

## THE INVESTMENT BANKER SCORECARD

ADVISOR PROFILE	ATTENDEE PROFILE	POST-MEETING ACTIVITY	OTHER
Industry Expertise  <span style="font-size: 1.2em; color: #800000;">1 2 3 4 5</span>	Level of Seniority  <span style="font-size: 1.2em; color: #800000;">1 2 3 4 5</span>	Storytelling / Specificity  <span style="font-size: 1.2em; color: #800000;">1 2 3 4 5</span>	Tone  <span style="font-size: 1.2em; color: #800000;">1 2 3 4 5</span>
Advisory Style  <span style="font-size: 1.2em; color: #800000;">1 2 3 4 5</span>	Personal Experience  <span style="font-size: 1.2em; color: #800000;">1 2 3 4 5</span>	Individualization  <span style="font-size: 1.2em; color: #800000;">1 2 3 4 5</span>	Question Quality  <span style="font-size: 1.2em; color: #800000;">1 2 3 4 5</span>
Size / Turnover  <span style="font-size: 1.2em; color: #800000;">1 2 3 4 5</span>	Number of Attendees  <span style="font-size: 1.2em; color: #800000;">1 2 3 4 5</span>	Communication of Value-Add  <span style="font-size: 1.2em; color: #800000;">1 2 3 4 5</span>	Response Quality  <span style="font-size: 1.2em; color: #800000;">1 2 3 4 5</span>
Current and Historic Transactions  <span style="font-size: 1.2em; color: #800000;">1 2 3 4 5</span>	Competition / Market Leader?  <span style="font-size: 1.2em; color: #800000;">1 2 3 4 5</span>	Timeliness of Communications  <span style="font-size: 1.2em; color: #800000;">1 2 3 4 5</span>	Meeting Duration  <span style="font-size: 1.2em; color: #800000;">1 2 3 4 5</span>
<b>TOTAL</b>	<b>TOTAL</b>	<b>TOTAL</b>	<b>TOTAL</b>