



invites you to an

**Address on entrepreneurship & Innovation: *Building Great Companies***

Visit by **General Catalyst Partners** - a US venture capital and private equity firm that invests in exceptional entrepreneurs!

**Wednesday, May 12<sup>th</sup>**

2:30 p.m.            Panel: *Entrepreneurship & Innovation: Building Great Companies*

4:00 p.m.            Reception and networking

**Location:** University of Copenhagen, Alexandersalen, Bispetorv 3, Central Copenhagen

More about GCP: <http://www.generalcatalyst.com/>

Register at: [jsha@adm.ku.dk](mailto:jsha@adm.ku.dk)

General Catalyst Partners also attained the following successes during 2008 and 2009:

- The Company is the largest independently-owned lender in the Country and has been the largest in Massachusetts for the past eight years.
- The Company was the largest non-bank lender in Massachusetts in 2009, placing it third in the state overall in terms of closed loan volume.
- In 2009, the Company employed twenty-eight (28) loan officers recognized in the top 210 originators in the Country, by dollar volume, according to Scotsman / Guide Media, List of the Top 200 Originators, By Volume.
- Management estimates that over 95% of the loans originated by the Company are the result of referrals and repeat business.

**Panel:**

**David Fialkow, Managing Director**, General Catalyst Partners and **Leif Thomsen, President**, Mortgage Master, Inc.

***About the Panel:***

**Leif Thomsen, Chairman and CEO, Mortgage Master**

Mr. Leif Thomsen founded Mortgage Master, Inc. ("the Company") in 1988. Mr. Thomsen is Chairman of the Board of Directors, Chief Executive Officer of Mortgage Master, Inc. He has been with the company since its inception over twenty years ago. Mr. Thomsen is responsible for the overall strategic direction of the Company as well as its day-to-day operations. Mr. Thomsen is actively involved in the management and oversight of the Company's sales force and its loan origination function. Prior to founding the Company in 1988, Mr. Thomsen was employed by Omni Mortgage Company, a competitor in the mortgage and real estate industry. Before moving to the United States, Mr. Thomsen owned and operated several businesses in Denmark. Mr. Thomsen received a business degree from the Roskilde Handelsskole in Denmark.

The Company began its operations in 1988 with only a few employees operating out of a 1,500 square foot office. Loan origination volume in these early years approximated \$50 million per year while the Company's revenues approached a few million dollars.

Since that time, the Company's growth has been exceptional. The Company now maintains 29 offices, nationwide, including a 25,000 square foot origination and operations center at its headquarters in Walpole, Massachusetts. For the year ended December 31, 2009, the Company's loan origination volume exceeded \$5.5 billion and it employed 425 people, including 230 sales personnel. Despite difficulties in the mortgage industry and the real estate market, the Company experienced record growth and financial results for the 2009 year.

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**David Fialkow, Managing Partner, General Catalyst Partners**

As a Managing Director of General Catalyst Partners, David invests in both new and existing technology businesses. Areas of special interest include: consumer services; security/defense; and travel.

Prior to co-founding General Catalyst Partners, David Fialkow co-founded and operated numerous businesses focused on building applied technology-based platforms and tools for the travel, information services, financial services, specialty retail, and payment processing industries. These businesses include: National Leisure Group, one of the largest leisure travel technology and distribution companies in the U.S.; Alliance Development Group (sold to MyPoints.com), a company that creates enhancement and loyalty programs; Retail Growth ATM Systems (sold to PNC Bank), a national ATM and interactive network provider; and Starboard Cruise Services (sold to LVMH Moet Hennessy Louis Vuitton, Inc.), the operator of more than 300 duty-free retail stores on 100 cruise ships and owner of the Miami and Ft. Lauderdale Airport duty-free stores.

David is a former associate of Thomas H. Lee Company and U.S. Venture Partners. He is a member of the MIT Leadership Center Advisory Council and serves on several non-profit boards, including: Crohn's and Colitis Foundation of America; Facing History and Ourselves; The Pan-Mass Challenge; and The Boys and Girls Club of Boston. He is a graduate of Colgate University and Boston College Law School.



Register at: [jsha@adm.ku.dk](mailto:jsha@adm.ku.dk)

We are looking forward to seeing you!

On behalf of  | next  
generation

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