



### **How do we build trust in this PetroChemical business**

Many of you involved in the buying and selling of petrochemicals will no doubt have tales of time wasting and falsehoods. Dealing with Scammers and false identities. It is trying to say the least, and researching companies, names and personas is key.

Trust is very hard to gain and easy to lose and time is our most precious commodity so at PW Enterprises LLC we have a structured approach to every enquiry we deal with.

First thing is transparency, we value transparency in who we are and where we sit in the process.

We are transparent in our identity; you can visit our site and see profiles. We do not hide behind manufactured personas (new LinkedIn profiles with 2 connections!) Big red flag.

I'm an Ex-Professional Fed Compliance Officer turned Entrepreneur and been in this business for three years. I do know Fraud and attempt to validate any party prior to bringing them to the table. Our role is to find Buyers to introduce directly to Sellers.

This is the process we go through and it's our way and we stick to it.

1) We start a relationship with the Broker/Refinery Rep (normally) and have a WA Chat to introduce each other.

2) We discuss the relationship with the Buyer and/or Seller and if they have evidential information that they are a capable and viable (not POF just that they are aware of the buyer's financial capacity)

3) We share the pricing and procedures and field any questions.

4) If happy we ask for a company profile and KYC so we can perform initial DD. Ex: is the buyer a large company turning over enough to justify entering in to a multi million dollar monthly transaction. ( A company with a \$5 million T/O will not make it)

5) We send our findings to the seller, if happy we advise buyer of all relevant detail or can facilitate a call with the teams.

### **Before all this we will do an NCNDA**

If the teams are not happy with this process then we advise them that it will not go any further.

We are NOT here to waste anyone's time, just to deal with professional people.



PW Enterprises LLC      8825 34<sup>th</sup> Ave NE; Ste L-315      Marysville, WA 98271

SOME WARNING SIGNS FOR BROKERS dealing with buyers

Gmail accounts for professionals - Lawyers / Bankers etc is NOT normal and is not acceptable.

Small companies telling you they are buyer - NOT acceptable

Buyers with very little digital foot print - NOT normal or acceptable.

Buyers wanting to push their own SOP - That will NEVER work.

Large Commission structures are not going to happen as Sellers consider this a Fraud attempt.

Our advice is, be diligent and ask the hard questions - if they avoid or give weak answers then walk away.

Always happy to talk