



**Re: IPQ (Investor Profile Questionnaire)**

**Thank you for your interest in purchasing assets from Landmark Insiders.**

**Landmark has cultivated its unique banking relationships based on confidentiality, trust, and the ability to perform. Due to the importance of these consanguinities and the sensitive nature of the information associated with these assets, we choose to build business relationships with clients that honor and demonstrate these same qualities.**

**The IPQ (attached) and executed Confidentiality Agreement must be on file prior to any disclosure of information on assets in the bidding stage. We ask that you please return all the requested information and documentation as quickly as possible so that, subject to our review, we may include you in our upcoming offerings.**

**At Landmark Insiders, we pledge to safeguard your confidential information. Please assist us to do so by sending your response via secure means.**

**Should you have any questions or require assistance, please feel free to contact us using the information provided below.**

**Very truly yours,**

**Landmark Insiders  
63 E. 11400 South, Suite 401  
Sandy, UT 84070  
info@landmarkinsiders.com  
P: 800-409-8960  
F: 800-319-5702**

**encl.**

# Investor Profile Questionnaire

Please provide the following information for the prospective purchasing entity:

Company Name: \_\_\_\_\_

Doing business as: \_\_\_\_\_

Tax ID: \_\_\_\_\_ State of Incorporation or Organization: \_\_\_\_\_

## Principal Business Address

Street: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Business Phone Number: (\_\_\_\_\_) \_\_\_\_\_ - \_\_\_\_\_

Please provide the following:

- |   |  |
|---|--|
| <input type="checkbox"/> Brief history of your company                      | <input type="checkbox"/> Company Organizational Chart  |
| <input type="checkbox"/> Recent Financial Statement or POF (Proof of Funds) | <input type="checkbox"/> Resumes of company principals |

Please provide the following information for your Bank Reference:

Bank Name: \_\_\_\_\_ Phone Number: (\_\_\_\_\_) \_\_\_\_\_ - \_\_\_\_\_

Bank Representative: \_\_\_\_\_ Phone Number: (\_\_\_\_\_) \_\_\_\_\_ - \_\_\_\_\_

Email Address: \_\_\_\_\_

Please provide the following information for at least one Authorized Signatory of your company:

Name: \_\_\_\_\_ Phone Number: (\_\_\_\_\_) \_\_\_\_\_ - \_\_\_\_\_

Title: \_\_\_\_\_

Email Address: \_\_\_\_\_

Please provide the following information for your company's Primary Point of Contact:

Name: \_\_\_\_\_ Phone Number: (\_\_\_\_\_) \_\_\_\_\_ - \_\_\_\_\_

Email Address: \_\_\_\_\_

Please provide satisfactory evidence of compliance with all applicable federal and state laws necessary to conduct business, including proof of existence in good standing of the purchasing entity. Prior to closing, we will need to see any license required to purchase the assets. If you intend to purchase Mortgage Notes, we will need to see current, valid servicing licenses for each jurisdiction represented in the sale. If the licenses belong to a servicer other than the purchasing entity, we will need to see a copy of your servicing agreement.

Identify the approximate percentage of BPO or market value you are considering for bulk sale purchases:

- 100%
- 100-90%
- 90-80%
- 80-70%
- 70-60%
- 60-50%
- 50% or below

Identify the population of Residential Properties you are interested in:

Property Type	Location(s) - State(s), Cities, Zip Codes, etc.	BPO/FMV Price Range
<input type="checkbox"/> Single-Family		\$ _____ to \$ _____
<input type="checkbox"/> Condominiums		
<input type="checkbox"/> 2-4 Units		
<input type="checkbox"/> Tenant Occupied		
<input type="checkbox"/> Vacant		
<input type="checkbox"/> _____ (other)		
<input type="checkbox"/> _____ (other)		

Identify the population of Commercial Properties you are interested in:

Property Type	Location(s) - State(s), Cities, Zip Codes, etc.	BPO/FMV Price Range
<input type="checkbox"/> Apartments		\$ _____ to \$ _____
<input type="checkbox"/> Office		
<input type="checkbox"/> Retail		
<input type="checkbox"/> Tenant Occupied		
<input type="checkbox"/> Vacant		
<input type="checkbox"/> _____ (other)		
<input type="checkbox"/> _____ (other)		

Identify the population of Mortgage Notes you are interested in:

Note Type	Location(s) - State(s), Cities, Zip Codes, etc.	Note Balance Price and Percentage Range
<input type="checkbox"/> Performing		\$ _____ to \$ _____  _____% to _____%
<input type="checkbox"/> Non- Performing		
<input type="checkbox"/> 1 <sup>st</sup> Lien		
<input type="checkbox"/> 2 <sup>nd</sup> Lien		
<input type="checkbox"/> Unsecured		

Indicate the number of properties you would like to acquire by checking the appropriate box below.

- |   |   |
|---|---|
| <input type="checkbox"/> 6 - 10 properties                          | <input type="checkbox"/> 50 - 75 properties     |
| <input type="checkbox"/> 10 - 20 properties                         | <input type="checkbox"/> 75 - 100 properties    |
| <input type="checkbox"/> 20 - 30 properties                         | <input type="checkbox"/> 100 - 200 properties   |
| <input type="checkbox"/> 30 - 50 properties                         | <input type="checkbox"/> 200 or more properties |
| <input type="checkbox"/> other ( <i>please indicate here</i> _____) |   |

Describe your business plan for the acquired properties (immediate re-sale, rehabilitation and sale, long-term lease, intermediate term lease (6-24 months) prior to sale, etc.):

Describe your prior experience with bulk sale purchases (number and types of properties acquired, source, business plan executed for the properties):

Additional information you would like to provide:

Upon receipt of the IPQ you will be given immediate access to bid certain assets. Access to more exclusive assets will be considered after the information contained in the IPQ is verified and a dialogue is established between the principles of your company and the principles of Landmark Insiders.

**For Landmark Insiders Office Use Only – Do not write in this area.**

<b>Date Received:</b>	<b>All Documents Received: Yes / No</b>
<b>Manager's Signature:</b>	
<b>Notes:</b>	