Bondomo

Ownership Intelligence

ADVISOR-READY QUESTION LIST

Advisor-Ready Question List for Complex Residence Ownership Models

Better questions before professional review.
A buyer-side preparation guide for branded, managed, hotel and serviced residence ownership models.

> Professional advisors remain essential. This guide helps buyers prepare clearer ownership questions before those conversations begin.

> **Boundary:**
> This guide is a buyer-side preparation resource. It does not provide legal, tax, investment, brokerage or purchase advice. Use it to structure questions for sellers, operators and qualified professional advisors.

GUIDE OVERVIEW

Contents

This guide helps buyers prepare structured questions before speaking with sellers, operators, lawyers, tax advisers, buyer advisers or family offices.

Start here: Use this PDF as a working brief. Mark what is visible, what is unclear and which questions should be taken to a qualified professional adviser.

1. Purpose of this guide

Buyers of complex residence ownership models often enter conversations with several different parties: a seller or sales team, a brand representative, an operator, a lawyer, a tax adviser, a buyer adviser, a family office or another professional. Each party can clarify different parts of the model. Confusion often starts when all questions are treated as one broad instruction: "Please check everything."

A better preparation step is to separate the questions.

This guide helps buyers prepare a structured question list before those conversations begin. It is designed for branded residences, managed residences, hotel residences, condo-hotels, serviced residences with ownership components and similar operator-led residence ownership models.

The main buyer question is

> Which questions should buyers prepare before speaking with sellers, operators, lawyers, tax advisers or professional advisors about a complex residence ownership model?

The guide does not answer those questions for a specific project. It helps buyers ask them more clearly.

Professional advisors remain essential. This guide helps buyers prepare clearer ownership questions before those conversations begin.

2. Who this guide is for

This guide is for buyers who are reviewing a specific residence opportunity and want to understand the ownership model behind the offer before going further.

It is especially relevant for

- International private buyers reviewing a branded, managed, hotel or serviced residence.
- Buyers before reservation, letter of intent, deposit, contract review or professional due diligence.
- Buyers who have a brochure, price list, fee sheet, draft agreement or partial document pack.
- Buyers who are preparing conversations with sellers, operators, lawyers, tax advisers, buyer advisers or family offices.
- Cross-border buyers who need clearer questions before local professional review.
- Family offices and buyer-side advisers who want a structured question framework for a client discussion.

3. How to use this question list

Use this guide as a preparation document, not as a decision document.

A practical sequence is

1. Start with the documents and information you already have.
2. Mark which areas are visible, partly visible, unclear or not assessable.
3. Use the review-area questions to identify what needs clarification.
4. Sort each question by the right person or party.
5. Bring the unresolved questions into professional review.
6. After professional review, bring remaining commercial, operational or document questions back to the seller or operator.

Do not try to make one person answer every question. A seller may explain the sales process and available documents. An operator may explain services, owner use, rental administration and reporting. A lawyer may review contract, title, obligations and enforceability questions. A tax adviser may assess tax consequences and reporting. A buyer adviser or family office may coordinate the process and compare structures.

4. Before speaking with advisors

Many buyers wait until professional review begins before structuring their questions. That can make the review less efficient. A lawyer, tax adviser or buyer adviser can work more effectively when the buyer brings a clear document inventory and a specific question list.

Before	After
I will ask my lawyer to check everything later.	I can prepare clearer ownership, fee, use, rental and exit questions before legal review begins.
The seller has explained the main points.	I can ask which documents support each explanation.
The operator will manage the residence.	I can ask which decisions the operator controls and where that is documented.
The yield example looks attractive.	I can ask which assumptions, costs and deductions sit behind it.
I know the purchase price.	I can ask which costs continue after purchase and which may arise at exit.
I will decide after receiving contracts.	I can use the document pack to prepare specific questions for qualified professional advisors.

5. The advisor-ready question framework

The framework separates seven ownership review areas and connects each one to the right person or document set.

