

AUTO – Auto- Repair Garage



#1.) INTRODUCTION

I am initiating a PLAN to find the funding for me to open my own **auto-garage repair business** again; to offer my auto-mechanic, full-service, auto repair services to the San Salvador, El Salvador, Central America, niche (middle-class, working-folks) market of total **Auto Repair**. My name is Wilfredo Garcia.

- A.) I am 55 years old. I am an auto mechanic, by trade. I live in downtown (Centro) San Salvador. I have a wife and 3 children. I work at an auto repair garage in Centro, San Salvador.
- B.) I have been a MECHANIC for roughly 25 years. I really like being a mechanic...and I'm good at it. You could say that **I'm a PROFESSIONAL auto mechanic. I take pride in my work.**
- C.) With the help of the Main Street Market Exchange, I've put together this Fully Developed, Comprehensive-PLAN (my PLAN) to show interested, serious, and visionary INVESTORS...how they can **infuse money (INVEST) into an AUTO Repair business....**and prosper with me.
- D.) I had my own auto garage in Centro, San Salvador for 15 years. I chose to take the risk of going 'wet' (illegally, without the proper papers) to the USA, to try to make a better life for my family. Unfortunately, the 'coyote' transport costs, the extremely difficult trip to the USA, and my subsequent capture by USA authorities and deportation back to El Salvador...made my dream a nightmare.
- E.) The focus of this PLAN is to show how I can get my auto repair business back (I lost most everything; selling everything for the trip costs) and to show how an INVESTOR can work with me... to make this happen.



- F.) If someone were to ask what the **MAJOR difference** will be with my new garage that I am going to open, I would have to say clearly – it is the new **TARGET MARKET** that I am targeting.
- G.) You see, I could somehow scrape money together in a few years, open a shop in Centro again, and have a long list of clients come to my shop for their auto repair needs. I'd have a continuous stream of customers all day long.
- H.) But in Centro, there are lots of mechanics, and most mechanics work for next to nothing – they charge little for their services – working all day long. I want to move my new shop just a few miles away; to a location closer to the outskirts of San Salvador's suburbs, where the clientele is a bit more affluent, and people pay more for the labor costs (to mechanics) to repair their cars.
- I.) I've identified multiple locations for my newly proposed repair shop. More importantly, I've identified a number of ways to target my new (more affluent) clients, as well as NEW and differentiating services for these clients...that will keep them loyal and coming back for all their auto repair needs.
- J.) From an Investment (Investor) standpoint, I'm looking for a **Capital Infusion of \$17,000.**



#2.) EXPERIENCE AND TIME MANAGEMENT

- A.) As stated, I have been an auto mechanic for 25 years. I have a great Customer Satisfaction rating – because I do what I say I’m going to do – and because I don’t try to mess with folks, or mislead folks, or present things that are not true. I repair what needs to be repaired.
- B.) I am initiating this PLAN to get my own garage back and to show interested Investors how they can prosper with me...by investing in my PLAN. I’d like to utilize all the INVESTMENT proceeds from an Investor to make my new auto repair shop the PREMIER AUTO repair shop in San Salvador.
- C.) I plan to work at this **FULL-TIME, from DAY #1.**
- D.) I’m looking for an Initial Investment, from an Investor – to implement my PLAN – of **\$17,000.**

The specific use of the **\$17,000** is as follows:

• First 6/month’s rent on new location (\$800/mth)	\$4,800
• (3) new sets of various repair tools	\$900
• (2) new ‘pop-up’ car jacks (for quick/safe diagnosis)	\$750
• Inventory of basic (hoses, clamps, wipers, etc...) stuff	\$500
• New Copier	\$200
• 1,000 printed 5x8 index (mailer) cards	\$175
• Designated specific ‘draw’ (Salary) for Wilfredo (6 MTH)	\$4,200
• Secretary/Phone operator (\$400/mth) – (6 months)	\$2,400
• New iPhone for Secretary/Telephone Operator	\$ 500
• New iPhone for Wilfredo	\$ 500
• New iPad mini for Telephone Operator	\$ 500
• New laptop computer for Telephone Operator	\$ 650
• New desk telephone for Telephone Operator	\$ 100
• New AC Center – Specialty spot/initial cost	\$ 500
• New Plantronics wireless headset for Operator	\$ 150
• New Signs for location, and printed materials	\$1,500
• Miscellaneous and other office supplies & equipment	\$ 500
• Petty-Cash, Working Capital, Buy Parts each day drawer	\$1,025

Total

\$17,000



The specific types of issues for Wilfredo are:

