



Mike Bloss – Black Belt Transportation Consulting

Dear Mike,

Having recently completed a sale with you and your team, I feel compelled to write and express my thoughts and feelings to you and any future seller who undertakes the process of a sale of their business. To say I am deeply grateful does not do it justice. I would not be writing this letter right now if it was not for the top-notch expertise, guidance, proprietary technology and unfettered access you provide during the day, evening, weekends, etc.

No one going into the sale effort for the first time can be remotely prepared for the overall experience. From the mountain of work to the many, many challenges and stress of the due diligence process, it is little wonder that many deals fall apart in due diligence from seller fatigue. Anyone who plows into this heedless of the swamps and chasms that lie ahead risk many unnecessary setbacks or the pain of multiple failed attempts. When I refer to plowing heedless into this, I am referring to attempting it without engaging Mike Bloss and Black Belt TC.

You executed a plan based on my goals, deployed comprehensive business analytics data that I never would have been able to produce on my own and presided over all the introductory calls. This produced several high-quality Letters of Intent and ultimately a sale that closed. Due diligence is taxing and grueling. This is where I am most grateful. Thank you for guiding and navigating through this daunting task.

Mike – you saved me more money than your fee. That is called value.

Sincerely,

A handwritten signature in black ink, appearing to read 'Doug Hazen', with a long, sweeping horizontal line extending to the right.

Doug Hazen