

## TRADEMARK ASSIGNMENT COVER SHEET

Electronic Version v1.1  
Stylesheet Version v1.2

ETAS ID: TM834560

<b>SUBMISSION TYPE:</b>	NEW ASSIGNMENT		
<b>NATURE OF CONVEYANCE:</b>	SECURITY INTEREST		
<b>CONVEYING PARTY DATA</b>			
<b>Name</b>	<b>Formerly</b>	<b>Execution Date</b>	<b>Entity Type</b>
The Richardson Company - Training for the Banking Industry		08/24/2023	Corporation:
DoubleDigits Sales Inc.		08/24/2023	Corporation:
Sales Performance International, LLC		08/24/2023	Limited Liability Company:
<b>RECEIVING PARTY DATA</b>			
<b>Name:</b>	Alter Domus (US) LLC		
<b>Street Address:</b>	225 W. Washington Street, 9th Floor		
<b>City:</b>	Chicago		
<b>State/Country:</b>	ILLINOIS		
<b>Postal Code:</b>	60606		
<b>Entity Type:</b>	Limited Liability Company: ILLINOIS		
<b>PROPERTY NUMBERS Total: 36</b>			
<b>Property Type</b>	<b>Number</b>	<b>Word Mark</b>	
<b>Registration Number:</b>	5865509	CONNECTED SELLING CURRICULUM	
<b>Registration Number:</b>	6584381	GROWTH, SIMPLIFIED	
<b>Registration Number:</b>	4553007	LEADERS LEADING CHANGE	
<b>Registration Number:</b>	3219873	R	
<b>Registration Number:</b>	3312525	R RICHARDSON THE POWER TO SELL	
<b>Registration Number:</b>	5313100	RICHARDSON ACCELERATE	
<b>Registration Number:</b>	4555694	RICHARDSON QUICKCHECK	
<b>Registration Number:</b>	6429679	R RICHARDSON SALES PERFORMANCE	
<b>Registration Number:</b>	4414095	RICHARDSON'S SELLING WITH INSIGHTS	
<b>Registration Number:</b>	3756302	SALESCALLPLANNER	
<b>Registration Number:</b>	4159143	SIX CRITICAL SKILLS	
<b>Registration Number:</b>	4253173	SKILLGAUGE	
<b>Registration Number:</b>	7019891	SPRINT COACHING	
<b>Registration Number:</b>	7019889	SPRINT NEGOTIATIONS	
<b>Registration Number:</b>	7019890	SPRINT PROSPECTING	

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Property Type	Number	Word Mark
Registration Number:	7019888	SPRINT SELLING
Registration Number:	3562596	START COACHING!
Registration Number:	6387716	STRENGTH OF A SALE CHECK
Registration Number:	3210996	THE POWER TO SELL
Registration Number:	3440760	THE RICHARDSON COMPANY
Registration Number:	5422140	DOUBLEDIGIT SALES
Registration Number:	2984454	PAIN CHAINS
Registration Number:	2984453	PAIN SHEETS
Registration Number:	4849886	S SALES PERFORMANCE INTERNATIONAL
Registration Number:	3317668	SALES PERFORMANCE INTERNATIONAL
Registration Number:	1647233	SOLUTION SELLING
Registration Number:	2746939	SOLUTION SELLING
Registration Number:	3312104	SPI
Registration Number:	6167308	CONVERSATION GENIUS
Registration Number:	4542005	R.A.D.A.R. OPPORTUNITY MANAGER
Registration Number:	4546316	NAVIGATOR FORECAST ANALYST
Registration Number:	4546317	M.A.P. ACCOUNT PLANNER
Registration Number:	4546318	COMPASS SALES COACH
Registration Number:	2843186	R.A.D.A.R. - WINNING OPPORTUNITY STRATEG
Registration Number:	2361362	T.OTAL E.NTERPRISE A.CCOUNT M.ANAGEMENT
Registration Number:	2292513	

**CORRESPONDENCE DATA**

**Fax Number:** 6172758374

*Correspondence will be sent to the e-mail address first; if that is unsuccessful, it will be sent using a fax number, if provided; if that is unsuccessful, it will be sent via US Mail.*