- **Manager-Coordinator** – Wilfredo will be the main point of contact for this business. The Investor can speak with Wilfredo at most any time regarding any issue. As the **Manager-Coordinator, Wilfredo's** experience, and proven success in Auto-Repair, is the key aspect of this business. He is in good health and physically capable to run this business.
- Effectively, as the **Manager-Coordinator**, Wilfredo is the key communication person for this new business. His ability and energetic approach everyday will make this a success.
- **As the Manager-Coordinator** Wilfredo will pay himself \$700 a month.
- The Investor will also be paid **\$405 per month (\$17,000/42 payments)**, until the \$17,000 initial infusion is paid in full.
- Thereafter, the **Investor will be paid \$250 per month**, until he/she **receives \$30,000 in total payback funds**. If the Investor chooses to Invest Additional Capital (in an amount in excess of his initial \$17,000 infusion) Wilfredo and the Investor will continue the same initial payment structure. If the Investor chooses not to invest more Capital, Wilfredo reserves the right to **buyout the Investor** – after the Investor has received \$30,000 in total payback funds for **\$1,700 (10% of initial Infusion)**.
- Wilfredo's main concern is that this new garage does not effectively Target his new clientele. **Wilfredo's focus must be on profitability** This is the main reason why he is TARGETING a more affluent clientele and moving to a new location that caters to them. Wilfredo could keep busy from DAY #1 servicing his old clients. It's essential that he TARGETS the new clientele.



- The new Secretary/Telephone operator is VITAL. She will handle 90% of all incoming calls...screening them to free-up Wilfredo. She will do all billing. She will make all pro-active: calls for parts, appointments, and customer related issues. Surely, Wilfredo can intercede and speak with anyone at any time. But the new Secretary/Telephone Operator will help Wilfredo immeasurably.
- Wilfredo's son will also work with his dad, Full Time. A few other mechanics will also assist Wilfredo, as needed.
- Wilfredo is only interested (Target Market) in developing a clientele that can pay normal (not penny-pincher) labor rates. Wilfredo is not interested in 'shoppers' who are looking to save \$2-\$3 in labor costs, compared to the mechanic guy down the street.
- From DAY #1, Wilfredo will advertise: 1.) Complete AC repair and maintenance, 2.) Total Engine Repair, 3.) Routine Oil and Fluid Maintenance, 4.) Diagnose Odd Car-Sounding Problems, 5.) Complete Paint & Body Repair, and 6.) Emergency Towing Services. Potential Clients will view Wilfredo's garage as a 1-stop, TOTAL car-care garage.
- The \$17,000 Investment allows Wilfredo the funds he needs to make this new garage a reality.

The New Company Name and Information:

- **Company Name:** San Salvador Total Auto Repair
- **Ownership %:** 100% - Wilfredo Garcia**
**Investor Contractually owns payback
- **Office Location:** San Salvador, El Salvador, Central America
- **Bank:** Banco Agricola

A.) Pricing, Margins and Charges - TBD by Wilfredo's Pricing Sheet

B.) Wilfredo is 55 years old. He has 25 years of Auto Repair experience and 15 years of Garage ownership. This represents a unique opportunity for Wilfredo to make some real good money due to his vast experience as mechanic, for his son, secretary and other mechanics working with him, to make a good living, and for an Investor to make a sizeable profit from a relatively small initial cash infusion.



#3.) CASH FLOW

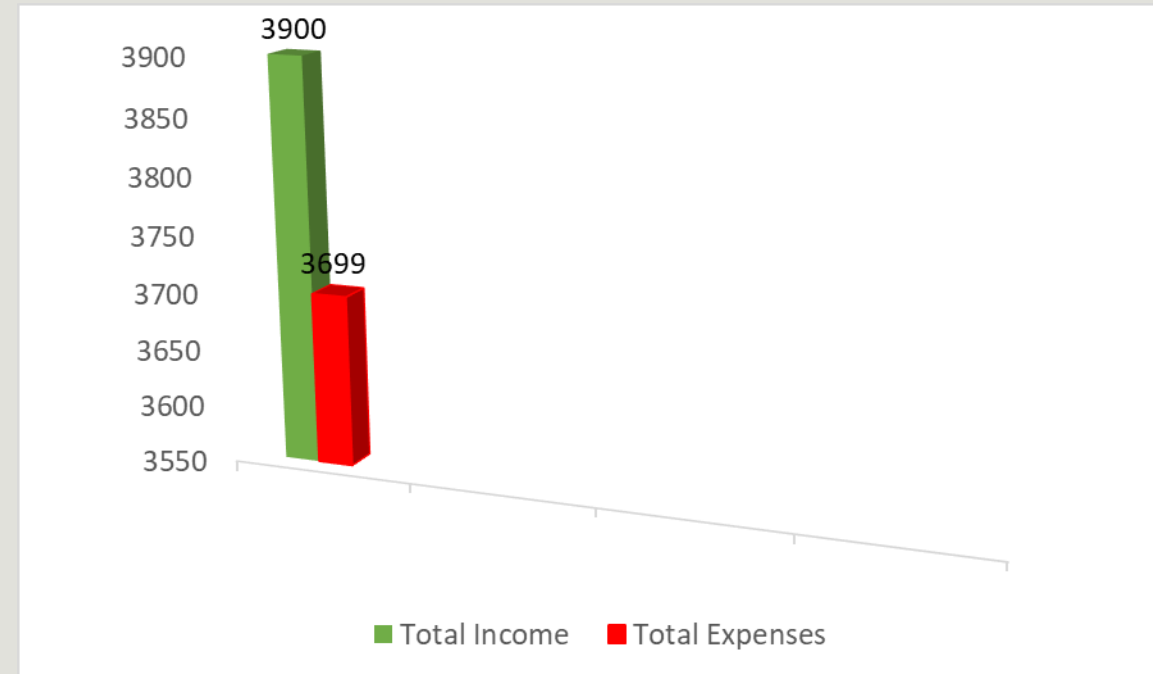
Involves the **inflow and outflows** of cash... and that is the focus of this Section. Some aspects of cash flow involve the use of the initial cash investment. Some expenses may be missing from the first year's cash flow and accompanying graphs...We should view the cash flow in this light.