Review area	What to clarify	Who to ask	Documents or information to bring
Ownership structure	What is being bought, reserved or granted.	Seller, lawyer, buyer advisor.	Purchase agreement, reservation terms, title or ownership summary.
Fees and costs	Which costs continue, vary, index or arise later.	Seller, operator, lawyer, tax adviser.	Fee schedule, service charge budget, reserve policy, transfer fee information.
Use rights	When and how the owner, guests or family can use the residence.	Seller, operator, lawyer.	Owner use rules, house rules, booking rules, rental terms.
Operator control	Which decisions are controlled by the brand, operator, manager or association.	Operator, seller, lawyer, buyer advisor.	Management agreement, operator rules, service standards, reporting sample.
Rental logic and yield assumptions	How rental participation, deductions, reporting and assumptions work.	Operator, seller, tax adviser, lawyer.	Rental pool agreement, deduction list, revenue split, reporting sample.
Exit and resale	How transfer, resale, consent, fees and channels work.	Seller, lawyer, buyer advisor.	Resale rules, transfer provisions, ROFR terms, fee schedule.
Documentation quality	What is visible, missing, inconsistent or not assessable.	Seller, buyer advisor, lawyer.	Document inventory, disclosure pack, version dates, written responses.

Use this matrix before scheduling professional review. It helps avoid asking the wrong party to answer the wrong question.

ADVISOR ROLE MATRIX

5. Advisor role matrix

Use this role matrix to sort questions before advisor conversations. It does not assign legal, tax or investment conclusions; it only helps route questions to the right person or party.

Person or party	What they may clarify	What they should not be expected to replace
Seller or sales team	Commercial explanations, available documents and project process.	Independent legal, tax or investment advice.
Operator or manager	Management, services, rental programme, owner use and reporting.	Buyer-side legal or tax review.
Lawyer	Contract, title, legal rights, obligations and enforceability questions.	Investment decision or yield validation.
Tax adviser	Tax consequences, reporting and local or international tax questions.	Legal contract interpretation or purchase recommendation.
Buyer advisor / family office	Coordination, comparison, advisor briefing and decision-process support.	Legal, tax or regulated investment advice unless qualified to provide it.

Preparation principle: ask each party to clarify what they are positioned to clarify. Do not expect one party to replace another qualified professional.

6. Document and information checklist

Before speaking with advisors, gather or request the documents and information that make the question reviewable. The list below is not a complete due diligence list. It is a practical preparation checklist.

- [ ] Brochure, price list or offer summary.
- [ ] Reservation terms, letter of intent terms or deposit terms, if available.
- [ ] Draft purchase agreement or sale agreement, if available.
- [ ] Title, tenure, ownership summary or structure note, if available.
- [ ] Disclosure pack, information memorandum or document inventory.
- [ ] Fee schedule and service charge information.
- [ ] Current or projected service charge budget, if available.
- [ ] Management fee information.
- [ ] FF&E reserve, refurbishment reserve or capital reserve information.
- [ ] Management agreement or operator rules, if available.
- [ ] Brand standards summary or service standards, if referenced.
- [ ] Owner use rules, house rules or booking rules.
- [ ] Guest use rules, blackout-date rules or seasonal use restrictions.
- [ ] Rental pool agreement or rental programme terms, if rental income is presented.
- [ ] Rental deduction list, revenue split or owner distribution formula.
- [ ] Sample rental statement or owner reporting sample, if available.
- [ ] Guarantee, projection or yield-assumption terms, if any rental figure is presented.
- [ ] Resale rules, transfer provisions, consent rights or ROFR terms.
- [ ] Transfer fee, resale commission or exit-related cost information.
- [ ] Written responses from the seller or operator to prior buyer questions.
- [ ] A list of documents that have been requested but not yet provided.

A missing document is not, by itself, a final judgment. It is an area to clarify. The buyer question is whether the missing information is needed before relying on the offer, reserving the unit or instructing further professional review.

7. Questions about ownership structure

Ownership structure questions come first because they define what the buyer is actually acquiring. A residence may be marketed through lifestyle, brand or service language, but the buyer still needs to understand the legal or contractual position being offered.

Questions to prepare

1. What exactly is being bought, reserved or granted?
2. Which document explains the ownership interest or ownership-like right?
3. Is the structure described as freehold, leasehold, condominium, strata, share-based, club-based, fractional, usage-right based or another model?
4. Does the buyer acquire a unit, an interest in a company, a membership right, a contractual right to use, or another form of participation?
5. Which rights and obligations begin at reservation, deposit, contract signing, completion or handover?
6. Are any owner rights dependent on brand participation, operator appointment, association membership or rental programme participation?
7. Are there restrictions on ownership vehicle, nationality, financing, inheritance or transfer?
8. Which parties are involved: developer, seller, brand, operator, management company, association, rental manager or trustee?
9. Which ownership points are clearly visible in the documents, and which are only described in sales material?
10. Which questions should be reserved for a qualified lawyer before the buyer relies on them?

