

RECORDATION FORM COVER SHEET

U.S. DEPARTMENT OF COMMERCE  
Patent and Trademark

06-01-2000

S-3100

Tab settings



To the Honorable Commissioner of Patent

ed original documents or copy thereof.

101371104

1. Name of conveying party(ies):  
Frontline Communispond, Inc.,

2. Name and address of receiving party(ies)

Name: Heller Financial, Inc.

Internal Address: \_\_\_\_\_

Street Address : 500 West Monroe

City: Chicago State: IL Zip: 60661

- ☐ Individual(s) ☐ Association  
☐ General Partnership ☐ Limited Partnership  
☒ Corporation-State

☐ Other \_\_\_\_\_

Additional name(s) of conveying party(ies) attached? ☐ Yes ☒ No

☐ Individual(s) citizenship \_\_\_\_\_

☐ Association \_\_\_\_\_

☐ General Partnership \_\_\_\_\_

☐ Limited Partnership \_\_\_\_\_

☒ Corporation State IL

☐ Other \_\_\_\_\_

If assignee is not domiciled in the United States, a designation is attached: ☐ Yes ☒ No  
(Designations must be a separate document from assignment)

Additional name(s) & address(es) attached? ☐ Yes ☒ No

3. Nature of conveyance:

- ☐ Assignment ☐ Merger  
☒ Security Agreement ☐ Change of Name  
☐ Other \_\_\_\_\_

Execution Date: April 20, 2000

4. Application number(s) or trademark

A. Trademark Application No.(s)  
-See the attached-

B. Trademark Registration  
-See the attached-

Additional numbers attached? No

441788

5. Name and address of party to whom correspondence concerning document should be mailed:

Name: \_\_\_\_\_

RETURN TO:  
Federal Research Corporation  
400 Seventh St., N.W., Suite 101  
Washington, DC 20004

Street Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ ZIP: \_\_\_\_\_

6. Total number of applications and registrations

7. Total fee (37 CFR 3.41) \$ 240.00

☒ Enclosed

☐ Authorized to be charged to deposit

8. Deposit account number:

(Attach duplicate copy of this page if paying by deposit account)

DO NOT USE THIS SPACE

9. Statement and signature.

To the best of my knowledge and belief, the foregoing information is true and correct and any attached copy is a true copy of the original document.

Judith Jimenez

Name of Person

Signature

4/27/00

Date

Total number of pages including cover sheet, attachments, and document:

Mail documents to be recorded with required cover sheet information to:  
Commissioner of Patents & Trademarks, Box Assignments, Washington, D.C. 20231

## APPENDIX A - United States

### Registered Trademarks

<u>TRADEMARK</u>	<u>SERIAL NO.</u>	<u>COUNTRY</u>	
Communicating for Improved Performance	74173016	UNITED STATES	1
Communispond	73466797	UNITED STATES	2
Communispond	73410161	UNITED STATES	3
Executive Presentation Skills	74173665	UNITED STATES	4
Selling on Paper	74471866	UNITED STATES	5
The Socratic Sales Curriculum	74471483	UNITED STATES	6
Socratic Selling Skills	73797919	UNITED STATES	7
Speak As Well As You Think	74088641	UNITED STATES	8
Speaking on Paper	73347110	UNITED STATES	9

*[Remainder of Page Intentionally Blank]*

## **TRADEMARK SECURITY AGREEMENT**

This **TRADEMARK SECURITY AGREEMENT** (this "Agreement"), dated as of this 20<sup>th</sup> day of April, 2000, by and between the grantor listed on the signature page hereto ("Grantor") and Heller Financial, Inc., a Delaware corporation, as agent ("Agent") for the benefit of all Lenders.

### **RECITALS:**

**WHEREAS**, Grantor owns the Trademarks, Trademark registrations and Trademark applications listed on Schedule 1 annexed hereto, and is a party to the Trademark Licenses listed on Schedule 1 annexed hereto; and

**WHEREAS**, FRONTLINE GROUP OPERATING COMPANY, INC. a Delaware corporation ("Borrower") has entered into a Credit Agreement dated as of October 28, 1999 (as the same may be amended, restated, supplemented or otherwise modified from time to time, the "Credit Agreement") with Agent for the benefit of all financial institutions that from time to time become lenders under the Credit Agreement ("Lenders"), and the Lenders parties thereto, providing for extensions of credit and other financial accommodations to be made to Borrower by Agent and the Lenders; and

**WHEREAS**, Borrower is the legal and beneficial owner of all of the issued and outstanding capital stock of Grantor; and

**WHEREAS**, Grantor acknowledges that, as a wholly owned subsidiary of Borrower, it will receive substantial direct and indirect benefits by reason of the making of loans to Borrower as provided in the Credit Agreement; and

**WHEREAS**, Grantor has agreed to guarantee the punctual payment and performance when due of the Obligations pursuant to that certain Subsidiary Guaranty dated as of October 28, 1999 (as the same may be amended, restated, supplemented or otherwise modified from time to time, the "Subsidiary Guaranty"); and

**WHEREAS**, pursuant to the terms of a Subsidiary Security Agreement dated as of October 28, 1999 (as the same may be amended, restated, supplemented or otherwise modified from time to time, the "Security Agreement") among certain grantors (including Grantor) and Agent (in such capacity, "Grantee"), Grantor has granted to Grantee, for the benefit of Agent and the Lenders a security interest in substantially all the assets of Grantor including all right, title and interest of Grantor in, to and under all now owned and hereafter acquired Trademarks (as defined in the Security Agreement), including Trademark registrations and Trademark applications, and Trademark Licenses (as defined in the Security Agreement), together with the goodwill of the business

symbolized by Grantor's Trademarks, and all proceeds thereof, to secure the payment of all amounts owing by Grantor under the Credit Agreement;