- A.) This cash flow analysis involves the cash flow for the new Auto Repair Garage (**Wilfredo's PLAN**), servicing the San Salvador market.

- B.) Accordingly, a very succinct Monthly 1st year's cash flow is as follows:



Monthly Cash Inflows (Income) After 3 Months		Monthly Cash Outflows (Expenses) After 3 Months	
Projected \$150 Sales/profit) a day for 26 days in a month. 26 days x \$150 = \$3,900	\$3,900	(2) Mechanics, Including Wilfredo's Son, \$20/day x 2 = \$40 x 26 days = \$1,040	\$1,040
		Wilfredo's monthly salary	\$700
		Payback: \$17,000/42 = \$405	\$405
		Electric	\$ 400
		Salary-Telephone Operator	\$ 400
		Internet	\$ 30
		Advertising and Solicitation	\$ 75
		Accounting	\$ 50
		Miscellaneous	\$ 250
		Dividend (7%) - \$17,000 x 7% = \$1,190 / 12 months =	\$ 99
		Trash/Garage costs/Misc	\$250
Total Monthly Income	\$3,900	Total Monthly Expenses	\$3,699



SUMMARY OF PROJECTION#1: A rough Summary of the monthly Cash Flow is Cash Inflows (Income) of \$3,900 – Cash Outflows (Expenses) of \$3,699 = **\$201 Positive Monthly Cash Inflow.**

#4.) CONSTANT STREAM OF CUSTOMERS

Much of this plan needs to focus on how to obtain a **Constant Stream of Customers**. Here is a list of pro-active prospecting activities that we will need to implement to ensure that we have a **Constant Stream of Customers**.

- a) 10 proactive calls by the Telephone Operator each day.
- b) Networking by Wilfredo: 3 in-person calls a month to Small Business fleets.
- c) 100 new postcards handed out each week.
- d) Start a 5 x 8 index card system; transfer daily results into Microsoft data base each day. Managed by Wilfredo's Secretary and his wife.

There are **5 specifics things** that Wilfredo is accountable for each day:

What will he do (specifically)?

- 1) Direct and monitor the Secretary/Telephone Operator to make and receive phone calls.
- 2) Keep score; monitor the pro-active and prospecting calls.
- 3) Solve any problems or concerns ASAP...do not let issues fester.
- 4) Perform all duties related to the company.
- 5) Fill-out his daily Executive Book. Keep track of all expenses and income.
- 6) Be the Chief Communication Officer of the company.



When will he do it?

- 1) His hours are set when he's working as a FT Owner/Operator; Wilfredo is generally always 'on'. He's an entrepreneur.
- 2) He will support the Telephone Operator and Mechanics at the end of the day.
- 3) He is responsible for communicating with the Investor as much is needed.

How will this prospecting work?

- 1) Telephonically, pick up the phone. Keep Telephone Operator/Secretary honest.
- 2) Focus on serious inquiries only. Delegate to Secretary to screen Calls.
- 3) Focus on managing the process.
- 4) Focus on targeting those folks who respond to him.
- 5) Focus on creating his 'BRAND' as a Premier Auto Repair Garage.

Why do it at all?

- 1) Prospecting works.
- 2) Need to keep score. Wishing is not a way to do business
- 3) Other advertising will follow in 6-9 months.
- 4) Wilfredo is the business; its success depends on his initiative and execution.

How much should Telephone Operator call?

- 1) As much is stipulated...can be adjusted. Filing her nails is not part of the job description.
- 2) Wilfredo will serve as the communication-hub of the new business.
- 3) It's not a matter of how much Wilfredo or the new Secretary should call, but rather developing a system and follow-up process to ensure that Wilfredo has a full pipeline of clients/prospects scheduled each day.



