

-----Original Message-----

From: Eric Paley [mailto:epaley@mba2003.hbs.edu]

Sent: Monday, December 02, 2002 7:32 PM

To: jbussgang@upromise.com

Subject: Bill Sahlman's HBS Class

Hello Jeff:

My name is Eric Paley and I'm a second year student in Bill Sahlman's Entrepreneurial Finance class. I greatly enjoyed the class today and want to thank you very much for attending and sharing your perspective with us.

Your personal case was of particular interest to me. Before HBS I started and led a web agency in New York called Abstract Edge (www.abstractedge.com). I've been bitten by the bug and love building companies. However, I also believe deeply in the value of mentorship and am extremely interested in how you've found the entrepreneurial mentors in your career. I was wondering whether you would be willing to get together for a cup of coffee or breakfast sometime in the next couple of weeks so that I can pick your brain on how to find the right mentors to gain the type of learning and experience to build a career in entrepreneurship.

By the way, below is an email that I sent Dean Clark last February. I don't know if this email ever found its way to you as Dean Clark is an extremely busy man. Anyway, I thought I would include it to let you know that I've been interested in meeting with you for quite some time.

Thank you in advance for your time,

Eric B. Paley
MBA Class of 2003
Harvard | Business | School