

AN INTRODUCTION TO THE INNOVATION INSTITUTE (I²)

THE INNOVATION INSTITUTE, THE WIN INNOVATION CENTER and INNOVATIVE PRODUCT TECHNOLOGIES, INC....

The WIN Innovation Center (formerly known as the Wal-Mart Innovation Network) is an inventor/innovator assistance service that provides inventors, entrepreneurs, and product marketing/manufacturing enterprises with an honest and objective third-party analysis of the risks and potential of their ideas, inventions, and new products. WIN is an expression of support for inventors and innovators by the Innovation Institute, the Center for Business and Economic Development of the College of Business Administration at Southwest Missouri State University, Wal-Mart Stores, Inc., and our WIN Affiliates. **INNOVATIVE PRODUCT TECHNOLOGIES, INC.** is a corporate affiliate with the **WIN Program**.

WIN has two components. The first, launched in 1991, is our Preliminary Innovation Evaluation Service (PIES), which is for inventors and people with new product ideas. The second is our Product Assessment Service (PAS). We started evaluating products for Wal-Mart in 1993 as part of our Support American Made program. We have made two important changes in that program--we have improved and expanded our product assessment format, and we now invite manufacturers and product marketing firms world-wide to submit their products for an assessment of their potential in the American marketplace.

Just as most inventors do not have the expertise to patent their own inventions, most lack the know-how to determine the commercial potential of their ideas and inventions. This is why WIN focuses on invention evaluation. We feel we can best serve inventors by helping them avoid costly mistakes. The same is true for entrepreneurs and product marketing/manufacturing enterprises, especially if they are entering a new market where they have little or no experience. Even large firms can benefit from a systematic, multifaceted, third party review of their ideas, inventions, and new products.

THE WORLD INNOVATION NETWORK...

Because we have long recognized the importance of inventors and innovators world-wide, we have expanded our horizons. Inventors and innovators everywhere can now take advantage of the same invention evaluation and product assessment services we have offered to individuals and companies in the United States. To us, this makes a great deal of sense: just as inventions and new products from the United States have enriched the lives of people elsewhere, the creative efforts of people in other nations have greatly affected our welfare. Innovation knows no boundary!

The World Innovation Network utilizes the same invention evaluation and product assessment services, and the same team of evaluators, as the WIN Innovation Center. Evaluations are performed from the perspective of the U.S. economy. We realize that the U.S. economy is but one segment of the world economy, but it is the one our evaluators are most familiar with. Over time, we hope to correct this situation by licensing the PIES evaluation format and procedures to reputable companies or organizations in other countries. We now have a very limited number of resource affiliates in other countries and we will be expanding our cooperative efforts with sources of management and technical assistance outside of the United States (in the U.S. our resource partners now number over 1600). However, we will continue to serve those who wish an opinion of how their idea, invention or new product is likely to be received in the United States.

We will be making some minor changes in our materials, but for now inventors and innovators wishing to utilize the services of the World Innovation Network can print out the appropriate Registration and Disclosure materials found in the Forms section of our web site (www.independentinventor.com). Please note there are two Registration and Disclosure forms. Inventors and people with ideas should use the Invention Registration and Disclosure Form, while those with new and established products should use the Product Registration and Disclosure Form. **As noted in our Registration & Disclosure forms, the fee for an invention evaluation is \$275 in the United States and \$295 elsewhere; checks must be in US dollars (the extra \$20 covers the cost of air postage outside of the US). The fee for a product assessment is \$275 in the U.S. and \$295 elsewhere.**

THE INNOVATION INSTITUTE...

The Innovation Institute was established in 1979 to carry on the research function of the Experimental Center for Innovation at the University of Oregon. The Center was one of the first three innovation centers in the United States and it was part of the National Science Foundation's experiment to test various incentives for stimulating industrial and product innovation in the United States. The Oregon center was unique in the NSF experiment in that it was the only center to focus on assisting independent and small business inventors. Dr. Gerald G. Udell was the Principle Investigator for the

Oregon experiment and served as the director of the center from 1974 until the completion of the experiment in 1980. It was there that Dr. Udell developed the PIES (Preliminary Innovation Evaluation System) used by the WIN Innovation Center today (see below). Equipped with a background in product development at General Electric, Dr. Udell started work on the PIES format immediately upon assuming leadership of the Oregon center in late 1974.