**Phone:** 6177287100

**Email:** debra.derbyshire@dechert.com, BOSPatents@dechert.com

**Correspondent Name:** Dechert LLP

**Address Line 1:** One International Place

**Address Line 2:** 40th Floor 100 Oliver Street

**Address Line 4:** Boston, MASSACHUSETTS 02110-2605

<b>NAME OF SUBMITTER:</b>	Stephanie Kwan
<b>SIGNATURE:</b>	/Stephanie Kwan/
<b>DATE SIGNED:</b>	08/25/2023

**Total Attachments: 11**

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**TRADEMARK SECURITY AGREEMENT**

This **TRADEMARK SECURITY AGREEMENT** (this “*Agreement*”) is made this August 24, 2023, by and among The Richardson Company – Training for the Banking Industry, a Pennsylvania corporation (“*Richardson*”), DoubleDigit Sales Inc. (“*DoubleDigit*”) and Sales Performance International, LLC (together with Richardson and DoubleDigit, the “*Grantors*” and each, a “*Grantor*”) and ALTER DOMUS (US) LLC (“*Alter Domus*”), as collateral agent for the Secured Parties (in such capacity, together with its successors and permitted assigns in such capacity, the “*Collateral Agent*”) acting pursuant to this Agreement for the benefit of the Secured Parties (as defined in the Credit Agreement referred to below). All capitalized terms not defined herein shall have the meaning ascribed to them in the Credit Agreement or the Security Agreement, as applicable.

**RECITALS**

**TL WAYFINDER PARENT CORP.**, a Delaware corporation (“*Holdings*”), **TL WAYFINDER HOLDING CORP.**, a Delaware corporation (“*Intermediate Holdings*”), **SALES PERFORMANCE INTERNATIONAL, LLC**, a North Carolina limited liability company (the “*Borrower*”), the Guarantors from time to time party thereto, the lenders from time to time party thereto (collectively, the “*Lenders*” and each, a “*Lender*”), Alter Domus, as administrative agent for the Lenders and the Collateral Agent have entered into that certain Credit Agreement, dated as of August 24, 2023 (as amended, restated, amended and restated, supplemented or otherwise modified from time to time, the “*Credit Agreement*”);

**WHEREAS**, in connection with that certain Credit Agreement, the Loan Parties, including the Grantors, have entered into that certain U.S. Security Agreement, dated as of August 24, 2023 (as amended, restated, amended and restated, supplemented or otherwise modified from time to time, the “*Security Agreement*”) in favor of the Collateral Agent, for the benefit of the Secured Parties; and

**WHEREAS**, pursuant to the Security Agreement, the Grantors are required to grant and perfect a security interest in all of their respective Trademarks and Trademark Licenses (collectively, the “*Owned IP*”) and to execute and deliver to the Collateral Agent, for the benefit of the Secured Parties, this Agreement.

**NOW, THEREFORE, IT IS AGREED:**

**GRANT OF SECURITY INTEREST IN IP COLLATERAL.** Each Grantor hereby pledges, collaterally assigns and transfers to the Collateral Agent, and hereby grants to the Collateral Agent, for the benefit of the Secured Parties, a security interest in, all of the following, whether now owned or at any time hereafter acquired by such Grantor or in which such Grantor now has or at any time in the future may acquire any right, title or interest, wherever located (collectively, the “*IP Collateral*”), as collateral security for the prompt and complete payment and performance when due (whether at the stated maturity, by acceleration or otherwise) of the Secured Obligations:

all rights, priorities and privileges relating to the Owned IP, whether arising under United States, multinational or foreign laws or otherwise, including, without limitation, the Owned IP referred to on Schedule I, all goodwill associated therewith, and all rights to sue at law or in equity for any past, present and future infringement or other impairment thereof, including the right to receive all proceeds and damages therefrom;

all books, records, and information pertaining to the IP Collateral, and all rights of access to such books, records, and information; and

to the extent not otherwise included, all Proceeds, Supporting Obligations and products of, and all income, royalties and other payments now or hereafter due and payable with respect to, any and all of the foregoing and all collateral security, liens, guarantees, rights, remedies and privileges given by any Person with respect to any of the foregoing.

Notwithstanding the foregoing, "IP Collateral" shall not include the Excluded Property.