8. Questions about fees and costs

The purchase price is only one part of the ownership model. In managed or operator-led residences, buyers may need to understand recurring fees, reserve contributions, rental deductions, service charges and transfer-related costs.

Questions to prepare

1. Which fees continue after purchase?
2. Is there a management fee, service charge, owner association fee, resort fee, FF&E reserve, refurbishment reserve, reserve fund or capital expenditure contribution?
3. Which fees are fixed, estimated, variable, indexed, capped, discretionary or subject to annual budget approval?
4. Which costs are included in the purchase price and which are payable separately?
5. Which costs are deducted before any rental distribution is calculated?
6. Are marketing fees, platform fees, booking fees, housekeeping charges, maintenance costs, operator fees or administrative fees deducted from rental income?
7. Are reserves funded through owner contributions, rental deductions, service charges or another mechanism?
8. Are transfer fees, resale commissions, exit fees or administrative charges disclosed?
9. Does the fee schedule distinguish between owner-use costs and rental-programme costs?
10. Which cost items are not assessable without the full fee schedule, budget, management agreement or rental terms?
11. Which cost assumptions should be reviewed by a qualified professional before the buyer relies on them?

9. Questions about use rights

Use rights shape whether the residence works for the buyer's intended personal, family or guest use. In managed, hotel or serviced residence models, use may be affected by operator rules, booking windows, blackout dates, house rules, rental commitments and maintenance cycles.

Questions to prepare

1. When can the owner use the residence?
2. Are owner-use days, weeks or periods fixed, flexible, subject to availability or limited by season?
3. Are there blackout dates, peak-season restrictions, event restrictions or advance-booking windows?
4. How far in advance must owner stays, guest stays, extensions or cancellations be booked?
5. Can family members, guests or related entities use the residence?
6. Are additional approvals, charges or registration steps required for guests?
7. Can the owner alter, furnish, let, lend or occupy the residence freely, or do operator or brand standards apply?
8. Is rental participation optional, mandatory or required for specific periods?
9. Can the residence be unavailable for maintenance, refurbishment, FF&E replacement or operational reasons?
10. Which document controls owner use: owner use rules, house rules, management agreement, rental agreement or another document?
11. Which use rights require professional legal review before the buyer relies on them?

10. Questions about operator control

Operator control describes the areas where a brand, operator, management company, rental manager or association may influence how the residence is used, serviced, rented, maintained, reported on and eventually resold.

Questions to prepare

1. Who manages the residence after purchase?
2. What is controlled by the brand, developer, operator, manager, rental manager or owner association?
3. Who controls standards, services, operating rules, staffing, amenities and owner obligations?
4. Who controls reporting, rental statements, service charge budgets and owner communications?
5. Who controls maintenance, FF&E replacement, refurbishments, renovations or brand-standard upgrades?
6. Who decides whether rental participation is optional, mandatory, pooled or individually managed?
7. Can the operator or manager change services, budgets, standards or rules after purchase?
8. Does resale require operator, manager, brand, developer or association consent?
9. What happens if the operator, manager, rental manager or brand changes?
10. Which documents show operator discretion, owner consultation rights, approval processes or reporting obligations?
11. Which operator-control questions should be reviewed by a lawyer or coordinated through a buyer adviser?

11. Questions about rental logic and yield assumptions

Rental figures can be useful, but they need context. A projected yield, sample return or rental illustration should be connected to the underlying assumptions, deductions, participation rules and reporting method before the buyer relies on it.

Bondomo does not validate yield figures, project returns or confirm investment outcomes. The safer preparation task is to clarify the cost basis, rental mechanics and assumptions.

