
From: J <jeevacation@gmail.com>
Sent: Tuesday, October 9, 2018 12:44 AM
To: lvjet
Subject: Re: KZ BBJ demi flight

<https://www.yumpu.com/en/document/view/42324548/2001-boeing-business-jet-for-sale-s-n-32774-business-air-today> <<https://www.yumpu.com/en/document/view/42324548/2001-boeing-business-jet-for-sale-s-n-32774-business-air-today>>

On Mon, Oct 8, 2018 at 8:25 PM Larry Vis=ski <[REDACTED]> > wrote:
<=div>

From Gary

From my=conversation with Gary, it appears Ben is not comfortable with this curren= deal and feels the buyer will walk or not honor this purchase agreement</=iv>

See below

We await tomorrow decision from the owner

As mentioned below

Sent from my iPhone

B=gin forwarded message:

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

Larry,

I just spoke wi=h Ben and explained that we are willing to go to an LOI but an APA would b= impossible because Darren is in the process of moving and he is out of po=ket all of tomorrow.

He told me that he is only the broker and cannot=make the call, but since our last conversation he has had mixed emotions o=er 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 st=ike or a hard landing or anything that could cost his client both opportun=ities.

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

That being said he admits he is thinking out loud and he =ill 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 let's discuss this in the morning

=div>

=span style="font-size:12.8px">

Sincerely,

Gary Anzalone - Partner

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