**SECURITY FOR OBLIGATIONS.** This Agreement has been executed and delivered by each Grantor for the purpose of recording the grant of security interest herein with the United States Patent and Trademark Office. This Agreement and the security interest created hereby secures the payment and performance of all the Secured Obligations, whether now existing or arising hereafter. Without limiting the generality of the foregoing, this Agreement secures the payment of all amounts which constitute part of the Secured Obligations and would be owed by each Grantor to the Collateral Agent or any Secured Party, whether or not they are unenforceable or not allowable due to the existence of an insolvency proceeding under the Bankruptcy Code involving the Grantor.

**SECURITY AGREEMENT.** The security interest granted pursuant to this Agreement is granted in conjunction with the security interests granted to the Collateral Agent, for the benefit of the Secured Parties, pursuant to the Security Agreement. Each Grantor hereby acknowledges and affirms that the rights and remedies of the Collateral Agent with respect to the security interest in the IP 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. To the extent there is any inconsistency between this Agreement and the Security Agreement, the Security Agreement shall control.

**AUTHORIZATION TO SUPPLEMENT.** If any Grantor shall obtain rights to any new Owned IP or become entitled to the benefit of any Owned IP, including any reissue, division or continuation of any Owned IP, the provisions of this Agreement shall automatically apply thereto. Each Grantor shall give prompt notice in writing to the Collateral Agent with respect to any such new Owned IP or renewal or extension of any Owned IP registration or any such new Owned IP. Without limiting each Grantor's obligations under this Section 4, such Grantor hereby authorizes the Collateral Agent unilaterally to modify this Agreement by amending Schedule I to include any such new Owned IP of the Grantor. Notwithstanding the foregoing, no failure to so modify this Agreement or amend Schedule I shall in any way affect, invalidate or detract from the Collateral Agent's continuing security interest in all Collateral, whether or not listed on Schedule I.

COUNTERPARTS. This Agreement may be executed in one or more counterparts, each of which shall be deemed an original, but all of which together shall constitute one and the same instrument. Delivery by telecopier or other electronic transmission of an executed counterpart of a signature page to this Agreement shall be effective as delivery of an original executed counterpart of this Agreement. The Collateral Agent may also require that any such documents and signatures delivered by telecopier or other electronic transmission be confirmed by a manually signed original thereof; provided, that, the failure to request or deliver the same shall not limit the effectiveness of any document or signature delivered by telecopier or other electronic transmission..

OTHER INTERPRETIVE PROVISIONS. The provisions of Section 1.02, 1.05 and 1.08 of the Credit Agreement are incorporated by reference herein *mutatis mutandis*.

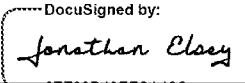
**GOVERNING LAW. (a) THIS AGREEMENT AND THE RIGHTS AND OBLIGATIONS OF THE PARTIES HEREUNDER SHALL BE GOVERNED BY, AND CONSTRUED AND INTERPRETED IN ACCORDANCE WITH, THE LAW OF THE STATE OF NEW YORK, WITHOUT REFERENCE TO CONFLICTS OF LAW PROVISIONS (OTHER THAN SECTION 5-1401 OF THE GENERAL OBLIGATIONS LAW) (WHETHER IN TORT, CONTRACT OR OTHERWISE AND WHETHER AT LAW OR IN EQUITY).**

[SIGNATURE PAGE FOLLOWS]

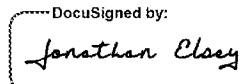
IN WITNESS WHEREOF, the parties hereto have caused this Agreement to be executed and delivered as of the day and year first above written.

**GRANTOR:**

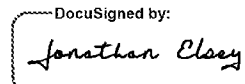
**THE RICHARDSON COMPANY –  
TRAINING FOR THE BANKING  
INDUSTRY,**  
a Pennsylvania corporation

By:   
Name: Jonathan Elsey  
Title: Chief Executive Officer

**DOUBLEDIGIT SALES INC.,**  
a Delaware corporation

By:   
Name: Jonathan Elsey  
Title: Chief Executive Officer

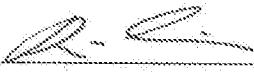
**SALES PERFORMANCE  
INTERNATIONAL, LLC,**  
a North Carolina limited liability company

By:   
Name: Jonathan Elsey  
Title: Chief Executive Officer

AGENT:

ALTER DOMUS (US) LLC,  
as Collateral Agent

By:



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Name: Pinju Chiu

Title: Associate Counsel

{SIGNATURE PAGE TO TRADEMARK SECURITY AGREEMENT}

**TRADEMARK**  
**REEL: 008182 FRAME: 0119**






**SCHEDULE I**  
**TO**  
**TRADEMARK SECURITY AGREEMENT**

**Registered Trademarks**

Trademark	Owner of Record	Jurisdiction	Application #	File Date	Registration #	Registration Date	Status
CONNECTED SELLING CURRICULUM	The Richardson Company – Training for the Banking Industry	UNITED STATES	88/046,887	20/07/2018	5,865,509	24/09/2019	REGISTERED
GROWTH, SIMPLIFIED	The Richardson Company – Training for the Banking Industry	UNITED STATES	88/955,887	9/6/2020	6,584,381	7/12/2021	REGISTERED
LEADERS LEADING CHANGE	The Richardson Company – Training for the Banking Industry	UNITED STATES	85/918,881	30/04/2013	4,553,007	17/06/2014	REGISTERED
R Design	The Richardson Company	UNITED STATES	78/847,034	27/03/2006	3,219,873	20/03/2007	REGISTERED
R RICHARDSON & Design	The Richardson Company – Training for the Banking Industry	AUSTRALIA	1909194	23/02/2018	1909194	23/02/2018	REGISTERED
R RICHARDSON THE POWER TO SELL & Design	The Richardson Company – Training for the banking industry	UNITED STATES	78/940,025	28/07/2006	3,312,525	16/10/2007	REGISTERED
RICHARDSON ACCELERATE	The Richardson Company – Training for the Banking Industry	EUROPEAN UNION (EUTM)	1323823	31/08/2016	1323823	31/08/2016	REGISTERED
RICHARDSON ACCELERATE	The Richardson Company – Training for the Banking Industry	UNITED KINGDOM	UK00801323823	31/08/2016	UK00801323823	17/5/2017	REGISTERED
RICHARDSON ACCELERATE	The Richardson Company – Training for the Banking Industry	UNITED STATES	87/147,428	23/08/2016	5,313,100	17/10/2017	REGISTERED
RICHARDSON ACCELERATE	The Richardson Company – Training for the Banking Industry	WIPO	1323823	31/08/2016	1323823	31/08/2016	REGISTERED
RICHARDSON QUICKCHECK	The Richardson Company – Training for the Banking Industry	UNITED STATES	86/114,908	11/11/2013	4,555,694	24/06/2014	REGISTERED
RICHARDSON SALES PERFORMANCE & Design	The Richardson Company – Training for the Banking Industry	UNITED STATES	88/955,866	9/6/2020	6,429,679	20/07/2021	REGISTERED
RICHARDSON'S SELLING WITH INSIGHTS	The Richardson Company – Training for the Banking Industry	AUSTRALIA	1300135	11/4/2016	1300135	1/9/2016	REGISTERED
RICHARDSON'S SELLING WITH INSIGHTS	The Richardson Company – Training for the Banking Industry	CHINA	1300135	11/4/2016	1300135	11/4/2016	REGISTERED
RICHARDSON'S SELLING WITH INSIGHTS	The Richardson Company – Training for the Banking Industry	EUROPEAN UNION (EUTM)	1300135	11/4/2016	1300135	11/4/2016	REGISTERED
RICHARDSON'S SELLING WITH INSIGHTS	The Richardson Company – Training for the Banking Industry	NEW ZEALAND	1300135	11/4/2016	1300135	11/4/2016	REGISTERED
RICHARDSON'S SELLING WITH INSIGHTS	The Richardson Company – Training for the Banking Industry	SINGAPORE	1300135	11/4/2016	1300135	11/4/2016	REGISTERED
RICHARDSON'S SELLING WITH INSIGHTS	The Richardson Company – Training for the Banking Industry	UNITED KINGDOM	UK00801300135	11/4/2016	UK00801300135	5/12/2016	REGISTERED
RICHARDSON'S SELLING WITH INSIGHTS	The Richardson Company – Training for the Banking Industry	UNITED STATES	85/848,535	13/02/2013	4,414,095	8/10/2013	REGISTERED