Questions to prepare

1. Is rental participation optional, mandatory, conditional or linked to owner use?
2. Is there a rental pool, individual letting programme, operator-managed rental arrangement or another structure?
3. Is rental income allocated by unit, unit type, availability, pooled formula or another method?
4. What is the revenue split between owner, operator, manager, brand, platform or other parties?
5. Which costs, fees, commissions, taxes, service charges, reserves or operator deductions are taken before any owner distribution?
6. Are projected figures gross, net of selected costs, net of all relevant costs or not clearly defined?
7. Which occupancy, rate, seasonality, owner-use and deduction assumptions support the example?
8. Are any guarantee, minimum return or promotional yield examples documented in binding terms or only presented as provider assumptions?
9. How often does the owner receive rental statements, and what level of detail is included?
10. Can the owner reconcile gross revenue, deductions, reserves and owner distribution from the reporting format?
11. Which rental, tax or financial assumptions should be reviewed by qualified professionals before reliance?

12. Questions about exit and resale

Exit should be considered before entry. In complex residence ownership models, resale may involve more than finding a willing buyer. It may connect to operator consent, brand rules, transfer fees, rights of first refusal, mandatory resale channels, rental programme obligations and missing documents.

Questions to prepare

1. Can the ownership interest be resold or transferred freely?
2. Is operator, developer, brand, manager or association consent required?
3. Are notification, approval, buyer qualification or compliance steps required before transfer?
4. Is there a right of first refusal, pre-emption right, matching right or preferred resale process?
5. Must resale go through a developer, operator, appointed broker, approved platform or specific resale channel?
6. Are transfer fees, resale commissions, administrative charges or exit-related costs disclosed?
7. Can the buyer market the residence independently?
8. Does rental programme participation transfer with the unit, terminate on sale or require separate approval?
9. Do owner-use rights, service obligations, reserve obligations or management obligations continue after transfer?
10. What happens if the brand, operator or management company changes before resale?
11. Which resale or transfer points should be reviewed by a qualified lawyer before the buyer relies on them?

13. Questions about documentation quality

Documentation quality determines how much can be understood before professional review. If a buyer only has a brochure, price list and verbal explanation, many ownership questions may remain not assessable.

Use this status language

Status	Meaning	Buyer action
Visible	The information is clearly stated in the material provided.	Note where it is documented and check consistency.
Partly visible	The topic is mentioned but not fully explained.	Ask for the underlying document, schedule or written clarification.
Unclear	The buyer cannot determine how the point works from the available material.	Treat it as an area to clarify before relying on it.
Not assessable	The available material is too limited to form a structured view.	Request documents before drawing conclusions.
Professional review	The point requires legal, tax, investment, valuation or specialist review.	Prepare the question for the appropriate professional.

Questions to prepare

1. Which documents are visible?
2. Which documents are only partly visible?
3. Which documents are referred to but not provided?
4. Which explanations are verbal, brochure-based or sales-presentation based only?
5. Which information is unclear or not assessable from the available material?
6. Are the brochure, price list, fee sheet and draft agreements consistent with each other?
7. Are version dates, document status and draft/final status visible?
8. Are fee schedules, owner use rules, rental terms, management documents and resale rules available before reservation?
9. Which missing documents should be requested before professional review?
10. Which points should remain open until a qualified professional has reviewed the relevant document?

14. Questions to ask the seller or sales team

The seller or sales team can often clarify the commercial process, document availability, reservation steps and who controls which information. They should not be expected to replace independent professional advice.

Questions to ask

1. Which documents are currently available, and which will be provided later?
2. Which document defines what the buyer is buying or reserving?
3. What is the reservation process, and which obligations start before the final contract is signed?
4. Is any deposit refundable, conditional or subject to specific terms?
5. Can you provide the full fee schedule, including recurring, reserve and transfer-related costs?
6. Which fees are fixed, estimated, indexed, variable or subject to later budget approval?
7. Which documents define owner use, guest use, blackout dates and booking procedures?
8. Is rental participation optional, mandatory or linked to owner use or ownership terms?
9. Can you provide the rental pool agreement, rental programme terms or rental assumption sheet?
10. Which documents define the operator's role after purchase?
11. What documents explain resale, transfer, consent rights, ROFR terms, transfer fees or mandatory resale channels?
12. Which documents are still not available before reservation, and when are they expected?
13. Which points should my lawyer, tax adviser or buyer adviser review before I rely on them?

15. Questions to ask the operator or manager

The operator or manager can usually clarify services, standards, owner communications, rental administration, reporting, booking rules and day-to-day management. They should not be expected to replace buyer-side legal, tax or investment review.

