

Example of Calling Script:

Mrs Joesephs, how are you?

I am not sure if we met before but my name is John Schmidt I was the FORMER VP of the the outsourcing division at IKON my largest division was the 150M dollar legal vertical but I was hoping to take a few minutes of your time regarding your company and the possibility that there may be interest selling it?

Let me back up for a second, After leaving IKON I worked out my non compete and once I was ready to get back into the legal and or document mgt space, I was had two options one was to peruse another executive level position somewhere in the industry or look at the possibility of acquiring business in the space or a complimentary area within the space. After researching how best to do this I have partnered with a firm BlackMore Partners to research, find and execute an actionable deal..... In doing my research and building my network to find a deal on more than one occasion I have picked up on hints that I should reach out to someone At your company and that led me to making this call into you.

So am I correct in my call that there is or may be an interest in selling the business?

If she says yes and then try to push me to a broker, I will counter along this line

you know a broker is a viable option to pursue a sales if your focus is to be bought by a strategic partner, but that is not really how we operate, that path can be effective and expensive, and burdens the company with a lot false starts and stops, issues of confidentiality, distractions for key managers.....by the way is it your intent or goal to stay on?..... With myself and Blackmore Partners we have direct access to ..and have been directed by multiple funds to bring s deals to the table for them. I myself have been approved as a CEO for aquisitions inside the legal vertical and Doc mgt space. with our relationships in the market we will rapidly narrow down from the 100"s of private equity firms we work with select the best 3-5 and then you and I will decide which one is the best fit for the companies gas and needs. Blackmore has closed over 40 deals with this tried and true methodology, since Blackmore is paid by the private equity partners there are no fees or commissions paid by the seller. in the end you have a streamlined cost effective way to get a deal done in a much tighter time frame with less impact tot he employee /customer base, with more control over the who owns the company.

If she says yes and how would we proceed I will do a variation of above in both cases I will close for a call with the COO, yourself and I.

If she says no or says they are to far down one path or another , I will take a minute to explain the benefits of working with us, and close to follow up in 3 weeks to see if their process is working or just to revisit

Will stress depending on where things go, want to have here stay on with me in a equity position, and will also stress that strategically we and it is our goal diversify and expand the reach of the company with some key add on acquisitions in the first 18 months and that the key equity partners we thinking of bringing to the table are very interested in that.

Obviously I will play around with this and it is going to move potentially into many other tracks, but my goal will be to get the three of us on the phone.

(if company is not for sale, find out other targets form the person with whom you are talking. Get there email and state that you are will follow up with them every 30 days to see if something might have changed)