**NOW, THEREFORE**, for good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged. Grantor does hereby grant to Grantee, for the benefit of Grantee and the Lenders, a continuing security interest in all of Grantor's right, title and interest in, to and under the following (all of the following items or types of property being herein collectively referred to as the "Trademark Collateral"), whether presently existing or hereafter created or acquired:

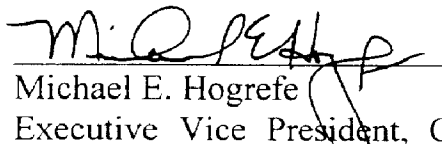
- (1) each Trademark, Trademark registration and Trademark application, including, without limitation, the Trademarks, Trademark registrations (together with any reissues, continuations or extensions thereof) and Trademark applications referred to in Schedule 1 annexed hereto, and all of the goodwill of the business connected with the use of, and symbolized by, each Trademark, Trademark registration and Trademark application;
- (2) each Trademark License, including, without limitation, each Trademark License listed on Schedule 1 annexed hereto, and all of the goodwill of the business connected with the use of, and symbolized by, each Trademark License; and
- (3) all products and proceeds of the foregoing, including, without limitation, any claim by Grantor against third parties for past, present or future (a) infringement or dilution of any Trademark or Trademark registration including, without limitation, the Trademarks and Trademark registrations referred to in Schedule 1 annexed hereto, the Trademark registrations issued with respect to the Trademark applications referred in Schedule 1 and the Trademarks licensed under any Trademark License, or (b) injury to the goodwill associated with any Trademark, Trademark registration or Trademark licensed under any Trademark License.

This security interest is granted in conjunction with the security interests granted to Grantee pursuant to the Security Agreement. Grantor hereby acknowledges and affirms that the rights and remedies of Grantee with respect to the security interest in the Trademark Collateral made and granted hereby are more fully set forth in the Security Agreement, the terms and provisions of which are incorporated by reference herein as if fully set forth herein.

*[Balance of Page Intentionally Left Blank]*  
*- Signature Page Follows -*

**IN WITNESS WHEREOF**, Grantor has caused this Trademark Security Agreement to be duly executed by its duly authorized officer as of the date first written above.

**FRONTLINE COMMUNISPOND, INC.,**  
a Delaware corporation

By:   
Michael E. Hogrefe  
Title: Executive Vice President, Chief Financial  
Officer and Secretary

Acknowledged:

**HELLER FINANCIAL, INC.,** as Agent

By: \_\_\_\_\_

Title: \_\_\_\_\_

IN WITNESS WHEREOF, Grantor has caused this Trademark Security Agreement to be duly executed by its duly authorized officer as of the date first written above.

**FRONTLINE COMMUNISPOND, INC.,**  
a Delaware corporation

By: \_\_\_\_\_  
Michael E. Hogrefe  
Title: Executive Vice President, Chief Financial  
Officer and Secretary

Acknowledged: **HELLER FINANCIAL, INC.,** as Agent

By: Tamara Roehm  
Tamara Roehm  
Title: Vice President

# ACKNOWLEDGMENT

STATE OF Tennessee)  
COUNTY OF Davidson) ss.

On the 20<sup>th</sup> day of April, 2000 before me personally appeared Michael E. Hogrefe, to me personally known or proved to me on the basis of satisfactory evidence to be the person described in and who executed the foregoing instrument as the Executive Vice President, Chief Financial Officer and Secretary of Frontline Communispond, Inc., who being by me duly sworn, did depose and say that he is the Executive Vice President, Chief Financial Officer and Secretary of said corporation, the corporation described in and which executed the foregoing instrument; that the said instrument was signed on behalf of said corporation by order of its Board of Directors; and that he acknowledged said instrument to be the free act and deed of said corporation.

Larrena O. Gessett  
Notary Public

{Seal}

My commission expires:

Sept. 23, 2000

Schedule 1  
To Trademark  
Security Agreement

TRADEMARK REGISTRATIONS

See attached 4 page list entitled "Trademark Report by Country".

TRADEMARK APPLICATIONS

See attached 4 page list entitled "Trademark Report by Country".

TRADEMARK LICENSES

None.



**COMMUNISPOND, INC.**

Trademark Report by Country

Printed: 12/22/99 Page 1

REFERENCE#	MARK	FILED	APPL#	REGDT	REG#	STATUS	CLASSES
------------	------	-------	-------	-------	------	--------	---------

**AUSTRALIA**

0133/0024	COMMUNISPOND	3/8/88	441788	3/8/88	A441788	REGISTERED	41
41 - EDUCATION SERVICES, TEACHING, SEMINARS, CONDUCTING CLASSES IN THE INSTRUCTION OF EMPLOYEES TO TEACH COMMUNICATION SKILLS							

**BENELUX**

0133/0070	COMMUNICATING FOR IMPROVED PERFORMANCE	7/14/92	74011	7/14/92	519524	REGISTERED	41
-----------	--	---------	-------	---------	--------	------------	----

41 - CONDUCTING SEMINARS TO INSTRUCT INDIVIDUALS ON TECHNIQUES FOR DISCUSSING AND RESOLVING PERSONNEL PROBLEMS.

0133/0074	COMMUNISPOND	3/7/87	889249	3/7/87	816055	REGISTERED	41
41 -							

T11475BX0	COMMUNISPOND	4/17/88	55530	4/17/88	418163	REGISTERED	16
16 - PRINTED MATERIALS, PUBLICATIONS, INSTRUCTIONALS AND TEACHING MATERIALS (EXCEPT APPARATUS).							

0133/0071	EXECUTIVE PRESENTATION SKILLS	7/14/92	74010	7/14/92	519523	REGISTERED	41
-----------	-------------------------------	---------	-------	---------	--------	------------	----

41 - CONDUCTING SEMINARS TO INSTRUCT INDIVIDUALS ON TECHNIQUES FOR DISCUSSING AND RESOLVING PERSONNEL PROBLEMS.