Upon completion of the Oregon experiment Dr. Udell continued research on the PIES format in the private sector through the Innovation Institute. The Innovation Institute still continues this research mission as it is currently involved in research that will lead to the ninth edition of the PIES format. This research is part of the Institute's continuing effort to improve the evaluation format and to stay current with the needs of today's inventors. To the best of our knowledge, no other innovation evaluation format has benefited from this much research conducted over such an extensive period of time.

The Innovation Institute started its evaluation service, The Inventor's Services Program, in 1980 as part of its research efforts. In 1988, it launched a cooperative service with Southwest Missouri State University. Work on a new cooperative venture, The Wal-Mart Innovation Network (WIN), was started in 1990 when David D. Glass, President and CEO of Wal-Mart Stores, Inc., learned of the program.

INNOVATIVE PRODUCT TECHNOLOGIES, INC. was started 1990, it's founder and CEO, Pamela Riddle Bird, was the director of one of the largest publicly funded innovation centers in the United States. She has counseled thousands of inventors and entrepreneurs for nearly two (2) decades in all phases of new product development. Ms. Bird has appeared on numerous television networks as a national product development and commercialization expert. She was interviewed by ABC television 20/20 as well as highlighted in the Wall Street Journal.

THE WISDOM OF EVALUATION...

Innovation always starts with an idea, which when pursued turns into an invention and, after a lot of hard work, into a potential new product which then requires even more hard work and expense to launch into the marketplace. Innovation would never happen if inventors were not excited about their inventions.

However, caution is likewise necessary. Without it, you may end up spending a lot of time, money, and effort pursuing an idea which solves a problem for you, but which lacks commercial potential. When this happens, you end up putting that time, money, and effort into a project that doesn't go anywhere. That's time, money, and effort which could be invested in another project.

No one really knows what the odds are as to whether an idea will be successful in the marketplace. That depends on the commercial quality of the idea and the quality of the venture which develops and markets it. The estimates of the number of ideas needed to find or generate one new product in corporate environments varies between about 50 and 500, depending upon the industry or market involved. The odds which face inventors at the idea stage are higher; a fair estimate is between 100 and 1,000 depending upon the market your new product will enter. The best way to improve these odds is to eliminate those projects with low commercial potential early and focus your efforts on those of reasonable potential. You won't eliminate risk, but you can greatly improve the odds by evaluating your ideas and inventions. This is true for new and expanding products too. It's easy to overlook things, and high volume and sophisticated channels of distribution often have different and demanding expectations. That is why we provide both invention/idea evaluations and product assessments. Mistakes made in the marketplace are often very costly and can be fatal to a new product.

THE PIES-IX EVALUATION SYSTEM...

We use the most recent version of the *PIES* (Preliminary Innovation Evaluation System) format, currently in its ninth edition (implemented in March 2000). The *PIES* format is a comprehensive, structured evaluation system consisting of 42 criteria that are used to evaluate the commercial potential of your idea or invention and to provide you with a risk profile of your project. These criteria are based on years of research and new product experience, and will provide you with insights into the risks you face and the strategy you will need to employ to reach the marketplace. A WIN client described his evaluation report as an essential tool for future planning. This is precisely what we had in mind. Our reports are intended to help you make decisions and develop strategies for further development. Unless you are already well along in the innovation process, you may very likely have several months and perhaps years before your project will be ready for licensing or entry into the marketplace. Your report will help you focus your efforts and guide you in resolving areas of concern.

THE PIES-IX EVALUATION MANUAL...

One of the truly unique features of the *PIES-IX* format is the use of an evaluation manual, *Evaluating Potential New Products*, which provides you with more feedback about your invention than can be placed in a report. We know many of the people you may wish to show your report to won't wade through a lot of detail, so we've organized our 42 criteria into a 13 page report in order to keep the report as brief as possible. We'll also send you a letter which explains our evaluation procedures and frequently contains specific comments from your chief evaluator. As soon as we receive your evaluation request, we will send you a copy of the evaluation manual which will provide you with a discussion of each of the 42 criteria, why each is important, and how they interact to affect the commercial potential of your invention. By carefully studying this manual, you can glean a lot of information about, and insight into, the commercial strengths and weaknesses of your project; we recommend you start reviewing it as soon as you receive it. Your report will conclude with a final recommendation about further investment in your project.