Trademark	Owner of Record	Jurisdiction	Application #	File Date	Registration #	Registration Date	Status
RICHARDSON'S SELLING WITH INSIGHTS	The Richardson Company – Training for the Banking Industry	WIPO	1300135	11/4/2016	1300135	11/4/2016	REGISTERED
SALESCALLPLANNER	The Richardson Company – Training for the Banking Industry	UNITED STATES	77/682,595	3/3/2009	3,756,302	2/3/2010	REGISTERED
SIX CRITICAL SKILLS	The Richardson Company – Training for the Banking Industry	EUROPEAN UNION (EUTM)	1132008	27/08/2012	1132008	27/08/2012	REGISTERED
SIX CRITICAL SKILLS	The Richardson Company – Training for the Banking Industry	UNITED KINGDOM	UK00801132008	27/08/2012	UK00801132008	27/08/2012	REGISTERED
SIX CRITICAL SKILLS	The Richardson Company – Training for the Banking Industry	UNITED STATES	85/381,368	26/07/2011	4,159,143	12/6/2012	REGISTERED
SIX CRITICAL SKILLS	The Richardson Company – Training for the Banking Industry	WIPO	1132008	27/08/2012	1132008	27/08/2012	REGISTERED
SKILLGAUGE	The Richardson Company	CHINA	1132007	27/08/2012	1132007	27/08/2012	REGISTERED
SKILLGAUGE	The Richardson Company	UNITED STATES	85/576,803	22/03/2012	4,253,173	4/12/2012	REGISTERED
SKILLGAUGE	The Richardson Company	WIPO	1132007	27/08/2012	1132007	27/08/2012	REGISTERED
SPRINT COACHING	The Richardson Company – Training For The Banking Industry	UNITED KINGDOM	UK00003717428	3/11/2021	UK00003717428	4/2/2022	REGISTERED
SPRINT COACHING	The Richardson Company – Training for the Banking Industry	UNITED STATES	90/694,052	6/5/2021	7019891	4/4/2023	PUBLISHED
SPRINT NEGOTIATIONS	The Richardson Company – Training for the Banking Industry	UNITED KINGDOM	UK00003717425	3/11/2021	UK00003717425	4/2/2022	REGISTERED
SPRINT NEGOTIATIONS	The Richardson Company – Training for the Banking Industry	UNITED STATES	90/694,039	6/5/2021	7019889	4/4/2023	PUBLISHED
SPRINT PROSPECTING	The Richardson Company – Training for the Banking Industry	EUROPEAN UNION (EUTM)	18591852	3/11/2021	18591852	5/5/2022	REGISTERED
SPRINT PROSPECTING	The Richardson Company – Training for the Banking Industry	UNITED KINGDOM	UK00003717427	3/11/2021	UK00003717427	4/2/2022	REGISTERED
SPRINT PROSPECTING	The Richardson Company – Training for the Banking Industry	UNITED STATES	90/694,042	6/5/2021	7019890	4/4/2023	PUBLISHED
SPRINT SELLING	The Richardson Company – Training for the Banking Industry	UNITED KINGDOM	UK00003717424	3/11/2021	UK00003717424	28/01/2022	REGISTERED
SPRINT SELLING	The Richardson Company – Training for the Banking Industry	UNITED STATES	90/694,030	6/5/2021	7019888	4/4/2023	PUBLISHED
START COACHING!	The Richardson Company	UNITED STATES	78/847,557	28/03/2006	3,562,596	13/01/2009	REGISTERED
STRENGTH OF A SALE CHECK	The Richardson Company – Training for the Banking Industry	UNITED STATES	90/222,314	29/09/2020	6,387,716	15/06/2021	REGISTERED
THE POWER TO SELL	The Richardson Company	UNITED STATES	78/847,504	28/03/2006	3,210,996	20/02/2007	REGISTERED
THE RICHARDSON COMPANY	The Richardson Company – Training for the Banking Industry	CHINA	1134825	30/08/2012	1134825	30/08/2012	REGISTERED
THE RICHARDSON COMPANY	The Richardson Company – Training for the Banking Industry	EUROPEAN UNION (EUTM)	1134825	30/08/2012	1134825	30/08/2012	REGISTERED
THE RICHARDSON COMPANY	The Richardson Company – Training for the Banking Industry	NEW ZEALAND	1134825	8/4/2016	1134825	8/4/2016	REGISTERED

