

# 3X-in-10™ Webinar Series (Part 5): 3X-in-10™ Learning Check

## Directions:



- It's helpful to review information when you're learning something new. This is especially true when you're learning about a new financing and investing model like 3X-in-10™ Revenue Sharing.
- We have 20 questions for you that cover all four parts of the 3X-in-10™ Webinar Series plus one of the Free Videos on the Welcome section of our website.
- Be sure to have access to the 3X-in-10™ Calculators as you record answers on a separate piece of paper. Then, open up the Answer Key and compare.
- If needed, go back and review the videos to see why you missed a question.

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## Questions 1–5:



1. Fill in the blank: Royalty- or revenue-based growth capital provides funding in return for \_\_\_\_\_.
2. True or False: A revenue royalty or revenue sharing loan agreement is completed when payments reach a “cap”?
3. Yes or No: Is a revenue sharing loan agreement a liquid asset?
4. Fill in the blank: Compounding interest has been called \_\_\_\_\_.
5. Fill in the blank: In the video titled “A Different View on Impact Investing” (see Home/page 3 of website), 2.3X-in-10 translates to \_\_\_\_%.

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## Questions 6–9:



6. Fill in the two blanks: If I invest \$1,000 in Company ZWT and they're making a 3X-in-10™ Revenue Sharing Offer, my investment multiple is \_\_\_\_ and the potential dollars I could receive at the end of ten years is \$\_\_\_\_\_.
7. Fill in the blank: 3X-in-10™ is investor code for \_\_\_\_\_.
8. True or false: Revenue base is not one of the six key numbers for crafting or evaluating a revenue sharing offer.
9. Fill in the blank: Growth capital is \_\_\_\_\_.

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## Questions 10-13:



10. Answer this question: A safe starting point for estimating the amount of growth capital to raise is \_\_\_\_\_% of net revenue.
11. True or false: Average annual revenue growth is not a factor in revenue-based finance or revenue sharing.
12. Fill in the blank: Typically \_\_\_\_\_% is the revenue sharing percentage used by enterprises seeking revenue-based growth capital from investors.
13. True or False: The Return on Investment measure does not take the Time Value of Money into account.

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## Questions 14-17:



14. True or False: Internal Rate of Return (IRR) is also called the average annual investment return.
15. True or False: Investors never use IRR to judge the viability or attractiveness of an investment opportunity.
16. True or False: The 3X-in-10™ Calculators can only be used by investors.
17. True or False: The 3X-in-10™ model and calculators are based on a \_\_\_\_\_ business enterprise.

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## Questions 18-19:



18. Use the top 3X-in-10™ Calculator and fill in the blank: The potential IRR for a business enterprise with these key numbers in their 3X-in-10™ Revenue Sharing Offer is \_\_\_\_\_%.

- \$750,000 revenue base
- Seeking \$187,500 in revenue-based capital
- Estimates an annual revenue growth rate of 10%
- Willing to share 5% of top-line revenue with investors

19. Use the middle 3X-in-10™ Calculator and fill in the blank: If you invested \$1,500 in the above example, the Annual Yield in Year 7 would be \_\_\_\_\_%.



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### Question 20:



20. Use the bottom 3X-in-10™ Calculator and fill in the blank: If you continued to reinvest your revenue sharing repayments in other 3X-in-10™ Offers with the same key numbers as in the top calculator, the potential total cash returned would be \$\_\_\_\_\_.

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**How Did You Do?**

**Thanks for completing the  
3X-in-10™ Webinar Series!**