Many new products are not suitable for review or introduction through large discount/mass merchandise stores. Pursuing improper channels of distribution can lead to serious consequences. Thus, we try to steer you in the right direction. Please refer to paragraph #3 of the Innovation Registration Disclosure page for a summary of recent evaluation results. Results may vary over time depending upon the nature of inventions/innovations submitted to WIN.

Describe your invention here:

Frequently Asked Questions

Since we started WIN inventors have asked a lot of questions about the program. Hopefully, some of these questions and our answers will be helpful to you.

1. Do I need to have my patent before getting an evaluation?

Absolutely not. In fact, we recommend obtaining an evaluation first. Patents cost a lot of money.

2. Do I need to have a prototype to get an evaluation?

Not in most cases. Our evaluation system is designed to work at the idea stage. This enables you to get an objective third-party evaluation before you invest a lot of money in your project.

3. What experience do you have in evaluating inventions

The director of the WIN program is Dr. Gerald G. Udell. He has over 25 years of experience in invention evaluation, and is generally regarded as the leading expert on invention evaluation in the United States. He has authored 30 books and over 200 articles, papers, and reports, many of which relate to the innovation process and/or invention evaluation. He is the author of the PIES system, the most widely used evaluation format in America.

INNOVATIVE PRODUCT TECHNOLOGIES, INC was started 1990, it's founder and CEO, Pamela Riddle Bird, was the director of one of the largest publicly funded innovation centers in the United States. She has cancelled thousands of inventors and entrepreneurs for nearly two (2) decades in all phases of new product development. Ms. Bird has appeared on numerous television networks as a national product development and commercialization expert. She was interviewed by ABC television 20/20 as well as highlighted in the Wall Street Journal.

4. Who will do my evaluation

The Innovation Institute is the WIN evaluation agent in all states except Missouri. The Institute was founded by Dr. Udell in 1979 to carry on the evaluation research he began in 1974 for the National Science Foundation. It holds the intellectual property rights to the PIES format. Your project will be assigned to a chief evaluator who will consult with other WIN evaluators and consultants, but never anyone beyond those persons discussed in #15, below, without your written permission.

5. How long will my evaluation take?

You should have your report in six to eight weeks.

6. What other services does WIN provide

WIN is essentially an invention evaluation service. We do not provide invention development, management assistance, and/or marketing services because we think it is a conflict of interest for an evaluation service to also provide additional services on a fee basis. We do provide no-cost referrals to sources of management and technical assistance to clients with qualifying inventions. We will not buy your idea, give you money, help you develop or market your idea. We have elected not to ask the government or Wal-Mart for any money to finance such services. To the best of our knowledge, our evaluation fee is the lowest in the country for a legitimate evaluation service. Consequently, we do not have the resources to provide additional services beyond those specified in question #9, below.

7. How much money will I end up paying WIN

\$275 (if you live in the United States) or \$295 (elsewhere)—about what you would pay for a very low-cost patent search, or to some patent attorneys for about 30-45 minutes of their time. There are no other payments to WIN. Any additional services we provide are at no cost to you and are at our option.

8. I don't want an evaluation, how do I get my idea to Wal-Mart

Wal-Mart does not license or invest in ideas or inventions, nor does it pay in advance on orders placed with vendors. You will need to wait until your idea/invention has had significant sales through other channels of distribution; then it will be appropriate for you to contact Wal-Mart.

9. Where do I go for help after I get my evaluation report

If your invention receives a Success Likelihood Rating of .35 or more, we will send you a list of inventor services and other resources located in your state. We maintain a national network of over 2000 resources for inventors, including inventor groups, Small Business Development Centers, legitimate licensing executives, and economic development groups. Please note that some areas have much better developed resources than others.

10. 10. What does Wal-Mart gain from participating in the WIN Innovation Center?

Basically, the satisfaction of doing the right thing—helping people help themselves. Wal-Mart does not benefit financially in any way through this program. Wal-Mart is involved because its top management knows that innovation is essential to a healthy and prosperous national economy.

11. What happens if I get a positive WIN evaluation?

A positive WIN recommendation does not obligate Wal-Mart in any way. WIN evaluators are free to endorse your invention without consideration of Wal-Mart stocking needs or policies. Our objective is not limited to stimulating only innovations suitable for Wal-Mart stores—there are a lot of other good ideas/inventions that deserve help too.

12. Will Wal-Mart take over the development of my idea or invention

No; Wal-Mart is a retailer and has no manufacturing facilities. You are responsible for any development and commercialization.

