

Scripts for target companies:

Hi my name is _____ (I think it would be fine to use your real birth names), and I am calling on behalf of James Pullman of Mirandello Investments. James is the Healthcare sector advisor for Blackmore partners out of Chicago, and we are attempting to identify healthcare companies that are seeking a financial partner or actually want to be acquired. Would you have any interest in speaking with James directly about such an opportunity?

Please document response and tone of responder. Leave my number (662) 538-8258 regardless of expressed interest. Please give me feedback once per week through Asha or Garansarada. Thank you.

--If someone should ask why they would want to be sold, indicate to them that private investors may be interested in buying a portion or all of their business as an investment tool. In return, the owners would have a collaborative partner with a long history of successfully turning operations around.

--If they indicate that they are already highly profitable, then this may be an opportunity to cash out some of their equity up to and around 3x's current yearly net.

(If there seems to be any interest at this phase, please put this in your documentation to me.)

Again, thank you all for all of your efforts. Again, please don't be discouraged by hang-ups or short answers, this seems to be part of the business, and I have certainly been treated shortly during many of my calls.

Above all be persistent. Two calls a week until you are able to speak to a director level, corporate type, or get a straight yes or no answer to our interest. Please always leave my name and number for follow-up.