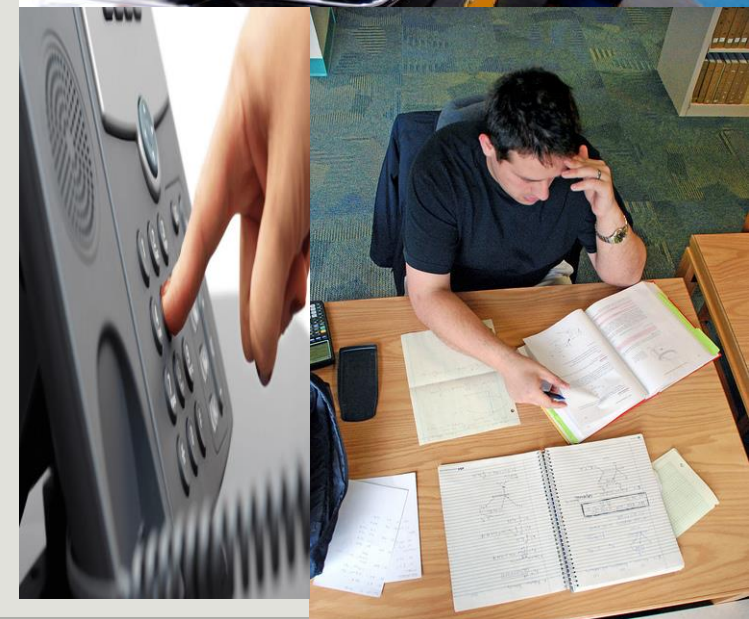
#5.) DAILY PLAN

A.) Daily Plan for Workflow

- 1) An **Executive Notebook**, which describes a Daily Plan of Action, will be completed daily by Wilfredo... specifically for this Business.
- 2) Daily Plan is not optional.
- 3) Wilfredo will share with Secretary/Telephone Operator the **KEY activities (jobs) of the day**. Telephone Operator will be updated daily/weekly by Wilfredo, using a calendar.
- 4) Reality: Telephone Operator/Secretary must be constantly available for Wilfredo.
- 5) Wilfredo must make a concerted effort to constantly look for **new marketing strategies**.
- 6) The **5x7 index card system** – which everyone will perform – will be automated after 60 days. The 5x7 index card system will continuously be used.

B.) Daily Plan for Wilfredo

- 1) Develop communication processes (i.e. Billing, E-mail, Communication with Clients, Communication with Telephone Operator and Mechanics (Use of Book-Keeping Software, etc..)) **must be communicated effectively**.
- 2) Review appropriate information with Telephone Operator and Mechanics on a daily basis.
- 3) **Keep Executive Book** with you at all times.
- 4) COOPERATE with Telephone Operator, and mechanics, and sub-contractors, and Clients.
- 5) Write things down, don't forget things.



C.) Daily Plan for Secretary/Telephone Operator

- 1) Develop communication processes (i.e. Billing, E-mail, Communication with Clients, Communication with the Mechanics, Auto parts store, the Use of Book-Keeping Software, etc....).
- 2) Review appropriate information with Wilfredo, the mechanics, the auto parts store, the Clients, and the Investor, as much as needed, and in Wilfredo's absence...keep the processes going.
- 3) Keep your own Executive Book with you at all times. Fill it out.
- 4) COOPERATE with Wilfredo, and Clients, and Mechanics, as needed.

D.) Daily Plan for the (2) Mechanics

- 1) Incorporate Daily Plan from Wilfredo with their (the mechanic's) schedule.
- 2) Communicate quickly and consistently with Wilfredo each day.
- 3) Refer any **hot leads** immediately to Wilfredo and/or Secretary.
- 4) Perform tasks confidently and with initiative. Be empowered. Don't be lazy and stupid on purpose.
- 5) Develop a **Follow-Up folder**, which support your own personal Executive Book, and aids Wilfredo to get things done effectively.



#6.) ORGANIZATION

Organization is 1 of the 10 Components of creating a Fully Developed Plan. When you are organized, you are serious about your work. When you are disorganized, you have little chance of succeeding.

A.) Organize your Target Market

- 1) Target San Salvador white-collar workers. Target small business owners.
- 2) Targeted 'SPECIALS' (oil change, fluid checks, etc...) in an organized manner.
- 3) Target (extra) those who respond to your initial prospecting.

B.) Organize your Prospects/Clients

- 1) Understand - the 80-20 Rule.
- 2) Identify – those who respond to you. Know the particular stories and perceived concern (Radiator problems, AC concerns, oil changes, etc....).
- 3) Categorize/Segregate - don't waste your time on timewasters.

C.) Organize your Work Desk the garage

- 1) Wilfredo needs to keep Secretary/Telephone Operator's desk organized. Fill out Executive Book Daily. Not optional.
- 2) Wilfredo's wife can also handle certain tasks. For example, all BILLING (80% of the billings should be electronically). Clarify and determine.
- 3) Daily Action Plan needs to be written down each day by Wilfredo and Secretary/Telephone Operator and communicated to everyone each day.



#7.) PERSONAL PREPAREDNESS

A.) Are you ready to do this?

- 1) Wilfredo, and Wilfredo's son, and the Secretary/Telephone Operator, need to speak to each other to evaluate the next day's activities and plan for the next day's needs.
- 2) Wilfredo has sufficient energy to entertain this Auto Repair Business.
- 3) Wilfredo wants to make this his FT business. He wants to give the business to his son when he retires. He wants to operate his own shop again.
- 4) This business will be very profitable for Wilfredo and an Investor.

B.) Personal Assessment

- 1) Wilfredo is 55 years old. His physical and mental health are excellent.
- 2) Wilfredo is excited to add be able to own his own repair shop again.
- 3) Wilfredo's wife and family are elated at this new opportunity.
- 4) There are no personal, business, or other obligations in Wilfredo's life that will impede him from doing this new business.

