1 MR. KIRSCH: Thank you, Your Honor. May we publish 2 it? 3 THE COURT: You may. 4 (BY MR. KIRSCH) Have we made that big enough for you Ο. 5 to read on the screen Ms. Cherry? 6 Α. Yes. 7 There is an amount referenced in this letter of Ο. 8 \$352,100. How does that compare to your memory of the 9 outstanding invoice total to Leading Team? I remember that is the number. 10 Α. Did Analysts International, as far as you know, ever 11 Q. 12 get any payments on that amount? Not that I am aware of. 13 Α. 14 Did that have any effect -- did that have any Ο. 15 financial effect on you? 16 Yes, it did. Α. 17 Ο. In what way? 18 I had to repay the commissions on all of that Α. 19 revenue. 20 MR. KIRSCH: Can I have just a moment, please, Your 21 Honor. 22 THE COURT: You may.

23 MR. KIRSCH: Thank you, Ms. Cherry.

24 CROSS-EXAMINATION

25 BY MR. BANKS:

DARLENE M. MARTINEZ, RMR, CRR United States District Court For the District of Colorado

1	Q. Ms. Cherry, can you describe your process that you go
2	through when you entertain a new client that calls your
3	company?
4	A. Sure. We would meet with the client first, usually
5	take a look at their facility, get introduced to them and
6	their team. We then do a process of evaluating those
7	clients to determine if we should do business with them.
8	So we run a Dun & Bradstreet on them. And then, based off
9	of that, assign a certain dollar amount as to what we
10	would agree to service with them; a dollar amount that we
11	would agree to go up to for services with them until they
12	show proof of payment.
13	Q. So you just said that you go and you want to
14	understand something about your client. So you meet with
15	them, understand the type of business they do, et cetera;
16	correct?
17	A. Correct.
18	Q. And in your testimony, you mentioned that it would be
19	important to you to understand if individuals that you
20	were employing actually knew individuals that were in the
21	company that they were going to be contracting to; is that
22	correct?
23	A. Yes.
24	Q. Why is that important to you?
25	A. Do you mean that they would know the people at

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