Trademark	Owner of Record	Jurisdiction	Application #	File Date	Registration #	Registration Date	Status
THE RICHARDSON COMPANY	The Richardson Company – Training for the Banking Industry	SINGAPORE	1134825	8/4/2016	1134825	8/4/2016	REGISTERED
THE RICHARDSON COMPANY	The Richardson Company – Training for the Banking Industry	UNITED KINGDOM	UK00801134825	30/08/2012	UK00801134825	17/09/2013	REGISTERED
THE RICHARDSON COMPANY	The Richardson Company – Training for the Banking Industry	UNITED STATES	78/939,817	28/07/2006	3,440,760	3/6/2008	REGISTERED
THE RICHARDSON COMPANY	The Richardson Company – Training for the Banking Industry	WIPO	1134825	30/08/2012	1134825	30/08/2012	REGISTERED
SPRINT Selling	The Richardson Company – Training for the banking industry	USPTO	90694030	6/5/2021	7019888	04/04/2023	Registered
Richardson's Sprint Coaching	The Richardson Company – Training for the Banking Industry	EU	18772568	5/10/2022	18772568	11/03/2023	Registered
Richardson's Sprint Selling	The Richardson Company - Training for the Banking Industry	EU	18772566	5/10/2022	18772566	11/3/2023	Registered
Richardson's Sprint Negotiations	The Richardson Company - Training for the Banking Industry	EU	18772567	5/10/2022	18772567	16/3/2023	Registered
Doubledigit Sales	DoubleDigit Sales Inc. (Canada)	US	87503333	23/06/2017	5422140	13/03/2018	Registered
Doubledigit Sales	DoubleDigit Sales Inc.	Canada	1836554	10/05/2017	TMA1011415	18/12/2018	Registered
PAIN CHAINS	Sales Performance International, LLC (United States of America)	EU	3023827	27-JAN-2003	3023827	20 December 2014	Registered
PAIN CHAINS	Sales Performance International, LLC (United States of America)	GB	3023827	27-JAN-2003	UK00903023827	20 December 2014	Registered
PAIN CHAINS	Sales Performance International, LLC (United States of America)	US	76477546	20-DEC-2002	2984454	16 August 2005	Registered
PAIN SHEETS	Sales Performance International, LLC (United States of America)	EU	3024064	27-JAN-2003	3024064	7 April 2004	Registered
PAIN SHEETS	Sales Performance International, LLC (United States of America)	GB	003024064	7-APR-2004	UK00903024064	7 April 2004	Registered
PAIN SHEETS	Sales Performance International, LLC (United States of America)	US	76477535	20-DEC-2002	2984453	16 August 2005	Registered
SALES PERFORMANCE INTERNATIONAL	Sales Performance International, LLC (United States of America)	CA	1303737	01-JUN-2006	TMA743599	16 June 2009	Registered
 SALES PERFORMANCE INTERNATIONAL	Sales Performance International, LLC (United States of America)	US	86548348	27-FEB-2015	4849886	10 November 2015	Registered
SALES PERFORMANCE INTERNATIONAL	Sales Performance International, LLC (United States of America)	US	78873187	01-MAY-2006	3317668	23 October 2007	Registered
SALESWIKI	Sales Performance International, LLC (United States of America)	EU	6602692	24-JAN-2008	6602692	20 January 2009	Registered