13. Is the WIN Innovation Center part of Wal-Mart?

No, WIN is a cooperative public service program maintained by the Innovation Institute and Southwest Missouri State University, with participation from Wal-Mart and other WIN Partners such as **INNOVATIVE PRODUCT TECHNOLOGIES, INC.** We are an independent program designed to provide inventors and innovators with an honest assessment of the commercial potential of their inventions and new products. Our purpose is to stimulate innovation by providing an honest and objective source of advice and referrals. We are not obliged to refer products to Wal-Mart or other retailers, nor is Wal-Mart obliged to follow our recommendations.

14. I don't need an evaluation, but I would like to get some help in developing my invention. Can you send me the WIN Resource Network in my state?

Sorry, but the deal we made with our resource affiliates before they signed up was that we would not make referrals without first determining if the invention involved had commercial merit. Most of our affiliates have limited resources, and are therefore unable to spend time and effort with ideas and inventions with low commercial potential.

15. Who will you tell about my idea?

No one. We won't disclose your idea or invention to anyone outside of the WIN staff without your express written permission. All of the people involved in the WIN program have signed confidentiality statements that are kept on file. Generally only three or four people will see your information: (1) the evaluation manager who reads just enough to assign your project to a (2) chief evaluator (who is the only person to review your project in depth) and (3) the client coordinator who is also responsible for filing your materials in temporary storage. Evaluators may consult with our (4) evaluation consultants, but this rarely if ever involves a full disclosure of your idea. Evaluation files are temporarily stored in locked files/offices. They are then destroyed. Paper is incinerated. Non-burnable materials, including video tapes and prototypes, are physically destroyed.

16. I have a new product, not an idea or invention. Can you help?

We have evaluated over 5,000 products using the PIES system or a modification of that system. We have used that experience to refine our product assessment system. The third edition, PAS-III, is operational and product assessments are available at a cost of \$275 in the U.S. and \$295 (in US funds) elsewhere. For more information about our Product Assessment Service visit the PAS FAQ on our web site (<http://www.independentinventor.com/ProductFAQ.htm>). To print out the appropriate Registration and Disclosure forms, go to our product assessment forms section (http://www.independentinventor.com/Forms_product.htm). Be sure to include a sales history of your product. Also, samples are very helpful, so feel free to send them along; however, they will not be returned. In the near future, we will be adding a venture assessment service as well.

Further questions?

E-mail us at questions at: ipt@independentinventor.com., or write to us at Innovative Product technologies, Inc., P.O. Box 817, Sandpoint, ID 83864, USA. If you have any questions, feel free to contact us at 208-265-5938. Or fax us at: 208-265-4482.

WIN

WAL-MART INNOVATION NETWORK

INVENTOR SERVICES PROGRAM

OFFICE USE	
PROJ. NO.	_____
REC	_____
FIN	_____
SLR	_____

PIES-VIII
Preliminary Innovation Evaluation System
(Eighth Edition)

CONFIDENTIAL
INNOVATION REGISTRATION AND
DISCLOSURE DOCUMENT

Submitted by: _____
Please Print or Type Your Name

Street Address

City State Zip

Home Phone () - _____ Work Phone () - _____

E-Mail Address _____

Name of Invention _____

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The College of Business Administration
Southwest Missouri State University

SOUTHWEST
MISSOURI STATE
UNIVERSITY

A COOPERATIVE VENTURE OF:
INNOVATIVE PRODUCT TECHNOLOGIES, INC.
WAL-MART STORES, INC.

INNOVATION
INSTITUTE

PLEASE fill out this form as best you can. If a question, or part of question, does not apply to you, skip to the next question. This information will be helpful in evaluating your invention. For your protection DO NOT SEND ORIGINAL DOCUMENTS OR ONE-OF-A-KIND PROTOTYPES. You may send non-returnable samples or videotapes if you wish. In the interest of keeping the cost of our services as low as possible, these materials/samples will not be returned and will be retained/destroyed at the discretion of WIN/ISP.

1. **DEVELOPMENT STATUS:** I currently have

- Idea only
- Rough sketches and/or diagrams Enclosed
- Finished, working drawings Enclosed
- Photographs Enclosed

Copies of drawings and photographs would be very helpful for evaluation—no original prototypes please.

