

The *sponsor scorecard*.

Score every sponsor 1–5 on each question. Two rules, and they are the whole instrument: any single score of 1 means walk, whatever the total — and the sponsor does not get to know they are being scored. Photocopy freely.

SPONSOR	DEAL / PROPERTY	DATE
QUESTION	SCORE	NOTES
01 Full-cycle deal, told with real numbers		
02 Day-to-day operations: named people, aligned pay		
03 A recent mistake, with its price tag		
04 Insurance: current quote, stressed +25%		
05 Refi math, out loud, at +100bps		
06 A real stacked downside case, pre-existing		
07 Co-invest: real dollars, personal balance sheet		
08 Waterfall: pref before promote, worked example		
09 Reporting: actuals vs. underwriting, sample shown		
10 A walked deal, recent, with the story		
11 Capital obligations: defined before signing, remedies clear		
12 Succession: key-person mechanics, in the documents		
Total — 60 possible		

READING THE SCORE

50+	Rare. Verify the references and lean in.
40–49	Credible. Dig where they lost points.
Below 40	The polite phrase is “not yet.”
Any 1	Walk. The test is designed so charm cannot average out a disqualifier.

HOW TO RUN IT

Ask, then stop talking. The question does the work. The pause after it does the rest. Most of what you need to know arrives in the second sentence, which only exists if you leave room for it.

Score afterwards, alone. A scorecard on the table changes the answers you get.

Run this on us before you run it on anyone else. If the instrument only flattered the people who printed it, it wouldn't be an instrument.