



It's lonely out there...but it doesn't have to be.



Working with the owners of closely-held companies to enhance the value of their companies.

Establishing True-North...together.

TRUE NORTH UPDATE

June 4, 2008

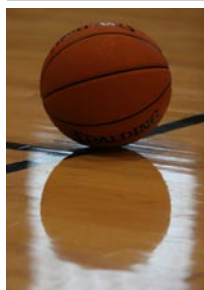
In carrying out our "True North" theme, Compass Point continues to help regional companies grow through services such as Open Court.



Compass Point is working closely with Originate Ventures (www.originateventures.com) and Wall Street West (www.wallstreetwest.org) to encourage entrepreneurs to bring their game to the Court.

We are very excited and optimistic that this conduit, in collaboration with regional businesses, higher education, economic development organizations and business organizations will promote economic growth in our region by building a culture of entrepreneurialism.

Below is a press release on Open Court's inaugural session for your review.



First Presentation Held at Open Court

Lehigh Valley-based **Mogistic, Inc.** Stepped Up

Open Court Web Site Is Live And Accepting Applicants

Bethlehem, Pa., May 28, 2008 -Lehigh Valley-based Mogistic, Inc. was the first presenter at Open Court's inaugural session held Wednesday, May 21 at Bethlehem's old Victory Fire House. Mogistic, Inc.'s President James Ludlow, Managing Director Larry Wolfe and Director of Sales and Marketing Marcus Cudd presented to a panel that included: Mike Gausling, President of Originate Ventures; Eric Arnson, Managing Partner, Originate Ventures; Jeff Green, Principal, Compass Point. Ltd.; and Don Webster, President.

ABOUT

Compass Point, Ltd

Strategy-Growth-Exit

Compass Point provides business management consulting services to the owners of closely held, lower mid-market companies to develop plans to beat competitors and generate substantial, lasting financial impact. Our clients have historically outperformed their competitors by 4: 1. We help companies find where to make their money, make more of it faster, and sustain its growth longer.

Primary Services:

***Business Planning / Strategic Planning** including Vision, Strategy, Customer Focus, and Beating / Avoiding the Competition

***Ownership Planning** including Preserving and Protecting Value, Exit Strategies, Contingency Planning, and Succession

***CFO Advisory Services** including Interim CFO, Month End Closing, Budgeting, Cash Flow Projections, M&A, Due Diligence, Post Integration, Valuation, Business Audits, Business Benchmarking, and Capital Raising

***Sales and Marketing Organization Development** including Sales Plans, Sales Process, Ideal Customer, Core Marketing Message, Value

Software Engineering Associates. Tom Garrity, Managing Partner of Compass Point, Ltd., served as moderator.

Open Court provides the forum for a business plan presentation and review with experienced professionals for emerging companies in Northeastern Pennsylvania. Mogistic, Inc. is a software company hoping to develop and sell Web management platforms to regional businesses and organizations.

"We had a great experience and received many important take aways," said Ludlow following the presentation.



Presenters from Mogistic, Inc., are (left to right):

Larry Wolfe, Managing Director;
Marcus Cudd, Director of Sales
and Marketing; and James Ludlow,
President.

"Several key areas we need to work on were pointed out to us, notably that we need a clear definition of our business model and the formation of an advisory board.

We believe strongly that the format worked - it was very focused and succinct. I recommend other entrepreneurs participate in this program to get guidance to improve their business models and plans going forward," he concluded.

"We couldn't have asked for a better opening game," according to Tom Garrity, Managing Partner of Compass Point, Ltd. and moderator of the presentation at Open Court. "The Mogistic team walked off the court with more focus and a clearer path to raising the capital they need to take their venture to the next level," added Garrity.

Open Court works on the "open court" basketball concept, where those with the courage to get in line to play have the opportunity to play against a winning team. At Open Court, entrepreneurs who are ready to take their new business idea to the next level will be given the opportunity to present their business plan executive summary to a team of consultants and business leaders in a professional forum. They will receive guidance on how to best operationalize their plan, finance it and successfully enter the market.

Complete information on how to apply can be found at Open Court's Web site, www.OpenCourt.biz. In addition to providing the business plan template and the online application form, the site offers a check list of activities the presenter will need to do in order to participate.

Proposition, Channels to Market, Pricing Strategy, Scalability, and Competitive Advantage

***Business Management Consulting** including Business Advisory, C-level and Key Management Development, Family Business Advisory, and Organizational Structure and Alignment

GET IN TOUCH



Establishing True-North...together.

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