2. **PROTOTYPE AVAILABILITY:** At present I have

- No prototype
 - Functional model or prototype
 - Market-ready prototype
- (If you have a model or prototype, please enclose a photograph of it.)*
The prototype is available, if requested Yes No

3. **LEGAL PROTECTION:** I currently have

- NO protection
- A preliminary patent search Date of search _____ Copy of findings attached _____
- Have you filed a provisional application ? Yes No
- A patent applied for: Design Patent _____, Utility Patent _____
- A PATENT Number _____ Issue Date _____ Copy Attached _____
- A Disclosure Document with U.S. Patent Office Date _____
- A COPYRIGHT Issue Date _____ COPYRIGHT number _____
- Notarized records of invention

4. **PRODUCT TESTING:** Testing which has already been conducted includes

- None _____
- Functional testing _____ conducted by self other, who _____
- User testing _____ conducted by self other, who _____
- Market testing _____ conducted by self other, who _____
- Product safety testing _____ conducted by self other, who _____

5. **PRODUCT COST:** Estimated product costs are

Materials (per unit) _____ Date of estimate _____ Source _____
Labor (per unit) _____ Date of estimate _____ Source _____
Expected wholesale price _____ Date of estimate _____ Source _____
Expected retail price _____ Date of estimate _____ Source _____
Number of units for above cost estimate _____

6. **MARKET INFORMATION:**

A. Current competition – Please list existing inventions or products which perform a similar function.

B. Competitive advantages -- Why is your innovation better than existing products or processes? Please list the most important advantages in order of importance, i.e., Number 1 equals most important.

C. Projected market -- Who will use your invention? Please list users in order of importance, i.e., Number 1 equals most important.

1. Major users: _____

2. Possible other users: _____

D. Previous Marketing Effort -- Have you manufactured or sold your invention previously?

Yes _____ No _____. **If yes, please provide details on a separate sheet of paper.** Include such information as: licensing arrangements if any, date(s) and locations of previous marketing effort, sales volume (in units and dollars), selling price, manufacturer, marketing agent or firm, current status, and if discontinued, reason for doing so. This information will be very helpful in evaluating your product.

7. **COMMERCIALIZATION:**

A. How do you plan to get your invention into the marketplace? Please rank 1, 2, 3

_____ Start new venture _____ Sell or license your invention to someone else.
_____ Manufacture/market yourself through an existing business you already own/are involved in.

B. Are you working, or have you worked with, any organizations to assist you in the commercialization of your product idea?

_____ Yes _____ No

If yes, who _____

WIN
(Wal-Mart Innovation Network)

CONFIDENTIAL INVENTION DISCLOSURE

Please provide a detailed description of your invention or innovation. Include information on the size of the device, materials, uses, and so forth. Attach any photographs you may have, *but **do not send any original documents or prototypes.** WIN will destroy or retain all materials at its discretion. Non-returnable samples are welcome.*

(Please describe your invention in both a technical and non-technical manner. Use the space below for non-technical description; attach technical description on separate page.)

INVENTOR'S SERVICES PROGRAM
WIN INNOVATION CENTER
INNOVATIVE PRODUCT TECHNOLOGIES

**DISCLOSURE STATEMENT
(WAL-MART INNOVATION NETWORK)
CONFIDENTIAL DISCLOSURE AGREEMENT**

Enclosed is a description of my idea and other materials for registration with the **Wal-Mart Innovation Network (WIN)** and **PIES-VIII Inventors Services Program (ISP)**. I understand you will send me your evaluation of the potential of my idea. I understand:

1. The information which I am sending you is **A.** a trade secret or **B.** commercial or financial information that is privileged or confidential and as such qualifies for exception from the Freedom of Information Act under 5USC552(b)(4).
2. In keeping with 1. above, **WIN, I² and ISP** will keep my disclosure confidential for a period of 5 years. This restriction shall not apply with respect to information which (a) is already available to the public; (b) becomes available to the public through no fault of WIN, I² or ISP, their offices, agents or employees; (c) is already known to WIN, I² or ISP as shown by written records in the possession of WIN, I² or ISP at the time the confidential information was received by WIN, I² and ISP.
3. WIN and its agents hereby agrees, covenants and contracts not to use, sell, or disclose in any manner or utilize for profitable gain, the suggestion, invention and/or idea hereby disclosed by the below-named inventor unless prior written permission is obtained from the person(s) signing this disclosure.
4. This information is submitted for the sole purpose of obtaining a commercial feasibility evaluation of my idea/invention. I understand that this evaluation will be based not only on the design merits of my idea but will also consider such factors as barriers to market entry, past and present alternative products, published and unpublished prior art, nature of competitive forces, market demand and market structure.
5. Materials and samples submitted herewith or in the future in connection with my idea/invention/new product may be retained or destroyed by WIN/ISP at their discretion. I have not supplied any original documents or one-of-a-kind prototypes and I give permission to WIN/ISP to retain or destroy any or all of the materials/samples supplied by me. Check here if samples may be given to charity _____.
6. I understand only a very small percentage of inventions and new product ideas eventually become successful commercial ventures and that commercial evaluations/assessments, like patent searches, are necessary to reduce the risk of investing in unprofitable ventures. Accordingly, I desire a PIES-VIII Evaluation. I understand that less than one in five inventions/ideas submitted to WIN receive a positive evaluation. I further understand that a positive evaluation is necessary for further WIN assistance, which is provided at the option of the WIN Program. I understand that WIN, as per the instructions of Wal-Mart Stores, Inc. will use its best judgement and prior knowledge of Wal-Mart's merchandising philosophies in making referrals to Wal-Mart. WIN, at its option, may also refer me to other firms based on their merchandising strategies and needs.

