

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