
From: Joichi Ito <[REDACTED]>
Sent: Wednesday, October 26, 2016 10:09 AM
To: Jeffrey Epstein
Subject: Fwd: consulting contract

This is what I sent the person Sultan told me to contact about the contract and got no response.

> Begin forwarded message:

>

> From: Joi Ito <[REDACTED]>

> Subject: consulting contract

> Date: August 31, 2016 at 12:28:02 AM EDT

> To: Sara Falaknaz <[REDACTED]>

>

> I discussed signing an independent consulting contract with DP World. He said I should discuss details with you and then you can talk to him.

>

> Do you want to make a list of what you think we've committed to me helping with and approximately how many hours?

>

> I think in a very early email, I put something like \$500K / yr. I think at the engagement level we are at now, it's maybe a bit lower.

>

> As comparables - Digital Garage pays me \$300K / yr in fees and \$750K / yr as a gift to the Media Lab. I probably spend about 10 days a year (approx).

> New York Times pays me about \$300K / yr for my board seat (cash and stock) and we meet 5 times a year.

> My speaking gigs are average \$100K / day.

>

> I think that I'll probably be doing about the same amount of work as NYT or Digital Garage 5-10 days a year? It feels like \$300K in fees plus some contribution to my travel budget would make sense. If my effort level increase, I'd like to adjust my fees.

>

> Let me know what you/Sultan think.

>

> - Joi

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