



## ENSURE A GOOD FIT

Plans and ideas aren't enough to make businesses grow; people make it happen. We never proceed without the right chemistry.

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“Chemistry is as much a part of the process as financial structuring and investment strategy. You have to have a relationship that goes beyond the numbers.”

”There has to be a mutual respect that develops from the first meeting: a shared integrity, openness, and, of course, a growth-orientation.”

— Douglas M. Karp

“For us, true partnership means making decisions together. We're very upfront about that - which may not be for everybody.”

“For Tailwind, the business idea has to be good – but the people need to be great, otherwise, the partnership is not going to work. Fundamentally, intuition informs our judgment just as much as intellect.”

— Frank V. Sica