C.) Compelling Reasons

There are **3 primary things** that Wilfredo wants from this business.

- 1) To own his own Auto Repair business again.
- 2) To operate the Premier Auto Repair Business in San Salvador.
- 3) To allow his son and other folks to work with him each day...and to offer an Investor a profitable business investment opportunity.

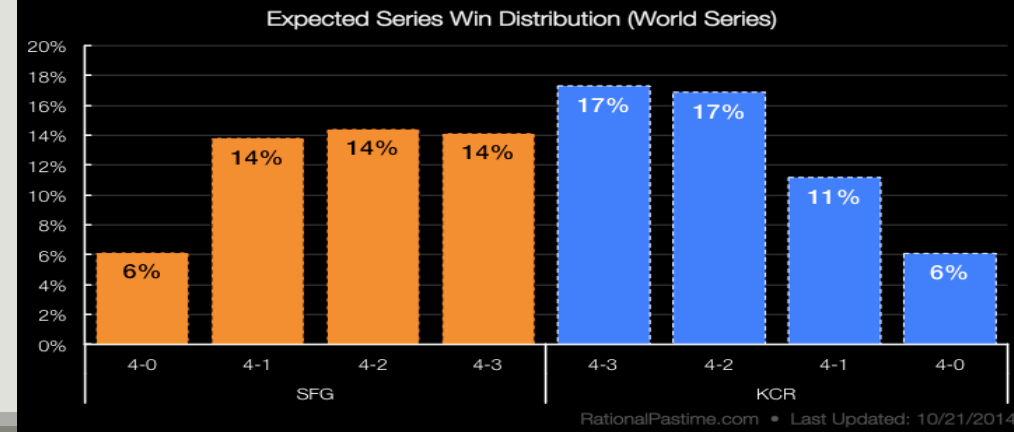


#8.) PROJECTIONS

I'll present 3 different Projections Scenarios - which are Projections. The 1st Projection is copied from the #3 CASH FLOW Section of this presentation. The last 2 Projections are changes to the amount of projected business generated ... or jobs completed.

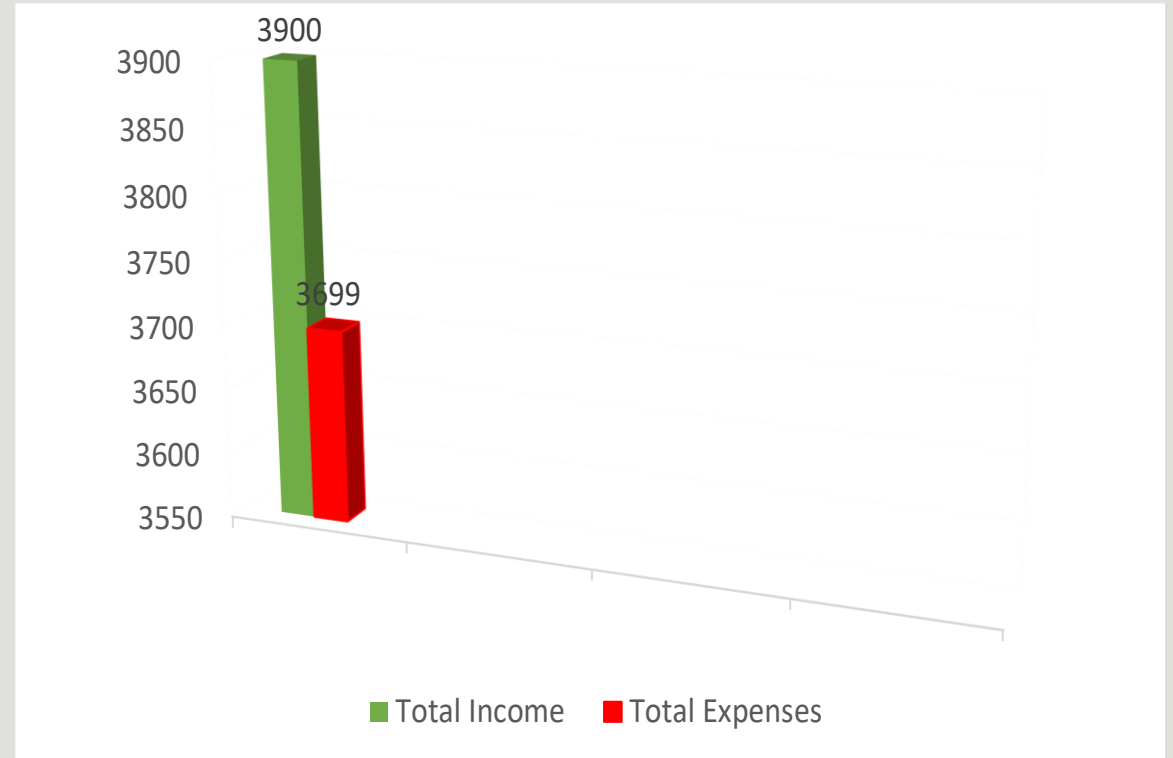
These Projections are simply meant to illustrate the projected revenue from activities. Four additional things to consider:

- 1.) These Projections have nothing to do with Wilfredo's present business.
- 2.) These Projections can be altered and reconfigured at any time.
- 3.) These Projections involve a 1-time Capital Infusion of \$17,000.
- 4.) These Projections should be reviewed with Wilfredo and the Investor – against actual revenues – to determine actual expectations, going forward.