*YOUR CHECK MUST ACCOMPANY YOUR EVALUATION REQUEST. Sorry, we cannot cash checks made payable to WIN or Wal-Mart. **Please make checks payable to IPT, Inc.². Thank You.***

7. **I UNDERSTAND THE FEE FOR A PRELIMINARY INNOVATION EVALUATION IS \$275.00 in the United States and \$295 elsewhere (the additional \$20 is to cover added postage costs). All checks drawn on non-U.S. banks must be in U.S. dollars.** Please enclose your check made payable to your designated evaluation agent. If you live in Missouri, make your check out to the Inventor's Services Program. Elsewhere, make checks payable to the Innovation Institute. **DO NOT MAKE CHECKS OUT TO WAL-MART OR THE WAL-MART INNOVATION NETWORK (WIN).** **YOUR CHECK MUST ACCOMPANY YOUR EVALUATION REQUEST, YOUR EVALUATION WILL NOT PROCEED WITHOUT IT.**

The Name of my idea is: _____

I have carefully read this and the enclosed Registration form and understand their contents.

_____ (signature) _____ (please print or type your name here)

DISCLOSURE STATEMENT

(Keep this page for your records)

The Wal-Mart Innovation Network (WIN) is not an invention development/marketing service and, to the best of our knowledge, is not required under any state law to file a disclosure statement. However, since we encourage inventors to obtain disclosure statements from all those they do business with, we voluntarily make this disclosure:

WIN services are limited to providing inventors with a commercial feasibility analysis (evaluation) of their invention or new product idea. WIN does not provide research services for its clients, and it does not develop or market inventions for its clients. The responsibility for development, licensing or commercialization is solely that of the inventor/innovator. We do, however, at our option, provide a no-cost referral service to members of the WIN Innovation Network and other sources of management and technical assistance.

During the period of 1991 to 1998, WIN provided preliminary evaluations of approximately 4500 inventions. A recent sample of 400 ideas/inventions/products evaluated by WIN (1/1/99 – 4/30/99) received the following recommendations:

- 28% Not Recommended
- 23% Very limited and cautious development
- 23% Limited and cautious development
- 05% Recommended with reservations
- 12% Recommended for other channels of distribution
- 08% Recommended for Wal-Mart review
- 01% Other

This sample contains a significant number of near market-ready products submitted by manufacturers which cause a positive bias in the data.

INVENTOR ALERT: State and federal investigations into abuses in the invention promotion industry continue. It appears that only about 1 in 1,000 inventors make a profit of \$1 (one dollar) or more when utilizing the services of invention promotion firms, but pay fees frequently as high as \$12,000. While there, seek out information about inventor organizations in your area and *Inventor's Digest*, a magazine for inventors.

No inventor has paid WIN or its sponsor more than the initial evaluation fee with the rare exception of money to cover return postage. Wal-Mart's sponsorship of, and participation in, this program is voluntary. Wal-Mart and its employees receive no compensation for participating in the WIN program; nor does anyone associated with WIN receive any compensation for referring inventors to other sources of assistance.

This disclosure is dated May, 1999.

MAILING INSTRUCTIONS WIN-AFFILIATE OFFICE LOCATION:

**INNOVATIVE PRODUCT TECHNOLOGIES, INC.
P.O. BOX 817
SANDPOINT, IDAHO 83864
USA**