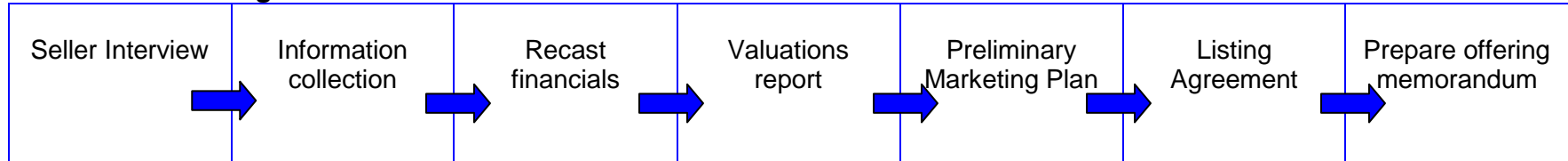
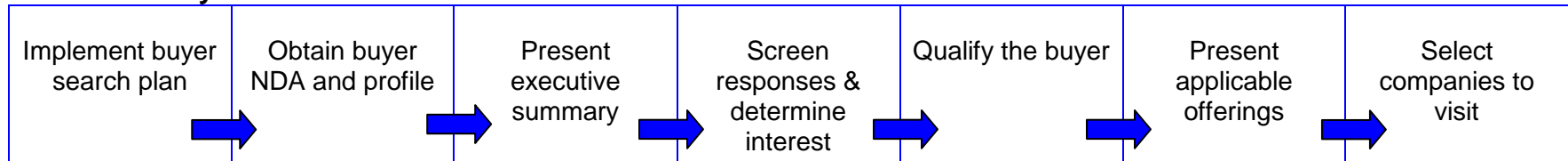


## THE SELLING PROCESS FLOW CHART

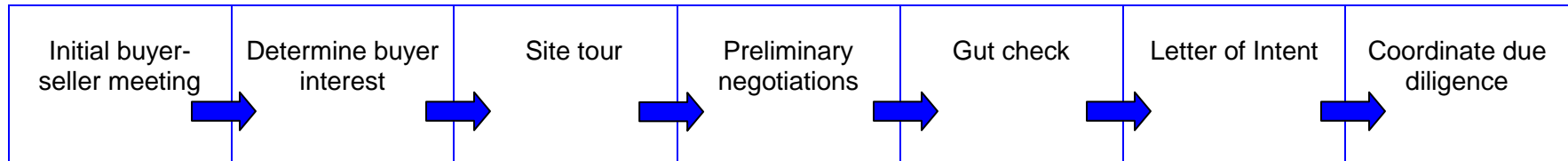
### Phase I – Planning the Sale



### Phase II – Buyer Search



### Phase III – Advance the Deal



### Phase IV – Work Toward Closing

