <[REDACTED] <mailto:[REDACTED]>>  
Subject: KZ BBJ demi flight

Larry,

I just spoke with Ben and explained that we are willing to go to an LOI but an APA would be impossible because Darren is in the process of moving and he is out of pocket all of tomorrow.

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He told me that he is only the broker and cannot make the call, but since our last conversation he has had mixed emotions over the right decision. He says there is an old car salesman gold rule that "you do not drive a sold car" and he would hate to see a bird strike or a hard landing or anything that could cost his client both opportunities.

He is also second guessing if they could even enter into a second contract.

That being said he admits he is thinking out loud and he will leave the decision to his client in the morning.

Ben is fully anticipating the buyers representative to try and "give him the salami" on Friday and what he really prefers is that we work together to compose a proper backup LOI detailing exactly what we will require with respect to a pre-purchase inspection scope and location, and how fast we could close. This will give his client the confidence they need to move the deal to us.

If you want to call me at any time this evening to discuss this please do not hesitate, otherwise lets discuss this in the morning

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