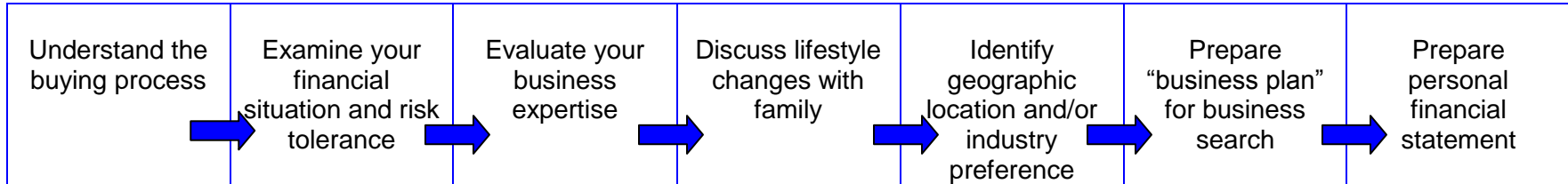
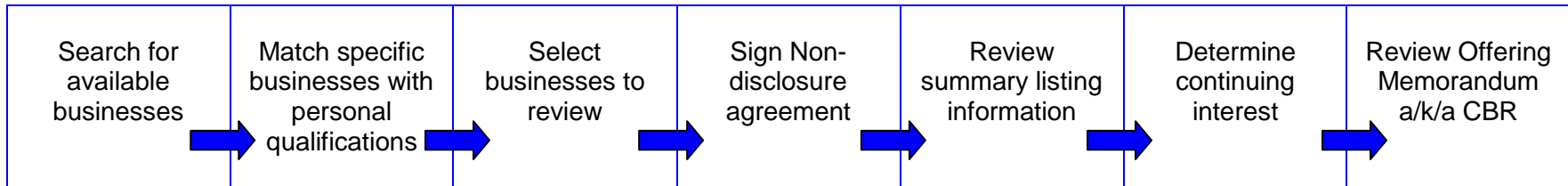


# THE BUYING PROCESS FLOW CHART

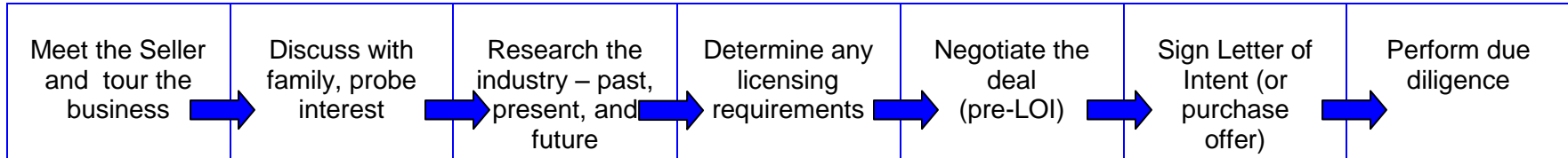
## Phase I – Qualification Process



## Phase II – Business Search



## Phase III – Advance the Deal



## Phase IV – Work Toward Closing

