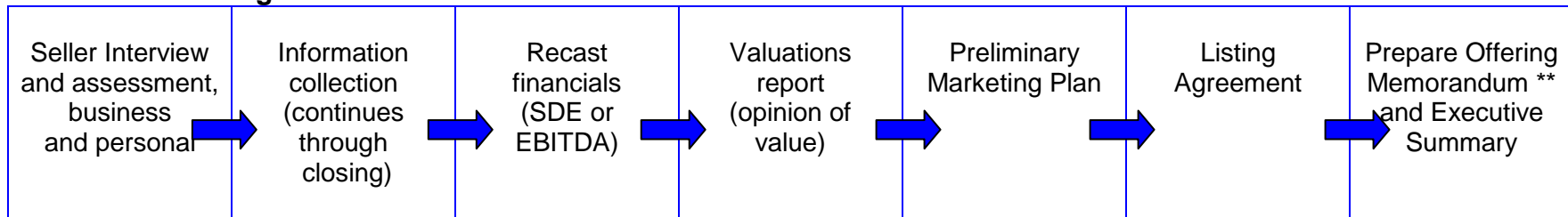
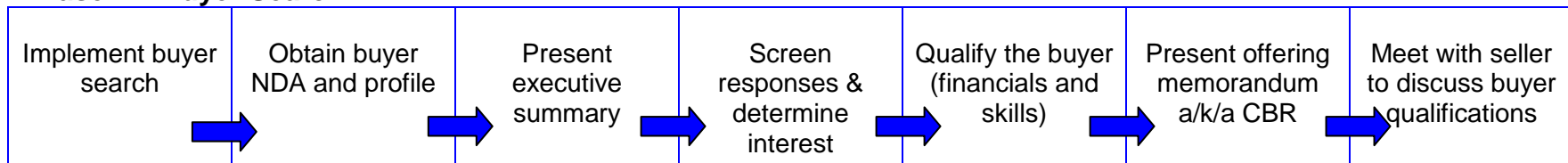


## THE SELLING PROCESS FLOW CHART

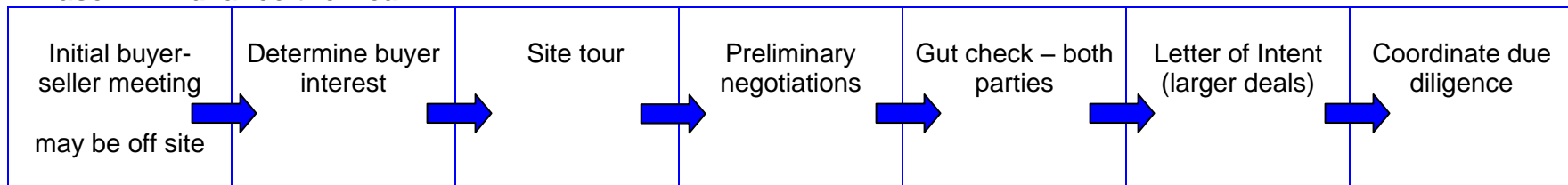
### Phase I – Planning the Sale



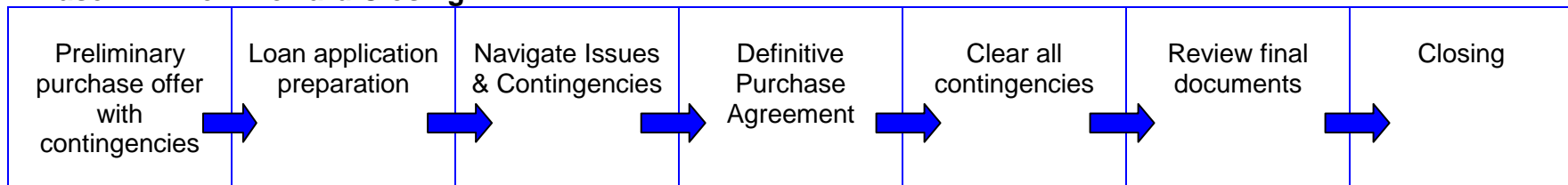
### Phase II – Buyer Search



### Phase III – Advance the Deal



### Phase IV – Work Toward Closing



\*\* Industry outlook, company potential and strengths, market conditions, market opportunities, financial statement summaries, organizational structure, products, technology, patents