



The Advisory Associates **Research Team** provides proprietary database and search heuristics utilizing general business databases, trade associations and internet search protocols. Once an acquisition target is identified, the Advisory Associates research staff assembles comprehensive executive summaries detailing pertinent business and financial information on all qualified acquisition prospects.

The Advisory Associates **Deal Origination Team**, comprised of seasoned business professionals, makes the first call for a peer-to-peer exchange rather than a "cold call" from a call center. Owners of acquisition prospects who are able to share experiences and explore options with experienced business people are more likely to be responsive to acquisition overtures. With DealTRACC, clients are welcome to interview our Associate Directors to be certain they will maintain the highest level of professional courtesy.

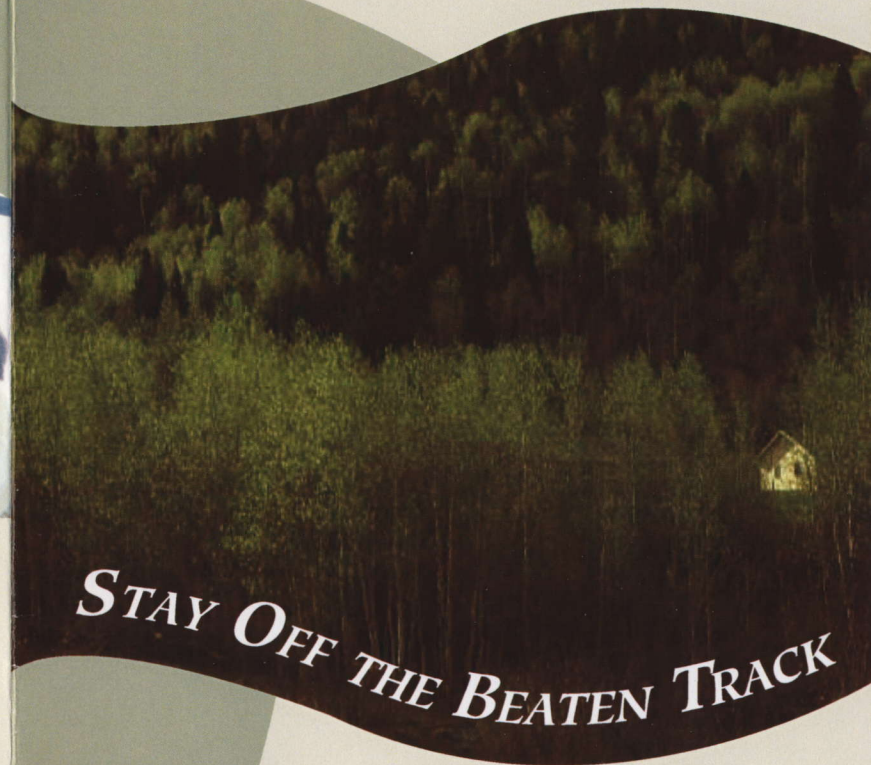


For clients who value timely growth and informed acquisition decisions, DealTRACC is a service designed to locate and qualify acquisition prospects using client-specific search criteria. Our Associate Directors blanket targeted industries with courteous and professional contacts giving clients the most comprehensive coverage possible.

**Ask about our PharmaTRACC service
for pharmaceutical companies and product searches.**

ADVISORY associates, inc.

A MERCHANT BANKING FIRM



STAY OFF THE BEATEN TRACK

DEALTRACC

PROSPECT GENERATION AND DEAL ORIGINATION SERVICES

- Outsource the last mile of the deal pipeline to DealTRACC
- Generate deal flow with the resourceful persistence of DealTRACC

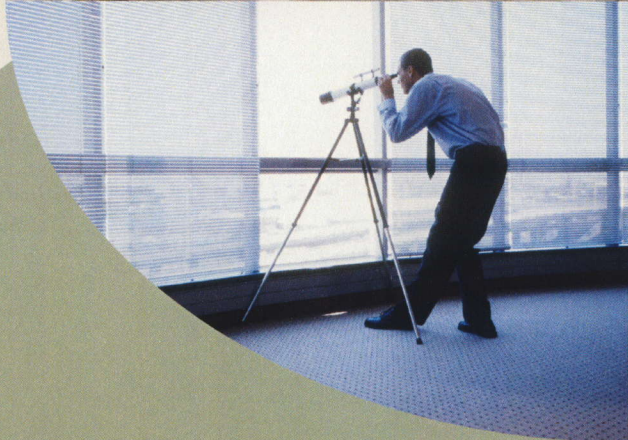
Outsource prospect generation and allow your highly trained professionals to focus on negotiating, structuring and closing transactions



Source undiscovered sellers — NEGOTIATE RATHER THAN BID ON YOUR TRANSACTIONS



NEGOTIATE RATHER THAN BID ON YOUR TRANSACTIONS



Identify quality acquisition prospects using our veteran business people, not inexperienced or call center personnel



Research using our proprietary database and search techniques to build strong diversified portfolio companies

Contact:

Haywood Miller
Managing Director
Advisory Associates, Inc.

1420 Spring Hill Road,
Suite 600

McLean, VA 22102

hmiller@advisoryassoc.com

F-703-893-5289

C-301-807-0603