

**From:** J <jeevacation@gmail.com>

**To:** Robert Kuhn <[REDACTED]>

**Subject:** Re: Update

**Date:** Mon, 04 Mar 2019 14:31:43 +0000

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ill organize

On Mon, Mar 4, 2019 at 9:27 AM Robert Kuhn <[REDACTED]> wrote:

Jeffrey:

Today, Adam Zhu, my 30-year partner in China, and I spoke with Xia Qing, Chairman of Shanghai Racing Culture Co (IPO, market cap ~\$500 million), a colleague and friend. Xia is a close friend of Wu Jianguang, chairman of Really Sports - they are both from the same city and both are vice chairman of the Zhejiang Province Entrepreneurs Association.

Xia has introduced Adam and me to Wu. Wu of course knows of me, and Xia described Adam, and Wu's first reaction was that he would retain/pay us to represent him! A good sign.

The next step will be for Adam to meet Wu, arranged by Xia, using carrot and stick.

As noted, the fact that the company is in Shanghai is ideal, as Adam and I know well the power structure, starting at the very top, whereas Wu does not. Wu knows that we know the top people, as it is public / common knowledge.

In order to make Adam's first meeting with Wu credible, it is desirable for us to speak to Nicole on the phone prior, to establish the first-person relationship so that Wu, who is astute, takes us seriously.

Please advise.

Robert

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please note

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