

Systematic Approach

Coaches who can outline plays on a black board are a dime a dozen. The ones who win get inside their player and motivate.

Lombardi

- **Preparation: Research and Brainstorm to define your "unique proposition"**
- **Flowchart your specific action plan from start to finish**
- **Analyze and organize your financial information to create a positive impact**
- **Prepare an EXIT STRATEGY**
- **Tune-up and/or revise, your Business Plan for maximum receptivity**
- **GetAttention: Create one of our unique Executive Summaries or Special Bulletins to intensify your appeal to achieve the desired results**
- **Build Interest: Tell your story with images because "how can one possibly pay attention to a book with no pictures in it?" (Alice in Wonderland)**
- **Fuel Desire: Design one of our unique in-house secure websites. It will visually tell your tale and build desire to participate**
- **Create images/graphics that silently tell your tale while actively selling your project**
- **Put your project into a larger context and then carefully develop the components**
- **Create winning conditions essential to success - stack the deck in our favour**
- **Get Action: We handle the negotiations with all the participating parties, including investors, strategic partners, customers, lenders and joint-venture partners.**
- **We leave nothing to chance.**



Hands-on Management Team

In business as in life, your chances of being run over are doubled if you stay in the middle of the road. It's not whether you get knocked down. It's whether you get back up. Vince Lombardi

Coach Lombardi would be proud. At Sherwood & Associates we leave no stone unturned. Comprehensive due diligence by our management and staff includes meeting all clients, analysis of their financials and their potential acquisition targets. Funding sources, bonding companies, contractors and consultants must all meet very high standards. Always seeking creative solutions, our management never quits.



Kevin Sherwood is an energetic, highly self-motivated, Toronto-based Business Development Manager, Entrepreneur with an exceptional track record of exceeding expectations, particularly through strategic alliances and partnerships. His stellar career enabled him to acquire experience in many key aspects of business. From the international distribution of heavy duty off-road construction and mining equipment to international distribution of thermoplastic pipes, valves and tanks, Mr. Sherwood is a recognized specialist in mechanical contracting and large scale construction project management. His portfolio of companies has included unionized construction companies. Mr. Sherwood understands all aspects of new construction and has been a vital member of many Design Build teams.

Mario Battista is a well-rounded business generalist residing in Greater Vancouver, British Columbia. After pursuing a career in Education, in Montreal, he joined the Xerox Corporation, where he spent most of his early sales and marketing career. Subsequently, he held senior marketing positions across Canada with such firms as NCR, Savin, and Victor Technologies. Mr. Battista likes to get the job done with the utmost efficiency and is known for his old fashioned work ethics. High energy and a competitive spirit are his hallmark.



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If winning isn't everything, why do they keep score? Vince Lombardi
NFL Football Coach (1913-1970)

Sherwood & Associates is a goal oriented funding organization determined to make a difference to the outcome of its clients' goals. We seek out investment opportunities consistent with our investors' parameters.



*A Passion
For
Success*

About us

*Decide upon your dreams and goals.
Write them down and develop a plan. -*

Ten Secrets to Success - Investor's
Business Daily.



We arrange financing for small to large-scale real estate development projects, for commercial expansion, corporate acquisitions and leveraged buy-outs, and to support the development of great ideas.

We take the view that arranging financing is as much a marketing issue as it is a financial issue. We put an emphasis on preparation. Presenting and marketing your company in its best light is very important. We work hard utilizing our collective years of business and corporate experience to package your deal and present it in our unique style. Structuring it in a manner that appeals to our investor base is critical to your success. We are bold and daring because we know what they expect.



We appreciate open-minded, hard working, resourceful and patient clients. Extensive use of the Internet and our Conference Call Center demonstrate our sense of urgency. Let us show you how the Sherwood & Associates approach will add velocity and momentum to your search for funding.



Things we do

Individual commitment to a group effort - that is what makes a team work, a company work, a society work, ... - Vince Lombardi

All winning teams are goal oriented. Teamwork, including you, is compulsory to execute the winning strategy to successfully achieve your financing. We have done it many times before. We know how to put together a winning game plan specific to your situation and industry. With your input, we'll create the tools required to impress our financial community.



Full Spectrum Financing

Never run out of cash! Never run out of cash! Never run out of cash!

Harvard Business School



Fortunately, we have been there before and have a regular team of Associates available to us. Your financing may come from one or more sources. There are Sherwood Associates in the USA, Canada and offshore. We know high net worth individuals, private equity funders, hedge funds, boutique merchant banks and specialty financiers. We will personally manage your government sponsored funding and negotiate your joint venture and strategic partners. And, we'll take your company public if and when that time comes. Leave it to us. We know where to find your financing source.

Fees for service

Dictionary is the only place that success comes before work. Hard work is the price we must pay for success. I think you can accomplish anything if you're willing to pay the price. Lombardi



Although success is our ultimate reward, retainers and work/travel fees apply. Proper research, preparation and packaging of your project is very time consuming. Our fees are aligned with the difficulty of each project. Intimate, hands-on knowledge of your situation raises our credibility and increases our effectiveness. It impresses the ultimate investor. Due diligence site visits are essential. Our compensation is tailor-made to your specific situation. We are success oriented.

Our Corporate Culture

The human race has one really effective weapon, and that is laughter.

Mark Twaine (1835-1910)

We try to maintain a jovial and stress-free work environment as our work is our passion. We give true meaning to teamwork. Everyone has to contribute. We are active listeners and very effective communicators.



Technology, our most important ally, enables us to keep you and all those involved with your project informed and current at any time of day. We go to extreme lengths to ensure that the most suitable investors get to evaluate your situation. Capitalize on our key assets. We are patient, bold and daring and never quit. We are the best type of team to have on your side.