



ASSOCIATES, LTD.

Settlement Process

- Set goals to be achieved
- Project cash flow and financial statement performance
 - Determine available cash flow for debt service
 - Analyze impact of different operating assumptions
 - § Revenues
 - § Costs
 - § Investment capital
- Analyze and develop approach to creditors
 - Determine lien rights
 - Develop separation of creditors into different classes as needed to achieve goals
 - Develop approach for each class
- Develop communication strategies
- Develop and finalize financial offers
- Develop contingency strategies to address hold outs
- Implement the plan