| <b>RESPONDERS - POSTAL and EM</b>   | ID QUALIFIEI<br>AIL     | 3/20/2018                                     | 143A                   |
|---|-------------------------|---|------------------------|
| List Broker Discount 25% - More Information   | า                       | 5/20/2018                                     | 145A                   |
|   |                         | Counts thru 3/2018                            |                        |
| 904,492 Commercial Real Estate Investors & Responders 274,921 Opt-In Email Addresses  | \$85.00/M<br>\$125.00/M | DATE  |                        |
| 274,921 Opt-In Email Addresses \$125.00/M   |                         | 3/2018 UPDATED                                |                        |
|   |                         | 3/2018 CONFIRMED                              |                        |
| <u>ritte</u><br>+ Commonsial Roal Estato Investore and Ovelifica  |                         |   |                        |
| * Commercial Real Estate Investors and Qualified Responders   |                         | UNIT OF SALE<br>\$10,000.00 AVERAGE           |                        |
|   |                         | <i>\(\_\)</i>                                 |                        |
|   |                         | GENDER  |                        |
| DESCRIPTION<br>Wealthy investors, who have the financial ability to invest in mini malls  |                         | 90% MALE<br>10% FEMALE                        |                        |
| and strip malls. These aggressive investors are attracted to high return<br>and secured real estate investment opportunities of mini and strip malls.<br>These sophisticated investors make their own decisions when investing<br>in mini malls, strip malls and other types of commercial real estate. |                         | 10% PEIVIALE                                  |                        |
|   |                         | <u>SOURCES</u>                                |                        |
|   |                         | DIRECT RESPONSE                               |                        |
|   |                         |   |                        |
|   |                         | OPT-IN EMAIL                                  |                        |
|   |                         | ADDRESSING                                    |                        |
| PROFILE   |                         | 4 - UP CHESHIRE                               |                        |
| Average Age: 61   |                         | P.S. LABELS                                   |                        |
| Average Income: \$210,000.00   Average Net Worth: \$1,800,000.00  |                         | 3 1/2 DISKETTE<br>CD ROM                      |                        |
| Average Net Worth: \$1,800,000.00   |                         | E - MAIL / FTP                                |                        |
|   |                         | EMAIL - DEPLOYMENT                            |                        |
|   |                         | EMAIL - PERSONALIZATION                       |                        |
| SOURCES   |                         |   |                        |
| Investment Questionnaires<br>Telemarketing  |                         | SELECTIONS<br>AGE                             | N/C                    |
| Seminar Attendees   |                         | INCOME SELECT                                 | N/C                    |
| Real Estate Transactions  |                         | PHONE NUMBER                                  | \$20.00/M              |
| Telemarketing   |                         | ZIP/SCF/COUNTY/STATE                          | \$7.00/M               |
| Proprietary Sources   |                         | P.S. LABELS                                   | \$10.00/M              |
| Opt-In Email  |                         | 3 X 5 INDEX CARDS<br>3 1/2 DISKETTE           | \$35.00/M<br>\$50.00/F |
|   |                         | CD ROM  | \$50.00/F              |
|   |                         | E - MAIL / FTP                                | \$50.00/F              |
|   |                         |   |                        |
|   |                         | ADDITIONAL SELECTIONS<br>NET WORTH            | \$10.00/M              |
|   |                         | GENDER  | \$10.00/M<br>\$5.00/M  |
| Guaranteed 95% Deliverable   MINIMUM ORDER: 5,000 RECO  | ORDS                    | KEY CODING                                    | \$5.00/M               |
|   |                         | CARRIER RT. SORT.                             | \$10.00/M              |
| Jpdated Quarterly   |                         | BAR CODING                                    | \$10.00/M              |
| Last Update: 3/2018<br>Next Update: 6/2018  |                         | EMAIL - DEPLOYMENT<br>EMAIL - PERSONALIZATION | \$25.00/M<br>\$25.00/M |
| veri opudie. 0/2010   |                         | EIVIAIL - PERSUNALIZATION                     | ⊋∠⊃.UU/IVI             |
| Delivery: Within 24 Hours<br>Shipping & Handling: \$25.00 Flat Rate   |                         | contact:                                      |                        |
|   |                         | 800-628-7806 usa                              |                        |
|   |                         | 800-541-8540 canada                           |                        |
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