

12-01-2000



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Form PTO-1595

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101533840

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To the Honorable Commissioner of Patents and Trademarks. Please record the attached original documents or copy thereof.

10/16/00

<p>1. Name of conveying party(ies):</p> <p>a) <u>John J. Rofrano</u> g) _____</p> <p>b) _____ h) _____</p> <p>c) _____ i) _____</p> <p>d) _____ j) _____</p> <p>e) _____ k) _____</p> <p>f) _____ l) _____</p> <p>More names attached? ___Y <u>x</u> N</p>	<p>2. Name and address of receiving party(ies):</p> <p>Name: INTERNATIONAL BUSINESS MACHINES CORPORATION</p> <p>Address: New Orchard Road Armonk, NY 10504</p> <p>More names attached? ___Y <u>x</u> N</p>
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3. Nature of Conveyance: x Assignment

4. Application number: \_\_\_\_\_ Filed: \_\_\_\_\_

Filed with new application: X yes \_\_\_ no

Execution date(s):

a) October 11, 2000 g) \_\_\_\_\_

b) \_\_\_\_\_ h) \_\_\_\_\_

c) \_\_\_\_\_ i) \_\_\_\_\_

d) \_\_\_\_\_ j) \_\_\_\_\_

e) \_\_\_\_\_ k) \_\_\_\_\_

f) \_\_\_\_\_ l) \_\_\_\_\_

Additional numbers attached? \_\_\_Y x N

9/688715

<p>5. Name and address of party to whom correspondence concerning document should be mailed:</p> <p>Name: <u>Deborah B. Crenshaw, Esq.</u></p> <p><u>CANTOR COLBURN LLP</u></p> <p><u>55 Griffin Road South</u></p> <p><u>Bloomfield, CT 06002</u></p>	<p>6. Total # of applications and patents involved: <u>01</u></p> <p>7. Total fee (37 CFR 3.41) \$ <u>40.00</u></p> <p>8. Charge to Deposit Account 09-0459.</p>
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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.

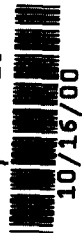
Deborah B. Crenshaw, Esq. Deborah B. Crenshaw October 16, 2000

Registration No. 41,689 Signature Date

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Express Mail Label No. (if applicable): EL 564089755US Docket No.: SOM920000011US1

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10/16/00

**A S S I G N M E N T**

Whereas, I

- (1) **John J. Rofrano** of 36 Oak Ridge Circle, Mahopac,  
County of Putnam and State of New York 10541,

have invented certain improvements in

**SYSTEM AND METHOD FOR AN ADAPTIVE SALES INTERVIEW SEARCH  
TECHNIQUE**

and executed a United States Patent Application therefor on


- (1) October 11, 2000.

Whereas, **INTERNATIONAL BUSINESS MACHINES CORPORATION**, a corporation of New York, having a place of business at Armonk, New York, 10504, (hereinafter called IBM), desires to acquire the entire right, title and interest in the said application and invention, and to any United States and foreign patents to be obtained therefor;

**A S S I G N M E N T** (Continued)

Now therefore, for a valuable consideration, receipt whereof is hereby acknowledged, I, the above named, hereby sell, assign and transfer to IBM, its successors and assigns, the entire right, title and interest in the said application and the invention therein disclosed for the United States and foreign countries, and all rights of priority resulting from the filing of said United States application, and I request the Commissioner of Patents to issue any Letters Patents granted upon the invention set forth in said application to IBM, its successors and assigns; and I hereby agree that IBM may apply for foreign Letters Patent on said invention and I will execute all papers necessary in connection with the United States and foreign applications when called upon to do so by IBM.

**SIGNED**

(1)  at Hawthorne, N.Y. on Oct 11, 2000  
John J. Rofrano