T11488BX0	SOCRATIC SELLING SKILLS	4/28/89	727024	4/28/89	481127	ABANDONED	41
41 - EDUCATIONAL SERVICES, NAMELY, SALES TRAINING							

T11488BX1	SOCRATIC SELLING SKILLS	10/27/89	68807	10/27/89	478851	REGISTERED	41,9
41 - Educational services, namely, sales training 9 - Educational services, namely a sales training program							

T11490BX0	TDI LOGO	1/30/86	55102	1/30/86	420249	ABANDONED	16
16 - PRINTED EDUCATIONAL MATERIALS AND EDUCATIONAL SERVICES (EXCEPT APPARATUS) NAMELY, CONDUCTING CLASSES IN THE INSTRUCTION OF EMPLOYEES OR OTHERS TO TEACH COMMUNICATIONS SKILLS.							

**BRAZIL**

T11472BR0	COMMUNISPOND	5/30/86	8,126,037788			PENDING	
T11488BR0	TDI		8,125,080-41			PENDING	

**CANADA**

T11472CA0	COMMUNISPOND	2/26/86	558057	3/25/86	338500	REGISTERED	N/A
N/A - BROCHURES RELATING TO CAREER TRAINING AND COMMUNICATIONS PROGRAMS; EDUCATIONAL SERVICES, NAMELY CONDUCTING CAREER TRAINING PROGRAMS DESIGNED TO AID PEOPLE IN DEVELOPING MORE EFFECTIVE PERSONAL COMMUNICATIONS							

T11488CA1	TDI LOGO	1/31/86	558506	3/25/86	338498	ABANDONED	N/A
N/A - PRINTED EDUCATIONAL MATERIALS, NAMELY, INSTRUCTIONAL MANUALS, EDUCATIONAL COURSE MATERIAL AND BROCHURES. EDUCATIONAL SERVICES, NAMELY, CONDUCTING CLASSES IN THE INSTRUCTION OF EMPLOYEES OF OTHER TO TEACH COMMUNICATION SKILL							

**CHINA**

T11472CN0	COMMUNISPOND	1/21/88	882069			PENDING	
0133/0077	COMMUNISPOND	9/14/99	9800104878			PENDING	41
41 -							

**DENMARK**

T11472DK1	COMMUNISPOND	3/25/86	1888/1988	11/8/87	3728/1987	REGISTERED	41
41 - EDUCATIONAL SERVICES, NAMELY, CONDUCTING CLASSES IN THE INSTRUCTION OF EMPLOYEES OF OTHERS TO TEACH COMMUNICATIONS SKILLS							
T11488DK0	TDI LOGO	1/30/86	658/1985			PENDING	

## Trademark Report by Country

Printed: 12/22/99 Page 2

REFERENCE#	MARK	FILED	APPL#	REGDT	REG#	STATUS	CLASSES
------------	------	-------	-------	-------	------	--------	---------

## DENMARK continued...

T11480DK1	TDI LOGO	1/30/88	658/1986	3/13/87	1185/1987	ABANDONED	18,41
18 - ALL GOODS, INCLUDING PRINTED EDUCATIONAL MATERIALS (18); ALL SERVICES, INCLUDING EDUCATIONAL SERVICES, NAMELY CONDUCTING CLASSES IN THE INSTRUCTION OF EMPLOYEES OF OTHERS TO TEACH COMMUNICATIONS SKILLS (41)							
41 -							

## FINLAND

T11472FI0	COMMUNISPOND	6/3/88	2190/86	10/20/88	102492	REGISTERED	41
41 - EDUCATIONAL SERVICES, NAMELY, CONDUCTING CLASSES IN THE INSTRUCTION OF EMPLOYEES OF OTHERS TO TEACH COMMUNICATIONS SKILLS							
0133/0042	COMMUNISPOND	6/3/88	2190/86	10/20/88	102,492	REGISTERED	

## FRANCE

0133/0026	COMMUNISPOND	3/26/86	788,416	3/29/88	1,348,125	REGISTERED	41
41 - EDUCATIONAL SERVICES.							
T11490FR1	TDI LOGO	2/20/86	780,583	2/10/86	1,342,101	ABANDONED	

## GERMANY

T11472DE0	COMMUNISPOND	3/25/86	35043/41WZ	12/11/88	1100275	REGISTERED	41
41 -							
T11486DE0	SOCRATIC SELLING SKILLS	8/8/92	C43800/41WZ			ABANDONED	41
41 - THE SERVICES OF CONDUCTING SEMINARS IN WHICH SELLING SKILLS ARE TAUGHT.							

## HONG KONG

T11472HK0	COMMUNISPOND	4/19/86	1316/86	4/19/86	2342	REGISTERED	18
18 - PRINTED EDUCATIONAL MATERIALS							
T11488HK0	SPEAKING ON PAPER	9/13/83	9811/83	9/13/83	4822/97	REGISTERED	41
41 -							

## JAPAN

0133/0075	COMMUNISPOND	11/15/85	115081,85	11/20/87	2001586	REGISTERED	26
26 -							
T11472JP1	COMMUNISPOND	11/17/87	9-178803	4/2/99	4256752	REGISTERED	41
41 -							
0133/0046	EXECUTIVE COMMUNICATION	11/15/85	115083/85	11/20/87	2001588	REGISTERED	26
26 - PRINTED MATTERS, WRITINGS AND PAINTINGS, SCULPTURES, PHOTOGRAPHS, THEIR ACCESSORIES							
T11479JP0	MEDIA INTERVIEWS	11/15/85	115086/85			ABANDONED	
T11480JP0	ONE-TO-ONE COMMUNICATIONS	11/15/85	115086/85	11/20/87	2,001,580	ABANDONED	
T11484JP0	SENIOR EXECUTIVE COMMUNICATION	11/15/85	115082/1985	11/20/87	2001587	ABANDONED	26
26 - PRINTED MATTERS, WRITINGS AND PAINTINGS, SCULPTURES, PHOTOGRAPHS, THEIR ACCESSORIES.							
T11488JP0	SPEAKING ON PAPER	11/15/85	115084/85	11/20/87	2,001,588	ABANDONED	
T11490JP0	TDI LOGO	2/17/88	61/7778	8/31/89	2,198,003	ABANDONED	
T11494JP0	TRAINER DEVELOPMENT INSTITUTE	12/25/86	131957			ABANDONED	