PROJECTION: SCENARIO#1:

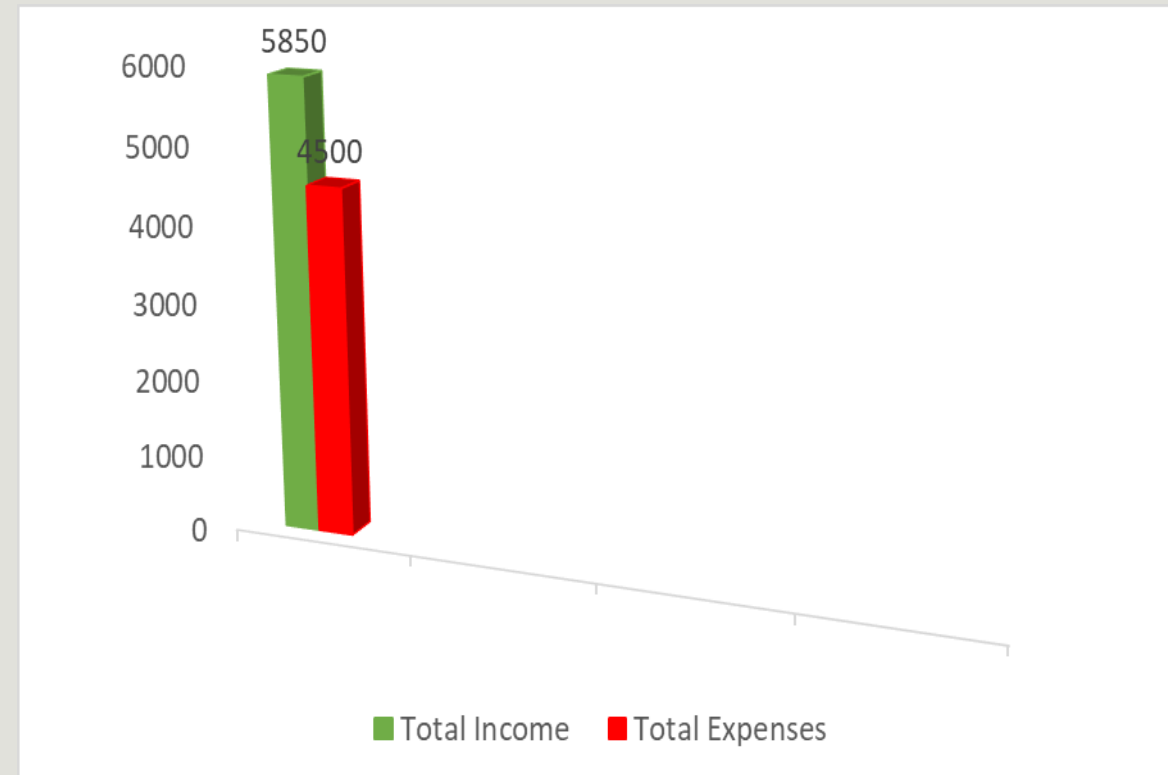
Monthly Cash Inflows (Income) After 3 Months		Monthly Cash Outflows (Expenses) After 3 Months	
Projected \$150 Sales/profit) a day for 26 days in a month. 26 days x \$150 = \$3,900	\$3,900	(2) Mechanics, Including Wilfredo's Son, \$20/day x 2 = \$40 x 26 days = \$1,040	\$1,040
		Wilfredo's monthly salary	\$700
		Payback: \$17,000/42 = \$405	\$405
		Electric	\$ 400
		Salary-Telephone Operator	\$ 400
		Internet	\$ 30
		Advertising and Solicitation	\$ 75
		Accounting	\$ 50
		Miscellaneous	\$ 250
		Dividend (7%) - \$17,000 x 7% = \$1,190 / 12 months =	\$ 99
		Trash/Garage costs/Misc	\$250
Total Monthly Income	\$3,900	Total Monthly Expenses	\$3,699



SUMMARY OF PROJECTION#1: A rough Summary of the monthly Cash Flow is Cash Inflows (Income) of \$3,900 – Cash Outflows (Expenses) of \$3,699 = **\$201 Positive Monthly Cash Inflow.**

PROJECTION: SCENARIO #2:

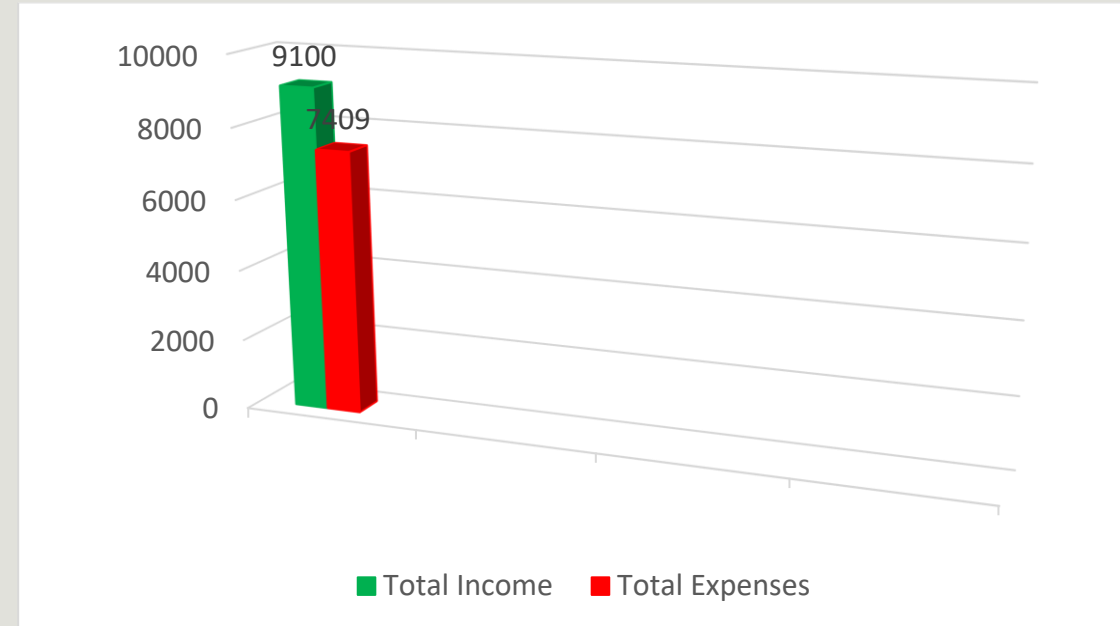
Monthly Cash Inflows (Income) After 3 Months		Monthly Cash Outflows (Expenses) After 3 Months	
Projected \$225 sales/profits for 26 days in a month. 26 days x \$225 sales/profits = \$5,850	\$5,850	(2) mechanics, including Wilfredo' son, \$20/day, \$40 x 26 days = \$1,040	\$1,040
		Wilfredo's monthly salary	\$700
		Payback-\$17,000/42 = \$405	\$405
		Rent	\$ 800
		Electric	\$ 400
		Salary-Telephone Operator	\$ 400
		Internet	\$ 30
		Advertising and Solicitation	\$ 75
		Accounting	\$ 50
		Miscellaneous	\$ 250
		Dividend (7%): \$17,000 x 7% = \$1,190 = ((\$99/mth	\$ 99
		Trash/Garage Costs/Misc	\$250
Total Monthly Income	\$5,850	Total Monthly Expenses	\$4,500



SUMMARY OF PROJECTION#2: A rough Summary of the monthly Cash Flow is Cash Inflows (Income) of \$5,850 – Cash Outflows (Expenses) of \$4,500 = **\$1,350 Positive Monthly Cash Inflow.**

PROJECTION: SCENARIO #3:

Monthly Cash Inflows (Income) After 3 Months		Monthly Cash Outflows (Expenses) After 3 Months	
Projected \$350 sales/profits for 26 days in a month. 26 days x \$350 sales/profits = \$9,100	\$9,100	(3) mechanics, including Wilfredo' son, \$25/day, \$75 x 26 days = \$	\$1,950
		Wilfredo's monthly salary	\$1,250
		Payback-\$17,000/42 = \$405	\$405
		Garage Expense (Rent)	\$1,000
		Electric	\$ 700
		Internet	\$ 30
		Salary Telephone Operator	\$ 600
		Trash/Garage costs/Misc	\$ 500
		Advertising and Solicitation	\$ 100
		Accounting	\$ 75
		Miscellaneous	\$ 450
		Dividend (7%) %): \$17,000 x 7% = \$1,190 = (\$99/mth)	\$ 99
		Office	\$ 250
Total Monthly Income	\$9,100	Total Monthly Expenses	\$ 7,409



SUMMARY OF PROJECTION#3: A rough Summary of the monthly Cash Flow is Cash Inflows (Income) of \$9,100 – Cash Outflows (Expenses) of \$7,409 = **\$1,691 Positive Monthly Cash Inflow.**

#9.) CAPITAL INVESTMENT

The Capital Investment breakdown of \$17,000, as previously stated in the Experienced People and Time Management Section#2 of this fully developed PLAN, is as follows:

CAPITAL INVESTMENT

Based on the CASH FLOW AND PROJECTIONS, the **CAPITAL INVESTMENT is \$17,000.**



• First 6/month's rent on new location (\$800/mth)	\$4,800
• (3) new sets of various repair tools	\$900
• (2) new 'pop-up' car jacks (for quick/safe diagnosis)	\$750
• Inventory of basic (hoses, clamps, wipers, etc...) stuff	\$500
• New Copier	\$200
• 1,000 printed 5x8 index (mailer) cards	\$175
• Designated (Salary) for Wilfredo (6/MTH) – (\$700/mth)	\$4,200
• Secretary/Phone operator (\$400/mth) – (6 months)	\$2,400
• New iPhone for Secretary/Telephone Operator	\$ 500
• New iPhone for Wilfredo	\$ 500
• New iPad mini for Telephone Operator	\$ 500
• New laptop computer for Telephone Operator	\$ 650
• New desk telephone for Telephone Operator	\$ 100
• New AC Center – Specialty spot/initial cost	\$ 500
• New Plantronics wireless headset for Operator	\$ 150
• New Signs for location, and printed materials	\$1,500
• Miscellaneous and other office supplies & equipment	\$ 500
• Petty-Cash, Working Capital, Buy Parts each day drawer	\$1,025
Total	\$17,000

A.) **Parameters:**

- 1–Time Infusion of \$17,000.
- Targeted infusion to cover specific costs (see above).
- No Collateral required. Investor owns all office equipment (laptops, copiers, and phones) until payback of \$17,000 is made in full.
- \$17,000 Infusion to be made upon completion of a signed EXECUTED AGREEMENT.

B.) **Payback of Investment**

- **DIVIDEND:** 7% - monthly to Investor, initiates 90 to 120 days after initial infusion, (\$99 per month).
- **Each month:** In addition to the dividend payment, Investor gets paid \$405 month (payback of \$17,000... $\$17,000/42$ payments = \$405). Thereafter, Investor is paid \$250 per month until total of \$30,000 is paid back..
- **After \$17,000 is paid in full,** Investor is paid \$250 per month. The dividend payment discontinues (is no longer paid) after the \$17,000 infusion is paid back.
- **Wilfredo is initially paid \$700 per month.** After Investor has been paid back \$17,000 Initial Infusion, Wilfredo will be paid \$1,250 per month.
- **After initial investment has been paid in full,** Wilfredo reserves the right to utilize any excess profits as he deems appropriate.
- **Wilfredo reserves the RIGHT OF FIRST ACCEPTANCE/REFUSAL,** to buy out Investor. (\$1,700 - 10% of initial infusion amount).
- **Wilfredo retains 100% ownership** of the Auto Garage after the Initial \$17,000 Infusion has been paid in full.



#10.) EXECUTION OF THE PLAN

EXECUTION OF THE PLAN (PLAN #74) **PLAN FOR- San Salvador Auto Repair Garage** **TERM SHEET**

CAPITAL INFUSION: \$17,000

ENTITY: Business to be operated under Newly Formed LLC.

OWNERSHIP: Percentage of ownership is based-upon the per monthly payment to the Investor. Wilfredo Garcia owns 100% of the new Auto Repair Garage. For LLC purposes, ownership % will be determined by the accountant. Payment to the Investor is determined by a monthly contractual Agreement.

PAY-BACK: Investor is paid \$99 per month (considered as a dividend) until \$17,000 infusion is paid back in full. Investor will also be paid \$405 (\$17,000/42) until \$17,000 initial infusion is paid in full. Thereafter, the Investor will be paid \$250 per month, until he/she receives \$30,000. At that time, if the Investor chooses to Invest additional Capital (in an amount in excess of his initial \$17,000 infusion) Wilfredo and the Investor will re-continue the same initial payment structure. If the Investor chooses not to invest more Capital, Wilfredo reserves the right to buyout Investor for \$1,700. For LLC purposes, Wilfredo owns 100% of the Auto Garage.

DIVIDEND: 7% dividend payable monthly to Investor, 90 to 120 days after Initial Infusion has been made (\$99 per month).

WILFREDO PAY: Wilfredo is paid \$700 per month. After the Initial \$17,000 Infusion is paid in full, Wilfredo is paid \$1,250 per month.

ONGOING: After initial investment has been paid in full, Wilfredo reserves the right to utilize any excess profits as he deems appropriate.

Wilfredo reserves the RIGHT OF FIRST ACCEPTANCE/REFUSAL, to buyout Investor (after \$30,000 total paid to the Investor ... for \$1,700).

COLLATERAL: There is no collateral. The office equipment (laptops, phones, copiers) is understood to be the property of the Investor until the \$17,000 Initial Infusion is paid in full.

COVENANTS:

- a.) Wilfredo and Investor speak once a week, or as needed.
- b.) Wilfredo reserves the right for acceptance/refusal when/if the Investor wants to sell his share and/or increase his Income-stream OR make an additional infusion of Capital, as warranted.
- c.) Wilfredo manages the everyday activities of the company.
- d.) Investor may interface with Wilfredo at any time (reasonable time-permitting).

PARAMETERS:

- a.) 1–Time Infusion of \$17,000.
- b.) Targeted infusion to cover specific costs (see list of targeted costs to be covered by the Initial Infusion stipulated in Section #9 – CAPITAL INVESTMENT, of this Fully-Developed Plan).
- c.) \$17,000 Infusion to be made upon completion of a signed EXECUTED AGREEMENT.

Investment Made: _____

DATE: _____

Wilfredo Garcia
DBA – San Salvador Auto Repair

(Investor)