Questions to ask

1. What role will the operator or manager perform after purchase?
2. Which services are included, optional, separately charged or subject to change?
3. Which standards must owners follow for furniture, equipment, maintenance, design or guest readiness?
4. How are owner use bookings handled, and who controls availability?
5. Are there blackout dates, notice periods, guest rules or peak-season restrictions?
6. Is rental participation optional, mandatory, pooled, individually managed or subject to operator approval?
7. How are rental rates, booking channels, discounts and guest policies controlled?
8. Which deductions apply before any owner distribution is calculated?
9. Can you provide a sample owner rental statement or reporting template?
10. How often will owners receive reporting for costs, rental performance, deductions or distributions?
11. Who controls maintenance, FF&E replacement, refurbishments and reserve use?
12. Which decisions can the operator make without individual owner approval?
13. What happens if the operator, rental manager or brand changes?
14. How will owners communicate with the operator after purchase?

16. Questions for your lawyer

A lawyer may review contract, title, rights, obligations, restrictions, consent provisions and enforceability questions. The buyer should bring specific documents and questions rather than asking for a general review without context.

This section prepares questions only. It does not provide legal answers.

Questions to ask your lawyer

1. Please review which document defines the buyer's ownership interest or ownership-like right.
2. Which rights and obligations arise at reservation, contract signing, completion or handover?
3. Which provisions define title, tenure, ownership structure or transferability?
4. Which obligations are binding on the buyer after purchase?
5. Which provisions relate to management agreement obligations, operator rights or owner association rules?
6. Which use restrictions, guest rules, house rules or booking rules should be legally reviewed?
7. Which provisions affect rental participation, rental pool obligations, reporting or termination?
8. Which resale restrictions, consent rights, ROFR terms, transfer fees or mandatory resale channels should be assessed?
9. Which provisions address changes to operator, brand, management company or service standards?
10. Which governing law, jurisdiction, dispute resolution or enforcement provisions should be reviewed?
11. Which points are legal questions, and which points should be clarified commercially with the seller or operator first?
12. Which documents are still missing for a proper legal review?

17. Questions for your tax adviser

Tax consequences can depend on the buyer, the ownership structure, the residence location, the buyer's home country, rental use, personal use and future transfer plans. This guide does not provide tax advice.

Questions to ask your tax adviser

1. Which tax implications should be assessed for this ownership structure by a qualified professional?
2. Ask your tax adviser whether the ownership form affects local or home-country reporting.
3. Ask whether rental income, if any, should be reviewed differently from personal-use ownership.
4. Which taxes, reporting obligations or filings may be relevant in the residence jurisdiction?
5. Which home-country or cross-border reporting questions should be assessed?
6. Which deductions, expenses, service charges, management fees or reserves should be reviewed for tax treatment?
7. Ask whether personal use, guest use and rental use create different tax questions.
8. Which VAT, sales tax, local tax or similar questions should be assessed by a qualified professional?
9. What tax questions may arise on resale, transfer, inheritance or exit?
10. Which assumptions should not be relied on until the tax position has been professionally reviewed?
11. Which documents should the tax adviser receive before giving any view?

18. Questions for a buyer advisor or family office

A buyer advisor or family office may help coordinate the review process, compare structures, organize documents, brief professionals and track unresolved questions. The role depends on the person's qualifications and mandate; it should not be treated as a substitute for legal, tax or regulated investment advice unless that person is qualified to provide it.

Questions to ask

1. How should we structure the decision process before reservation, contract review or further negotiation?
2. Which documents should be collected before instructing legal or tax review?
3. Which ownership questions are still unclear from the current material?
4. Which projects should be compared by ownership structure rather than only by price, brand or location?
5. Which cost categories are visible, partly visible or missing?
6. Which owner use, rental or operator-control assumptions matter most for the buyer's intended use?
7. Which exit or resale questions should be clarified before deeper review?
8. Which questions should go to the seller, operator, lawyer, tax adviser or another professional?
9. What remains unknown after the first document review?
10. Which assumptions should be documented before the buyer relies on them?
11. Is additional professional review needed before the buyer proceeds further?
12. How should open questions be tracked after each advisor conversation?

19. Questions to bring back after professional review

Professional review should not end with a vague impression. After speaking with a lawyer, tax adviser, buyer adviser or family office, buyers can bring back more precise questions to the seller or operator.