## MALAYSIA

0133/0033	COMMUNISPOND	4/16/86	88/01486		88/01486	REGISTERED	18
18 - PRINTED EDUCATIONAL MATERIALS							

## MEXICO

## Trademark Report by Country

Printed: 12/22/99 Page 3

REFERENCE#	MARK	FILED	APPL#	REGDT	REG#	STATUS	CLASSES
------------	------	-------	-------	-------	------	--------	---------

MEXICO continued...

0133/0027	TDI LOGO	9/2/86	10122	9/30/87	333163	REGISTERED	63
83 -							
T11490MX1	TDI LOGO	4/25/86	6654			ABANDONED	

PHILIPPINES

T11472PH0	COMMUNISPOND	5/23/86	55004	4/19/89	44,062	REGISTERED	
-----------	--------------	---------	-------	---------	--------	------------	--

SINGAPORE

0133/0034	COMMUNISPOND	4/28/86	3/1702/86	4/28/86	1702/86	REGISTERED	16
-----------	--------------	---------	-----------	---------	---------	------------	----

16 - Printed publications for educational and learning purposes

SWEDEN

T11472SE0	COMMUNISPOND	3/25/86	88-2355	1/9/87	203,916	REGISTERED	
T11460SE0	TDI LOGO	1/29/86	66-0732	3/27/87	205,143	ABANDONED	

TAIWAN

T11472TY0	COMMUNISPOND	2/24/88	77-8962	11/1/88	32414	ABANDONED	
-----------	--------------	---------	---------	---------	-------	-----------	--

THAILAND

0133/0049	COMMUNISPOND	3/31/88	355511	3/8/88	KOR70729	REGISTERED	39
-----------	--------------	---------	--------	--------	----------	------------	----

39 - BOOKS AND PRINTED MATTERS AND ALL OTHER GOODS INCLUDED IN THIS CLASS.

UNITED KINGDOM

0133/0023	COMMUNISPOND	10/1/86	1277898	10/1/88	1277898	REGISTERED	41
-----------	--------------	---------	---------	---------	---------	------------	----

41 - Business and vocational training services relating to personal communications; teaching and publishing services; educational, training and instruction services conducted by post

T11474GB0	COMMUNISPOND/COMMUNICATI NG FOR IMPROVED PERFORMANCE	11/20/91	1483026	11/20/91	1483026	REGISTERED	41
-----------	--	----------	---------	----------	---------	------------	----

41 - BUSINESS AND VOCATIONAL TRAINING SERVICES, ALL RELATING TO PERSONAL COMMUNICATIONS; TEACHING AND PUBLISHING SERVICES, EDUCATIONAL, TRAINING AND INSTRUCTION SERVICES, ALL CONDUCTED BY POST, ALL INCLUDED IN CLASS 41.

0133/0068	EXECUTIVE PRESENTATION SKILLS	4/21/92	1498068	4/21/92	1498068	REGISTERED	41
-----------	----------------------------------	---------	---------	---------	---------	------------	----

41 - BUSINESS AND VOCATIONAL TRAINING SERVICES RELATING TO PERSONAL COMMUNICATIONS; TEACHING AND PUBLISHING SERVICES; EDUCATIONAL, TRAINING AND INSTRUCTION SERVICES CONDUCTED BY POST; INSTRUCTING BUSINESS PEOPLE AS TO SKILLS AND TECHNIQUES FOR COMMUNICATING TO OTHERS INFORMATION AND VISUAL MATERIALS.

0133/0066	SOCRATIC SELLING SKILLS	11/28/89	1408981	11/28/89	1408981	REGISTERED	41
-----------	-------------------------	----------	---------	----------	---------	------------	----

41 - Organization of classes and seminars; publishing, education and training by use of printed matter; correspondence courses; all relating to selling techniques

T11488GB1	SOCRATIC SELLING SKILLS	11/28/89	1408981	11/28/89	1408981	REGISTERED	41
-----------	-------------------------	----------	---------	----------	---------	------------	----

41 - ORGANIZATION OF CLASSES AND SEMINARS; PUBLISHING; EDUCATION AND TRAINING BY USE OF PRINTED MATTER; CORRESPONDENCE COURSE; ALL RELATING TO SELLING TECHNIQUES.

T11490GB0	TDI LOGO	10/1/86	1,282,068			PENDING	
-----------	----------	---------	-----------	--	--	---------	--

UNITED STATES

0133/0085	COMMUNICATING FOR IMPROVED PERFORMANCE	6/4/91	173,016	7/14/92	1,701,237	REGISTERED	41
-----------	---	--------	---------	---------	-----------	------------	----

41 - EDUCATIONAL SERVICES; NAMELY CONDUCTING SEMINARS TO INSTRUCT INDIVIDUALS ON TECHNIQUES FOR DISCUSSING AND RESOLVING PERSONAL PROBLEMS.

