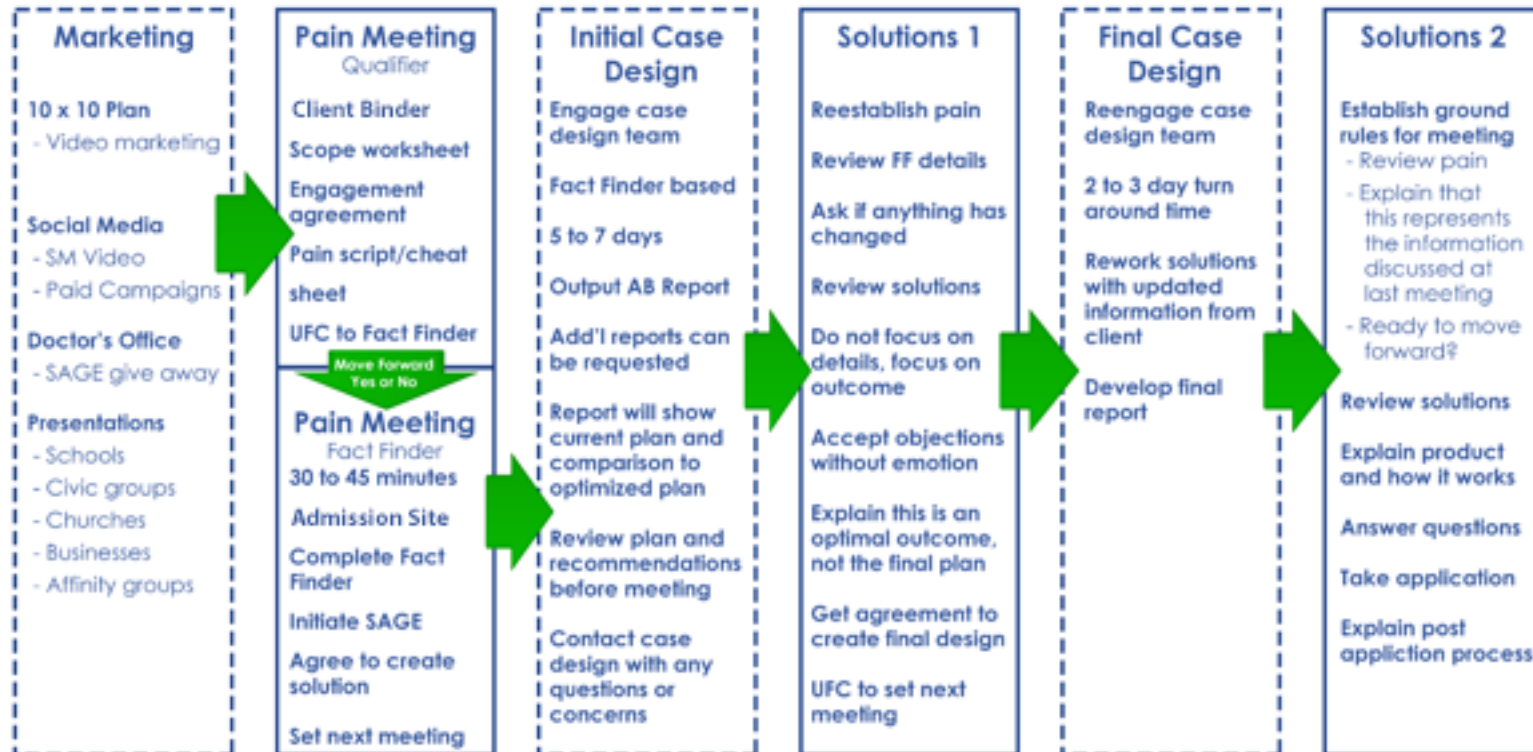


# The College Process



## Legend

Green arrows require client/prospect agreement to move forward  
 Dotted lines represent work done by agent and/or Velomon  
 Solid lines represent face to face meetings with client/prospect