

# EXHIBIT AO



Creating instructions for business,  
education, and government.  
It only looks expensive.

## About Us



**Terry Chappell**  
COB and  
Chief Technical  
Officer  
Chappell Enterprises  
Inc., Reedley, CA

Co-managed several technical conferences sponsored by IEEE. Wrote software for registrations and income ('87-'96)

Developed a very effective format for work instructions at Finisar-- a manufacturer of fiber optic components. ('00-'02)

Re-wrote manuals that prepare clients for state insurance and securities exams, A.D. Banker ('03-'04)

Presented a paper describing the above format at IEEE 32nd International Electronics Manufacturing Technology Symposium ('07)

### Education

B.S., physics; grad work in IE, EE, and organic chemistry, Stanford

### Family and Community

With wife, Marilyn, built geodesic dome home. It includes novel energy-saving features.

Governing Council member and officer,



**Jim Sholer**  
Contracts  
Consultant  
Morgan Hill, CA

Started dedicated contract review function; grew from \$389M to \$4B. Applied Materials ('89-'03)

Intellectual property, commercial contract drafting & negotiation, working on three continents ('81- )

Practiced law for high-tech clients; intellectual property, business formation, export control ('75-'83)

### Education

S.B. - Electrical Engineering, MIT  
J.D. UC, Hastings



**Larry Shoemaker**  
Financial  
Consultant  
San Jose, CA

Developed novel auditing methods for detecting pirated software, SRI ('89-'94)

Identified sub-licensing liability by Microsoft, and helped them resolve it. SRI ('89-'94)

Developed financial literacy and wellness program, Financial Shepherds ('09- )

Introduced Zurich financial products into Farmers marketing channel ('95-'00)

### Education

MBA, National University, San Jose  
B.S. Accounting, SJSU  
Certified Internal Auditor, IIA

daughters attended ('04-11)

Life-long, active church member. Serve with wife on Tech Team and children's ministries

Outdoor enthusiast—gardening, biking, hiking, backpacking...

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