0133/0041	COMMUNISPOND	1/20/83	466,797	1/8/85	1,313,394	REGISTERED	16
-----------	--------------	---------	---------	--------	-----------	------------	----

16 - Brochures relating to career training and communications programs

Trademark Report by Country

Printed: 12/22/90

Page 4

REFERENCE#	MARK	FILED	APPL#	REGOT	REG#	STATUS	CLASSES
------------	------	-------	-------	-------	------	--------	---------

## UNITED STATES continued...

0133/0060	COMMUNISPOND	1/20/83	410,161	9/4/84	1,293,356	REGISTERED	41
-----------	--------------	---------	---------	--------	-----------	------------	----

41 - Educational services-namely, conducting career training programs designed to aid people in developing more effective personal communications

T11467US0	EXECUTIVE PRESENTATION SKILLS	6/4/81	74/173,565	9/1/82	1,712,851	REGISTERED	41
-----------	-------------------------------	--------	------------	--------	-----------	------------	----

41 - INSTRUCTING BUSINESS PEOPLE AS TO SKILLS AND TECHNIQUES FOR DELIVERING INFORMATION AND VISUAL MATERIAL TO OTHERS.

T11478US0	JOBCOMM	1/25/82	346M,882	11/2/82	1,216,326	ABANDONED	N/A
-----------	---------	---------	----------	---------	-----------	-----------	-----

N/A - EDUCATIONAL SERVICES - NAMELY CONDUCTING SEMINARS ON IMPROVING WRITING SKILLS FOR EMPLOYEES OF OTHERS

T11481US0	RETENTION VALUE INDEX/RVI	1/28/81	134,553	2/11/82	1,675,496	ABANDONED	
-----------	---------------------------	---------	---------	---------	-----------	-----------	--

T11482US0	RVI	1/4/91	128,141	2/11/82	1,675,486	ABANDONED	
-----------	-----	--------	---------	---------	-----------	-----------	--

T11483US0	SELLING ON PAPER	12/16/83	471,868	11/15/84	1,862,850	REGISTERED	
-----------	------------------	----------	---------	----------	-----------	------------	--

T11485US1	SOCRATIC LEADERSHIP	8/16/80	74/088,641			ABANDONED	41
-----------	---------------------	---------	------------	--	--	-----------	----

41 - EDUCATIONAL SERVICES, NAMELY, CONDUCTING SEMINARS AND COURSES IN THE FIELD OF MANAGEMENT COMMUNICATION.

0133/0055	SOCRATIC SELLING SKILLS	5/5/89	73-787,919	10/2/80	1,016,116	REGISTERED	41
-----------	-------------------------	--------	------------	---------	-----------	------------	----

41 - Educational services, namely, conducting seminars on selling techniques.

0133/0082	SPEAK AS WELL AS YOU THINK	8/7/80	74/085,700	7/18/81	1,851,092	REGISTERED	41
-----------	----------------------------	--------	------------	---------	-----------	------------	----

41 - Conducting instructional program to improve participants' public speaking skills

0133/0052	SPEAKING ON PAPER	1/28/82	347,110	11/2/82	1,215,327	REGISTERED	41
-----------	-------------------	---------	---------	---------	-----------	------------	----

41 - Educational services-namely, conducting seminars on improving writing skills

T11490US0	TDI LOGO	6/10/85	542,114	9/30/86	1,411,258	REGISTERED	N/A
-----------	----------	---------	---------	---------	-----------	------------	-----

N/A - BROCHURES AND EDUCATIONAL MATERIALS. PROGRAM FOR INSTRUCTING EMPLOYEES TO TEACH COMMUNICATION SKILLS

0133/0073	THE SOCRATIC SALES CURRICULUM	12/10/83	471,483	7/4/85	1,803,944	REGISTERED	41
-----------	-------------------------------	----------	---------	--------	-----------	------------	----

41 - Educational services; namely, conducting training sessions, seminars and workshops for sales people to enhance their communication skills

T11493US0	TRAINER DEVELOPMENT INST.	12/25/85	131,957	3/30/88	2,033,284	ABANDONED	
-----------	---------------------------	----------	---------	---------	-----------	-----------	--

T11493US1	TRAINER DEVELOPMENT INST.	7/15/85	547,938	11/11/86	1,416,576	REGISTERED	N/A
-----------	---------------------------	---------	---------	----------	-----------	------------	-----

N/A - BULLETINS AND EDUCATIONAL MATERIALS

## VENEZUELA

0133/0044	COMMUNISPOND	1/30/87	1134-87	12/1/89	28,802-0	REGISTERED	50
-----------	--------------	---------	---------	---------	----------	------------	----

50 - EDUCATIONAL SERVICES, NAMELY CONDUCTING CLASSES IN THE INSTRUCTION OF EMPLOYEES OF OTHERS TO TEACH COMMUNICATIONS SKILLS (UNOFFICIAL TRANSLATION OF GOODS)

T11488VE0	SOCRATIC SELLING SKILLS	10/27/89	16295-88			PENDING	50
-----------	-------------------------	----------	----------	--	--	---------	----

50 - SALES TRAINING PROGRAM.

END OF REPORT

TOTAL ITEMS SELECTED \* 67



# LEXIS Document Services

P.O. BOX 2969 SPRINGFIELD, ILLINOIS 62708-2969  
DISBURSEMENT ACCOUNT

62 20  
311

922748

CHECK DATE	CHECK NO.
04/28/00	922748

AMOUNT
--------

PAY EXACTLY \*\*\*\*\*400.00

PAY EXACTLY

DOLLARS AND

CENTS

PAY TO

Citibank Delaware  
A subsidiary of Citicorp  
One Penn's Way  
New Castle, DE 19720

Citibank Delaware  
A subsidiary of Citicorp  
One Penn's Way  
New Castle, DE 19720

Dual Signatures Required  
Over \$5,000.00

*Robert P. Glass*

VOID AFTER 6 MONTHS OF ISSUANCE  
INVALID WITHOUT BARCODE

⑈922748⑈ ⑆031100209⑆ 39104958⑈



# LEXIS Document Services

P.O. BOX 2969 SPRINGFIELD, ILLINOIS 62708-2969  
DISBURSEMENT ACCOUNT

62 20  
311

922749

CHECK DATE	CHECK NO.
04/28/00	922749

AMOUNT
--------

PAY EXACTLY \*\*\*\*\*400.00

PAY EXACTLY

DOLLARS AND

CENTS

PAY TO

Citibank Delaware  
A subsidiary of Citicorp  
One Penn's Way  
New Castle, DE 19720