Questions to bring back

1. Which ownership questions remain unresolved?
2. Which documents are still missing?
3. Which fee or cost assumptions need clarification?
4. Which use or rental terms need further explanation from the operator?
5. Which resale or transfer terms require further review?
6. Which points are professional legal or tax matters, and which are commercial or operational questions for the seller or operator?
7. Which brochure statements need to be matched to written terms?
8. Which assumptions should be confirmed in writing before further reliance?
9. Which document versions, dates or draft statuses need to be clarified?
10. Which questions should be closed before reservation, and which can reasonably remain for later professional review?

The goal is not to turn professional advice into a project score. The goal is to keep the open-question list clear.

20. Common preparation mistakes to avoid

Common preparation mistake	Better reframe
Asking the lawyer to explain commercial or operator questions that should first be documented by the seller or operator.	Ask the seller or operator for the document, schedule or operating explanation first, then ask the lawyer to review the relevant legal terms.
Asking the seller to resolve legal or tax questions.	Ask the seller for documents and explanations, then take legal and tax questions to qualified professionals.
Relying on a brochure when the agreement or fee schedule is not available.	Treat the brochure as a starting point and request the documents that define ownership, fees, use, rental and exit.
Discussing yield before clarifying deductions, fees and owner use restrictions.	First ask which assumptions, costs, deductions and use rules sit behind the rental example.
Comparing projects only by price and brand.	Compare ownership structure, fees, operator control, use rights, rental logic, exit and documentation quality.
Entering advisor review without a clear document inventory.	Prepare a simple list of documents received, requested, missing and not assessable.
Treating a missing document as a final judgment instead of a request for clarification.	Use missing documents as a prompt to ask what is available, when it will be provided and which decisions depend on it.

21. What this guide does not decide

This guide is designed to support preparation. It does not decide the transaction.

Specifically

- It does not tell buyers whether to buy.
- It does not assess legal enforceability.
- It does not provide tax advice.
- It does not provide investment advice.
- It does not act as brokerage or transaction representation.
- It does not validate yield figures, projected income or return assumptions.
- It does not rank, certify, approve or reject projects.
- It does not replace professional due diligence.
- It does not replace review by qualified lawyers, tax advisers, financial professionals, buyer advisers or other specialists.
- It is not designed as a full transaction-specific checklist for every jurisdiction or ownership structure.

Its role is narrower and practical

> It helps buyers prepare clearer questions and document requests before speaking with sellers, operators and qualified professional advisors.

Bondomo helps buyers prepare, not decide.

22. Related Bondomo resources

Use these Bondomo resources to deepen the specific question area before professional review.

Bondomo Methodology
How Bondomo structures buyer questions before professional review.
bondomo.com/methodology/

What Bondomo Does and Does Not Do
Bondomo's role, boundaries and non-advisory position.
bondomo.com/what-bondomo-does-not-do/

Buyer Resources
Practical resources for complex residence ownership questions.
bondomo.com/resources/

Document Request List
Documents buyers may request before deeper review.
bondomo.com/documents/

Buyer Checklist
Broad ownership questions before reservation or contract review.
bondomo.com/buyer-checklist/

Ownership Intelligence
The framework behind Bondomo's buyer-side approach.
bondomo.com/ownership-intelligence/

Knowledge Library
Buyer questions about fees, documents, rental logic, operator control and exit.
bondomo.com/knowledge/

Fees & Costs
Fee visibility, service charges, reserves and rental deductions.
bondomo.com/fees/

Operator Control
Questions about operator, manager and brand influence.
bondomo.com/operator-control/

Use & Rental
Owner use, rental participation and rental pool logic.
bondomo.com/use-rental/

Exit & Resale
Resale, consent, transfer fees, ROFR and exit questions.
bondomo.com/exit-resale/

ACTION

23. Next step

Before the next conversation with a seller, operator, lawyer, tax adviser or buyer-side advisor, prepare a one-page question brief.

- [ ] Which documents are available, missing or only partly visible?
- [ ] Which ownership areas are unclear or not assessable?
- [ ] Which questions belong to the seller, operator, lawyer, tax adviser or buyer advisor?
- [ ] Which assumptions should be confirmed in writing?
- [ ] Which points should remain open until qualified professional review is complete?

A clearer question brief does not decide the purchase. It helps the buyer enter the next conversation with better structure and fewer assumptions.

Suggested action: Prepare questions for your advisor.

Closing line: Clearer documents. Better questions. More informed conversations.