

Business Representation Timeline

FORESIGHT HAS ESTABLISHED OUR BUSINESS REPRESENTATION SERVICES TO BE A COLLABORATIVE EFFORT TO MEET YOUR BUSINESS GOALS

We understand the marketplace for your business and will guide you every step of the way. Our interests are completely aligned with yours throughout the entire process. The business representation is set up in Phases and will run concurrently, not consecutively. You will work with our Transaction & Advisory Team during the representation process.

**Timing of Phase completion is based on scheduling availability.*

PHASE 1:	PHASE 2:	PHASE 3:	PHASE 4:	PHASE 5:
Initial Contact <i>5-10 Business Days</i>	Transaction Package <i>10-20 Business Days</i>	Offer Analysis <i>15-30 Business Days</i>	Due Diligence <i>6-10 Weeks</i>	Closing & Funding <i>10-15 Business Days</i> <i>(after Due Diligence is completed)</i>
Client Expectations <ul style="list-style-type: none">Initial contact with Client and ForesightProject discussionReturn Agreement and begin engagementComplete submission of Data RequestValuation input and presentation to client	Client Expectations <ul style="list-style-type: none">Create Confidential Information Memorandum (CIM)Design CIM teaser to be sent to buyersSelect buyers for releaseVerify approved buyersRelease teaser and CIM to buyers	Client Expectations <ul style="list-style-type: none">Analyze Expressions of Interest (EOI)Respond to questions from BuyerReceive final offers/ Letter of Intent (LOI)LOI executionOn-site visits if needed	Client Expectations <ul style="list-style-type: none">InspectionsData reviewAsset Purchase Agreement (APA) correspondenceReview Consulting Employment AgreementsSigning of APA	Client Expectations <ul style="list-style-type: none">Finalize SchedulesSelect closing dateDiscuss closing detailsConfirm payment instructions
Sources for Delay <ul style="list-style-type: none">Incomplete dataUnsigned Agreement Payment	Sources for Delay <ul style="list-style-type: none">Additional data neededScheduling review meetings	Sources for Delay <ul style="list-style-type: none">More data requested from BuyerQuestion & Response period with BuyerLegal issues with LOIScheduling of on-site visits	Sources for Delay <ul style="list-style-type: none">Due diligence uncovers significant issuesScheduling inspectionsAttorneys not familiar with the industry	Sources for Delay <ul style="list-style-type: none">Financing required by BuyerLegal questions
Important Documents <ul style="list-style-type: none">Data Request	Important Documents <ul style="list-style-type: none">CIM PresentationCIM Teaser	Important Documents <ul style="list-style-type: none">EOILOI	Important Documents <ul style="list-style-type: none">Due Diligence ReportAPAConsulting / Employment Agreement	Important Documents <ul style="list-style-type: none">Settlement Statement