Citibank Delaware  
A subsidiary of Citicorp  
One Penn's Way  
New Castle, DE 19720

Dual Signatures Required  
Over \$5,000.00

*Robert P. Glass*

VOID AFTER 6 MONTHS OF ISSUANCE  
INVALID WITHOUT BARCODE

⑈922749⑈ ⑆031100209⑆ 39104958⑈

TRADEMARK

REEL: 002081 FRAME: 0181

Schedule 1  
To Trademark  
Security Agreement

TRADEMARK REGISTRATIONS AND TRADEMARK APPLICATIONS

See each attached Appendix A listing registered trademarks, trademark applications, and abandoned or canceled trademarks or trademark applications for each of the following countries:

Australia (1 registered trademark, 1 lapsed trademark);  
Benelux (5 registered trademarks, 2 abandoned trademarks);  
Brazil (2 trademark applications);  
Canada (1 registered trademark, 1 abandoned trademark);  
China (2 trademark applications)  
Denmark (1 registered trademark, 1 trademark application, 1 abandoned trademark);  
Finland (1 registered trademark);  
France (1 registered trademark, 1 abandoned trademark);  
Germany (1 registered trademark, 1 abandoned trademark);  
Hong Kong (2 registered trademarks);  
Japan (3 registered trademarks, 4 abandoned trademarks, 2 abandoned trademark applications);  
Malaysia (1 registered trademark);  
Mexico (1 registered trademark, 1 abandoned trademark application);  
Philippines (1 registered trademark);  
Singapore (1 registered trademark);  
Sweden (1 registered trademark, 1 abandoned trademark);  
Taiwan (1 abandoned trademark);  
Thailand (1 registered trademark);  
United Kingdom (4 registered trademarks, 1 trademark application);  
United States (9 registered trademarks, 5 canceled trademarks, 2 abandoned trademarks); and  
Venezuela (1 registered trademark, 1 trademark application).

TRADEMARK LICENSES

None.

## **APPENDIX A - Australia**

### **Registered Trademarks**

<b><u>TRADEMARK</u></b>	<b><u>REGISTRATION NO.</u></b>	<b><u>COUNTRY</u></b>
Communispond	441788	AUSTRALIA

***[Remainder of Page Intentionally Blank]***

## **APPENDIX A - Australia**

### **Abandoned or Canceled Trademarks**

<b><u>TRADEMARK</u></b>	<b><u>REGISTRATION NO.</u></b>	<b><u>COUNTRY</u></b>	<b><u>STATUS</u></b>
TDI	440960	AUSTRALIA	LAPSED

*[Remainder of Page Intentionally Blank]*



## **APPENDIX A - Benelux**

### **Registered Trademarks**

<b><u>TRADEMARK</u></b>	<b><u>REGISTRATION NO.</u></b>	<b><u>COUNTRY</u></b>
Communicating for Improved Performance	519524	BENELUX
Communispond	616055	BENELUX
Communispond	418163	BENELUX
Executive Presentation Skills	519523	BENELUX
Socratic Selling Skills	478651	BENELUX

***[Remainder of Page Intentionally Blank]***

## **APPENDIX A - Benelux**

### **Abandoned Trademarks**

<b><u>TRADEMARK</u></b>	<b><u>REGISTRATION NO.</u></b>	<b><u>COUNTRY</u></b>	<b><u>STATUS</u></b>
Socratic Selling Skills	461127	BENELUX	ABANDONED
TDI Logo	420249	BENELUX	ABANDONED

*[Remainder of Page Intentionally Blank]*

## **APPENDIX A - Brazil**

### **Trademark Applications**

<b><u>TRADEMARK</u></b>	<b><u>APPLICATION NO.</u></b>	<b><u>COUNTRY</u></b>
Communispond	8,126,037788	BRAZIL
TDI	8,125,080-41	BRAZIL

*[Remainder of Page Intentionally Blank]*

## **APPENDIX A - Canada**

### **Registered Trademarks**

<b><u>TRADEMARK</u></b>	<b><u>REGISTRATION NO.</u></b>	<b><u>COUNTRY</u></b>
Communispond	TMA338500	CANADA

*[Remainder of Page Intentionally Blank]*

## **APPENDIX A - Canada**

### **Abandoned Trademarks**

<b><u>TRADEMARK</u></b>	<b><u>REGISTRATION NO.</u></b>	<b><u>COUNTRY</u></b>	<b><u>STATUS</u></b>
TDI Logo	TMA338496	CANADA	ABANDONED

*[Remainder of Page Intentionally Blank]*

## **APPENDIX A - China**

### **Trademark Applications**

<b><u>TRADEMARK</u></b>	<b><u>APPLICATION NO.</u></b>	<b><u>COUNTRY</u></b>
Communispond	88/2069	CHINA
Communispond	9600104878	CHINA

*[Remainder of Page Intentionally Blank]*

## **APPENDIX A - Denmark**

### **Registered Trademarks and Trademark Applications**

<b><u>TRADEMARK</u></b>	<b><u>REGISTRATION NO.</u></b>	<b><u>COUNTRY</u></b>
Communispond	3729/1987	DENMARK

<b><u>TRADEMARK</u></b>	<b><u>APPLICATION NO.</u></b>	<b><u>COUNTRY</u></b>
TDI Logo	658/1985	DENMARK

*[Remainder of Page Intentionally Blank]*

## **APPENDIX A - Denmark**

### **Abandoned Trademarks**

<b><u>TRADEMARK</u></b>	<b><u>REGISTRATION NO.</u></b>	<b><u>COUNTRY</u></b>	<b><u>STATUS</u></b>
TDI Logo	1185/1987	DENMARK	ABANDONED

