

# M&M

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## INVESTORS, LLC

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### HOW WE WORK

#### What we provide:

- Capital – from \$100K to \$5MM
- Management – sales, marketing, finance and control
- Quick deal structuring and closing with minimal paperwork – we don't waste time

#### Capital:

Our capital goes in principally as senior secured debt with an equity sliver. In some circumstances we will permit other third party secured debt such as equipment leases. Interest and principal payments may be deferred for a period of time. The debt is pre-payable at any time without penalty. We have great flexibility in structuring terms appropriate to the circumstances.

- Generally, this structure is less dilutive to existing investors than alternative financing options
- Generally, we won't require a personal guarantee

#### Management:

We help with sales, marketing, finance and control. Much of our compensation is deferred. Again, we have great flexibility in structuring terms appropriate to the circumstances.

#### Control:

If the business is in extremis or misses commitments, then we will need some control, which may range from control over the check book to complete, day-to-day operating control. Again, we have great flexibility in structuring terms appropriate to the circumstances.

- Control will be returned once we have been paid amounts owed
- As noted above, the debt is pre-payable at any time without penalty