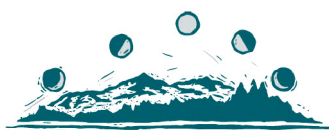


Growth Management Center's "IDEAL" Prospective Client Scoresheet

Prospective Client Characteristics	Possible Points	Actual Score
Location San Francisco Bay Area, Central Coast or Central Valley Northern California, Tahoe or Northern Nevada San Diego, Tennessee or Colorado Other California or Nevada locations Working primarily by video/teleconference Elsewhere	10 10 9 7 5 3	
Corporate Governance & Business Scope Operating division of a global or national corporation Family-owned or privately-held national or regional business National or statewide trade association Headquarters of a global or national corporation Privately held local business Not-for-profit	10 10 7 6 3 2	
Phase of Growth Mid-market--competing with captains of industry, at least regionally Emerging from Entrepreneurship—professional management team Entrepreneurship/startup with growth resources Captains of Industry – dominant market share or broad global scope Still recovering from a significant hit during the recession Ready to acquire or be acquired Entrepreneurship/startup without growth resources	10 9 8 6 5 4 0	
Industry Structure Competitors of all sizes, shapes and economic persuasions Oligopoly – dominated by several huge firms Fragmented – primarily many, many small competitors Monopoly – whether regulated or unregulated	10 7 5 2	
Growth Intentions Sustained steady growth Just keep ambling along Overnight success	10 3 0	
Total Score	50	

If the total score is 30 or above, we believe that we can offer good value to this business.



Growth Management Center

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