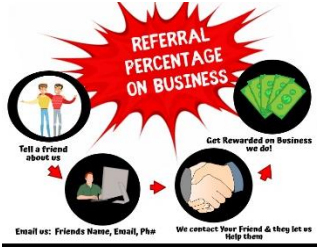




START: The Company Doctors is in your Rolodex and it is time to call.



REFER A FRIEND: The person or Company picks up the phone and gives us a call to help a company that needs some help. We then finalize the referral fee as a percentage of the revenue we receive from the company.



PRE-QUALIFY A CLIENT: Discovery call to determine how much heavy lifting is required, potential access, desire for help, financial construction required, and misc



BUSINESS ASSESSMENT: The Company Doctors executes the comprehensive business assessment 30-60 hours of work depending on complexity and dynamics of the company!



PRE-EXECUTIVE SUMMARY: The Company Doctors presents a Pre-Executive Summary to Key Stakeholders. The Cliff note version of the executive summary will have total savings identified, # of projects identified, recommended phases.

Sign off Rep of "The Company Doctors to move forward or walk away"

Sign off Rep of "Key Stake Holders to move forward or walk away"

Both parties do not have to move to the official Executive summary phase

NO COST INVOLVED FOR EITHER PARTY and the detailed Executive summary with action plan will be purged if either party walks away.





EXECUTIVE SUMMARY: The official Execute summary stage to review the Needs Assessment, Cultural, Strat-Cost savings plan, all supporting documentation, recommended projects and supporting documentation. Estimated implementation timeline for each project and projected impact on the company.



The Company and its Stakeholders want to move forward without the company doctors so they can execute the projects w/o the Company Doctors.

The Company must pay for the Assessment which includes all supporting documentation.

Full Price = \$200 per hour
(Quoted Business assessment hrs * \$200)

We pay referral % on what we receive which includes the Assessment

The Company and its Stakeholders agree to move forward with a portion of the recommended Cost Savings Projects. The Company agrees to allow The Company Doctors to look monthly financials, execute Monthly Business and Financial reviews with the Company and its Stakeholders. The Company gets a **50% discount on the Business Assessment.**

Price = \$200 per hour
((Quoted Business Assessment Hrs * \$200)*50%)

We pay referral fee % on what we receive, which includes the assessment

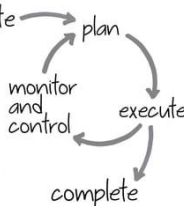
The Company and its Stakeholders agree to move forward with the recommended Cost Savings Projects by The Company Doctors. The company also agrees to allow The Company Doctors to look at monthly financials, execute Monthly Business and Financial reviews with the Company and its Stakeholders. The Company gets a **75% discount on the Business Assessment.**

Price = \$200 per hour
((Quoted Business Assessment Hrs * \$200)*75%)

We pay a referral fee % on what we receive, which includes the assessment



Project Management



ONGOING PROJECT MANAGEMENT: The Company Doctors Match spot solution resources with projects.

Match internal resources with the projects.

Define timeline for implementation of each project and target date for measuring results vs baseline for 18 months for each Project.





MONTHLY BUSINESS & FINANCIAL REVIEWS:

- Review of Projects
- Risk Mitigation: Review of project issues, Business issues & correction actions
- Review of Monthly Financials and key metrics
- Review of financial forecast of upcoming month & months
- Track savings to the company after implementation of each project



TOTAL COST SHARE: Start payout for to The Company Doctors for each implemented project for 18 months:

The Company Doctors generates an invoice for each month on actuals:

- Show metrics and company financials of total saving for project
- Company keeps 70% of the actual cost saving
- 30% of the actual savings will be payable to The Company Doctors.
- Example: \$30,000 actual project savings for August 2019
- The company keeps \$21,000
- The Company Doctors is compensated \$9,000



REFERRAL COST SHARE: Start payout for each implemented project for the referral partner from The Company Doctors payout for 18 months:

The Company Doctors generates an invoice for each month on actuals to pay the referral partner:

- 10-15% (negotiated percent depending on client complexity)
- The Referral partner gets paid on the Revenue received from the client to The Company Doctors

Example: \$30,000 actual project savings for August 2019

The Company Doctors is compensated \$9,000

The referral partner gets 10-15% of \$9k or \$900 - \$1,350



REPEAT: Repeat each month until all projects run their course of 18 months
Repeat on new potential projects if both the Company and The Company Doctors find more projects worth executing.
Continue Referral program payout on new projects