

## EARN OUT EXAMPLE

	2007 ACTUAL	2008 PROJECTED	2009 PROJECTED	2010 PROJECTED
EBITDA	\$300,000	\$360,000	\$420,000	\$475,000
BASE EBITDA (NEGOTIATED)	---	\$300,000	\$325,000	\$350,000
EXCESS OVER BASE	---	\$60,000	\$95,000	\$125,000
50% EXCESS TO SELLER	---	\$30,000	\$47,500	\$62,500
CUMULATIVE EARN OUT PAYMENTS	---	---	\$77,500	\$110,000