*[Remainder of Page Intentionally Blank]*



# **APPENDIX A - Finland**

## **Registered Trademarks**

<b><u>TRADEMARK</u></b>	<b><u>REGISTRATION NO.</u></b>	<b><u>COUNTRY</u></b>
Communispond	102492	FINLAND

*[Remainder of Page Intentionally Blank]*

## **APPENDIX A - France**

### **Registered Trademarks**

<b><u>TRADEMARK</u></b>	<b><u>REGISTRATION NO.</u></b>	<b><u>COUNTRY</u></b>
Communispond	1,348,125	FRANCE

*[Remainder of Page Intentionally Blank]*

## **APPENDIX A - France**

### **Abandoned Trademarks**

<b><u>TRADEMARK</u></b>	<b><u>REGISTRATION NO.</u></b>	<b><u>COUNTRY</u></b>	<b><u>STATUS</u></b>
TDI Logo	1,342,101	FRANCE	ABANDONED

*[Remainder of Page Intentionally Blank]*

## APPENDIX A - Germany

### Registered Trademarks

<u>TRADEMARK</u>	<u>REGISTRATION NO.</u>	<u>COUNTRY</u>
Communispond	1100275	GERMANY

*[Remainder of Page Intentionally Blank]*

## **APPENDIX A - Germany**

### **Abandoned Trademarks**

<b><u>TRADEMARK</u></b>	<b><u>APPLICATION NO.</u></b>	<b><u>COUNTRY</u></b>	<b><u>STATUS</u></b>
Socratic Selling Skills	C43900/41WZ	GERMANY	ABANDONED

*[Remainder of Page Intentionally Blank]*

## **APPENDIX A - Hong Kong**

### **Registered Trademarks**

<b><u>TRADEMARK</u></b>	<b><u>REGISTRATION NO.</u></b>	<b><u>COUNTRY</u></b>
Communispond	2342	HONG KONG
Speaking on Paper	4522/97	HONG KONG

*[Remainder of Page Intentionally Blank]*

## **APPENDIX A - Japan**

### **Registered Trademarks**

<b><u>TRADEMARK</u></b>	<b><u>REGISTRATION NO.</u></b>	<b><u>COUNTRY</u></b>
Communispond	2,001,586	JAPAN
Communispond	4,256,752	JAPAN
Executive Communication	2,001,586	JAPAN

*[Remainder of Page Intentionally Blank]*

## **APPENDIX A - Japan**

### **Abandoned Trademarks and Trademark Applications**

<b><u>TRADEMARK</u></b>	<b><u>REGISTRATION NO.</u></b>	<b><u>COUNTRY</u></b>
One-to-One Communications	2,001,590	JAPAN
Senior Executive Communication	2,001,587	JAPAN
Speaking on Paper	2,001,589	JAPAN
TDI Logo	2,166,003	JAPAN

<b><u>TRADEMARK</u></b>	<b><u>APPLICATION NO.</u></b>	<b><u>COUNTRY</u></b>
Media Interviews	115086/85	JAPAN
Trainer Development Institute	131957	JAPAN

***[Remainder of Page Intentionally Blank]***



# **APPENDIX A - Malaysia**

## **Registered Trademarks**

<b><u>TRADEMARK</u></b>	<b><u>REGISTRATION NO.</u></b>	<b><u>COUNTRY</u></b>
Communispond	86/01486	MALAYSIA

*[Remainder of Page Intentionally Blank]*

## APPENDIX A - Mexico

### Registered Trademarks

<u>TRADEMARK</u>	<u>REGISTRATION NO.</u>	<u>COUNTRY</u>
TDI Logo	333163	MEXICO

*[Remainder of Page Intentionally Blank]*

## **APPENDIX A - Mexico**

### **Abandoned Trademarks or Trademark Applications**

<b><u>TRADEMARK</u></b>	<b><u>APPLICATION NO.</u></b>	<b><u>COUNTRY</u></b>	<b><u>STATUS</u></b>
TDI Logo	8654	MEXICO	ABANDONED

*[Remainder of Page Intentionally Blank]*

# **APPENDIX A - Philippines**

## **Registered Trademarks**

<b><u>TRADEMARK</u></b>	<b><u>REGISTRATION NO.</u></b>	<b><u>COUNTRY</u></b>
Communispond	44,062	PHILIPPINES

*[Remainder of Page Intentionally Blank]*

# **APPENDIX A - Singapore**

## **Registered Trademarks**

<b><u>TRADEMARK</u></b>	<b><u>REGISTRATION NO.</u></b>	<b><u>COUNTRY</u></b>
Communispond	1702/86	SINGAPORE

*[Remainder of Page Intentionally Blank]*

## **APPENDIX A - Sweden**

### **Registered Trademarks**

<b><u>TRADEMARK</u></b>	<b><u>REGISTRATION NO.</u></b>	<b><u>COUNTRY</u></b>
Communispond	203,916	SWEDEN

*[Remainder of Page Intentionally Blank]*

## **APPENDIX A - Sweden**

### **Abandoned Trademarks**

<b><u>TRADEMARK</u></b>	<b><u>REGISTRATION NO.</u></b>	<b><u>COUNTRY</u></b>	<b><u>STATUS</u></b>
TDI Logo	205,148	SWEDEN	ABANDONED

*[Remainder of Page Intentionally Blank]*

## **APPENDIX A - Taiwan**

### **Abandoned Trademarks**

<b><u>TRADEMARK</u></b>	<b><u>REGISTRATION NO.</u></b>	<b><u>COUNTRY</u></b>	<b><u>STATUS</u></b>
Communispond	32414	TAIWAN	ABANDONED

*[Remainder of Page Intentionally Blank]*



## **APPENDIX A - Thailand**

### **Registered Trademarks**

<b><u>TRADEMARK</u></b>	<b><u>REGISTRATION NO.</u></b>	<b><u>COUNTRY</u></b>
Communispond	KOR70729	THAILAND