Trademark	Owner of Record	Jurisdiction	Application #	File Date	Registration #	Registration Date	Status
SALESWIKI	Sales Performance International, LLC (United States of America)	GB	006602692	24-JAN-2008	UK009066026 92	20 January 2009	Registered
SITUATIONAL FLUENCY PROMPTER	Sales Performance International, LLC (United States of America)	EU	2986461	20-DEC- 2002	2986461	23 March 2005	Registered
SITUATIONAL FLUENCY PROMPTER	Sales Performance International, LLC (United States of America)	GB	002986461	20-DEC- 2002	UK009029864 61	23 March 2005	Registered
SOLUTION SELLING	Sales Performance International, LLC	US	76457567	24-APR-1989	1647233	11 June 1991	Registered
SOLUTION SELLING	Sales Performance International, LLC	US	76457567	30-SEPT- 2002	2746939	5 August 2003	Registered
SOLUTION SELLING	Sales Performance International, LLC (United States of America)	EU	008630378	21-OCT- 2009	8630378	26 April 2010	Registered
SOLUTION SELLING	Sales Performance International, LLC (United States of America)	GB	00908630378	21-OCT- 2009	UK009086303 78	26 April 2010	Registered
SPI	Sales Performance International, LLC (United States of America)	AU	1127748	03-AUG- 2006	1127748	3 August 2006	Registered
SPI	Sales Performance International, LLC	US	78873181	01-MAY- 2006	3312104	16 October 2007	Registered
SPI ASIA	Sales Performance International, LLC	SG	T0605587A	24-MAR- 2006	T0605587A	20 March 2007	Registered
 (S)	Sales Performance International, LLC (United States of America)	EU	17950675	6-SEPT-2018	17950675	22 January 2019	Registered
 (S)	Sales Performance International, LLC (United States of America)	GB	017950675	22-JAN-2019	UK009179506 75	22 January 2019	Registered
CONVERSATION GENIUS	Sales Performance International, LLC (United States of America)	EU	018052092	16-APR-2019	18052092	26 September 2019	Registered
CONVERSATION GENIUS	Sales Performance International, LLC (United States of America)	GB	018052092	16-APR-2019	UK009180520 92	26 September 2019	Registered
CONVERSATION GENIUS	Sales Performance International, LLC	US	88636452	30-SEPT- 2019	6167308	6 October 2020	Registered
R.A.D.A.R. OPPORTUNITY MANAGER	Sales Performance International, LLC	US	85910771	22-APR-2013	4542005	03-JUN- 2014	Registered
NAVIGATOR FORECAST ANALYST	Sales Performance International, LLC	US	85910771	22-APR-2013	4546316	10-JUN- 2014	Registered
M.A.P. ACCOUNT PLANNER	Sales Performance International, LLC	US	85910774	22-APR-2013	4546317	10-JUN- 2014	Registered

Trademark	Owner of Record	Jurisdiction	Application #	File Date	Registration #	Registration Date	Status
COMPASS SALES COACH	Sales Performance International, LLC	US	85910777	25-MAR-2014	4546318	10-JUN-2014	Registered
R.A.D.A.R. – WINNING OPPORTUNITY STRATEGIES	Sales Performance International, LLC	US	78259229	6-JUN-2003	2843186	18-MAY-2004	Registered
TOTAL ENTERPRISE ACCOUNT MANAGEMENT	Sales Performance International, LLC	US	75535506	12-AUG-1998	2361362	27-JUN-2000	Registered
Design Only	Sales Performance International, LLC	US	75535210	12-AUG-1998	2292513	16-NOV-1999	Registered

Pending Trademark Applications

Trademark	Owner of Record	Jurisdiction	Application #	File Date	Registration #	Registration Date	Status
SPRINT COACHING	The Richardson Company	EUROPEAN UNION (EUTM)	18591854	3/11/2021			PENDING
SPRINT NEGOTIATIONS	The Richardson Company – Training for the Banking Industry	EUROPEAN UNION (EUTM)	18591850	3/11/2021			PENDING
PPVVC	The Richardson Company – Training for the banking industry	USPTO	97786670	08/2/2023			Pending
SPRINT-SELLING	The Richardson Company – Training for the Banking Industry	EUROPEAN UNION (EUTM)	18591848	3/11/2021			PENDING

Agreements

- Statement of Work No. 88, dated as of June 29, 2023, by and between Emerson Automation Solutions and Sales Performance International, LLC
- Training Purchase Agreement, dated as of July 6, 2023, by and between Veolia Water Technologies & Solutions and The Richardson Company
- Master Services Agreement, dated as of July 17, 2023, by and between TransPerfect International LLC and The Richardson Company
- Amendment No. 1 to Consulting Services Agreement, dated as of July 21, 2023, by and between AmerisourceBergen Services Corporation and The Richardson Company
- Software Development Master Services Agreement, dated as of February 1, 2018, by and between Gems Essence PVT Limited and Sales Performance International, LLC
- eSkillz Professional Services Agreement, dated as of March 7, 2023, by and between The Richardson Company and eSkills Corp.
- Master Services Agreement, dated as of March 28, 2021, by and between Thrillworks, Inc. and The Richardson Company

- Master Services Agreement, dated as of February 9, 2022, by and between Global Tax Management, Inc. and Sales Performance International, LLC
- Master Services Agreement, dated as of September 15, 2017, by and between Welocalize, Inc. and The Richardson Company