*[Remainder of Page Intentionally Blank]*

## **APPENDIX A - United Kingdom**

### **Registered Trademarks and Trademark Applications**

<b><u>TRADEMARK</u></b>	<b><u>REGISTRATION NO.</u></b>	<b><u>COUNTRY</u></b>
Communispond	1277696	UNITED KINGDOM
Communispond / Communicating for Improved Performance	1483026	UNITED KINGDOM
Executive Presentation Skills	1498066	UNITED KINGDOM
Socratic Selling Skills	1406961	UNITED KINGDOM

<b><u>TRADEMARK</u></b>	<b><u>APPLICATION NO.</u></b>	<b><u>COUNTRY</u></b>
TDI Logo	1,282,056	UNITED KINGDOM

***[Remainder of Page Intentionally Blank]***

## **APPENDIX A - United States**

### **Abandoned or Canceled Trademarks**

<b><u>TRADEMARK</u></b>	<b><u>SERIAL NO.</u></b>	<b><u>COUNTRY</u></b>	<b><u>STATUS</u></b>
Retention Value Index / RVI	74134553	UNITED STATES	CANCELED
RVI	74128141	UNITED STATES	CANCELED
TDI Logo	73542114	UNITED STATES	CANCELED
Trainer Development Institute	73602652	UNITED STATES	CANCELED
Trainer Development Institute	73547936	UNITED STATES	CANCELED
On the Line	73490440	UNITED STATES	ABANDONED
Socratic Leadership	74088641	UNITED STATES	ABANDONED

***[Remainder of Page Intentionally Blank]***

## **APPENDIX A - Venezuela**

### **Registered Trademarks and Trademark Applications**

<b><u>TRADEMARK</u></b>	<b><u>REGISTRATION NO.</u></b>	<b><u>COUNTRY</u></b>
Communispond	25.802-D	VENEZUELA

<b><u>TRADEMARK</u></b>	<b><u>APPLICATION NO.</u></b>	<b><u>COUNTRY</u></b>
Socratic Selling Skills	16295-89	VENEZUELA

***[Remainder of Page Intentionally Blank]***

**UNITED STATES**

0133/0008	COMMUNICATING FOR IMPROVED PERFORMANCE	6/4/91	173,016	7/14/92	1,701,237	REGISTERED	41
41 - EDUCATIONAL SERVICES; NAMELY CONDUCTING SEMINARS TO INSTRUCT INDIVIDUALS ON TECHNIQUES FOR DISCUSSING AND RESOLVING PERSONAL PROBLEMS.							
0133/0041	COMMUNISPOND	1/20/83	486,797	1/8/85	1,313,394	REGISTERED	18
18 - Brochures relating to career training and communications programs							

Trademark Report by Country

Printed: 12/22/99

Page 4

REFERENCE#	MARK	FILED	APPL#	REGOT	REG#	STATUS	CLASSES
UNITED STATES continued...							
0133/0080	COMMUNISPOND	1/20/83	410,161	9/4/84	1,283,358	REGISTERED	41
41 - Educational services-namely, conducting career training programs designed to aid people in developing more effective personal communications							
T11467US0	EXECUTIVE PRESENTATION SKILLS	8/4/91	74/173,565	9/1/92	1,712,351	REGISTERED	41
41 - INSTRUCTING BUSINESS PEOPLE AS TO SKILLS AND TECHNIQUES FOR DELIVERING INFORMATION AND VISUAL MATERIAL TO OTHERS.							
T11478US0	JOBCOMM	1/25/82	346M,882	11/2/82	1,215,328	ABANDONED	N/A
N/A - EDUCATIONAL SERVICES - NAMELY CONDUCTING SEMINARS ON IMPROVING WRITING SKILLS FOR EMPLOYEES OF OTHERS							
T11481US0	RETENTION VALUE INDEX/RVI	1/28/91	134,553	2/11/92	1,675,406	ABANDONED	
T11482US0	RVI	1/4/91	128,141	2/11/92	1,675,488	ABANDONED	
T11483US0	SELLING ON PAPER	12/16/93	471,838	11/15/94	1,862,850	REGISTERED	
T11485US1	SOCRATIC LEADERSHIP	8/18/90	74/088,641			ABANDONED	41
41 - EDUCATIONAL SERVICES, NAMELY, CONDUCTING SEMINARS AND COURSES IN THE FIELD OF MANAGEMENT COMMUNICATION.							
0133/0055	SOCRATIC SELLING SKILLS	5/5/89	73-787,919	10/2/90	1,818,116	REGISTERED	41
41 - Educational services, namely, conducting seminars on selling techniques.							
0133/0082	SPEAK AS WELL AS YOU THINK	8/7/80	74/085,700	7/16/91	1,851,092	REGISTERED	41
41 - Conducting instructional program to improve participants' public speaking skills							
0133/0052	SPEAKING ON PAPER	1/28/82	347,110	11/2/82	1,215,327	REGISTERED	41
41 - Educational services-namely, conducting seminars on improving writing skills							
T11490US0	TDI LOGO	6/10/85	542,114	9/30/86	1,411,258	REGISTERED	N/A
N/A - BROCHURES AND EDUCATIONAL MATERIALS. PROGRAM FOR INSTRUCTING EMPLOYEES TO TEACH COMMUNICATION SKILLS							
0133/0073	THE SOCRATIC SALES CURRICULUM	12/10/83	471,453	7/4/85	1,803,944	REGISTERED	41
41 - Educational services; namely, conducting training sessions, seminars and workshops for sales people to enhance their communication skills							
T11493US0	TRAINER DEVELOPMENT INST.	12/25/85	131,957	3/30/88	2,033,284	ABANDONED	
T11493US1	TRAINER DEVELOPMENT INST.	7/15/85	547,836	11/11/86	1,416,576	REGISTERED	N/A
N/A - BULLETINS AND EDUCATIONAL MATERIALS							