



(51) International Patent Classification:  
**G06Q 30/00** (2012.01)

(21) International Application Number:  
PCT/US2011/001461

(22) International Filing Date:  
19 August 2011 (19.08.2011)

(25) Filing Language: English

(26) Publication Language: English

(30) Priority Data:  
12/869,716 26 August 2010 (26.08.2010) US

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CA, CH, CL, CN, CO, CR, CU, CZ, DE, DK, DM, DO, DZ, EC, EE, EG, ES, FI, GB, GD, GE, GH, GM, GT, HN, HR, HU, ID, IL, IN, IS, JP, KE, KG, KM, KN, KP, KR, KZ, LA, LC, LK, LR, LS, LT, LU, LY, MA, MD, ME, MG, MK, MN, MW, MX, MY, MZ, NA, NG, NI, NO, NZ, OM, PE, PG, PH, PL, PT, QA, RO, RS, RU, SC, SD, SE, SG, SK, SL, SM, ST, SV, SY, TH, TJ, TM, TN, TR, TT, TZ, UA, UG, US, UZ, VC, VN, ZA, ZM, ZW.

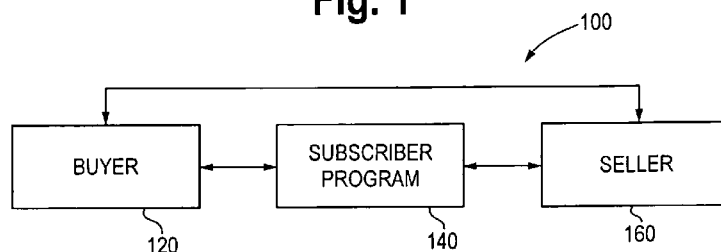
(84) Designated States (unless otherwise indicated, for every kind of regional protection available): ARIPO (BW, GH, GM, KE, LR, LS, MW, MZ, NA, SD, SL, SZ, TZ, UG, ZM, ZW), Eurasian (AM, AZ, BY, KG, KZ, MD, RU, TJ, TM), European (AL, AT, BE, BG, CH, CY, CZ, DE, DK, EE, ES, FI, FR, GB, GR, HR, HU, IE, IS, IT, LT, LU, LV, MC, MK, MT, NL, NO, PL, PT, RO, RS, SE, SI, SK, SM, TR), OAPI (BF, BJ, CF, CG, CI, CM, GA, GN, GQ, GW, ML, MR, NE, SN, TD, TG).

Published:

(81) Designated States (unless otherwise indicated, for every kind of national protection available): AE, AG, AL, AM, AO, AT, AU, AZ, BA, BB, BG, BH, BR, BW, BY, BZ, — without international search report and to be republished upon receipt of that report (Rule 48.2(g))

(54) Title: BUYER DRIVEN MARKET SYSTEM AND METHOD

Fig. 1



(57) Abstract: An electronic negotiation system is set forth. The system includes a first processor adapted to generate and send at least one unsolicited electronic offer from a registered buyer electronic device via a subscriber network device to at least one of a registered seller electronic device and a seller electronic device. The subscriber network device is adapted for operative communication with the first processor and at least one of the registered seller electronic device and the seller electronic device adapted to receive the unsolicited electronic offer. The first processor selectively incorporates screenshot information from a seller URL, which includes any data from the seller URL, in which the unsolicited electronic offer is selectively incorporated and sent to the seller electronic device, or the at least one unsolicited electronic offer is sent to the registered seller electronic device having registered user data stored in the data storage device.



## **BUYER DRIVEN MARKET SYSTEM AND METHOD**

### **BACKGROUND**

Early growth and expansion of the United States was greatly affected by the availability of goods. Goods could be found at stores and trading posts located in towns or along trails. Goods could be obtained by buying or trading valuables, such as gold, eggs, or livestock for a bit of flour and some cloth, a fur, tools, or any other available necessity.

As communication avenues have broadened due to advancements in technology, modern methods of selling goods can now include virtual stores setting up shop via an online store accessible through an internet connection. Many sellers, or vendors, are exploring effective ways to sell goods via the internet.

Such advances can permit, for example, internet selling where pre-selected buyers can ask for a quote from vendors by generating an request for quote and receiving vendor quotes in response to the request for quote.

One such system is discussed, for example, in US Patent No. 7,043,457 B1 to Hansen, which discusses a method and system for managing and evaluating commodities purchasing over a network of distributed computing devices. In one embodiment, the method allows a plurality of buyers to generate one request for quote and, response to the request for quote, receive a quote from plurality of vendors. The system provides a price normalization routine that allows buyers to evaluate and compare a normalized price for commodity products having different evaluation

parameters. In an arrangement comprising a plurality of computers connected to a network said plurality of computers including at least one server, at least one buyer client computer and a plurality of seller client computers, the method for providing commodities exchange services first provides a web-based browsable display describing at least one commodities exchange service. The system then receives at least one request for quote from the buyer. The system then receives at least one quote from different sellers, wherein each quote may have a different price and quantity listed. The system then compares to one or more selected metrics and normalizes the prices received from the different quotes, thus, allowing the buyer to readily compare the prices of a number of commodity items having inherently different values. In one embodiment, the system also provides a method for multi-value cross compilation of sales transactions, iterative quote information, and metric data for purposes of evaluation and strategy analysis.

Still other systems can provide a system where registered sellers can receive an offer for an item from a registered buyer according to specified rules.

For example, US Patent No. 5,794,207 to Walker discusses a method and apparatus for effectuating bilateral buyer-driven commerce. Prospective buyers of goods and services communicate a binding purchase offer globally to potential registered sellers, each seller having an assigned ID for maintaining anonymity for all transactions, for sellers conveniently to search for relevant buyer purchase offers, and for sellers potentially to bind a buyer to a contract based on the buyer's anonymous purchase offer. In a preferred embodiment, the apparatus includes a controller which receives binding purchase offers from prospective registered buyers. The controller

makes purchase offers available globally to potential registered sellers. Potential registered sellers then have the option to accept a purchase offer and thus bind the corresponding registered buyer to a contract.

However, limitations of trustworthiness, closed markets, and goods limitations impair the known systems from achieving a highly effective buyer driven commerce system.

### **SUMMARY OF THE INVENTION**

An electronic negotiation system is set forth. The system includes a first processor adapted to generate and send at least one unsolicited electronic offer from a registered buyer electronic device via a subscriber network device to at least one of a registered seller electronic device and a seller electronic device. The subscriber network device is adapted for operative communication with the first processor and at least one of the registered seller electronic device and the seller electronic device adapted to receive the unsolicited electronic offer.

The subscriber network device includes a data storage device for storing registered user data for each registered seller electronic device. The first processor selectively formulates screenshot information, wherein screenshot information refers to information that is visible on or associated with a seller URL, from a seller URL, in which the unsolicited electronic offer is selectively included and sent to the seller electronic device, or the at least one unsolicited electronic offer is sent to the registered seller electronic device having registered user data stored in the data storage device. Seller data is selectively added to the registered user data stored in the data storage device, and wherein an electronic negotiation is executed directly, using the first processor and

the registered seller electronic device via the subscriber network device.

### **BRIEF DESCRIPTION OF THE DRAWINGS**

Fig. 1 illustrates an exemplary embodiment of a system constructed in accordance with the principles herein.

Fig. 2 illustrates another embodiment of a system constructed in accordance with the principles herein.

Fig 3 illustrates yet another embodiment of a system constructed in accordance with the principles herein.

Fig. 4 illustrates still another embodiment of a system constructed in accordance with the principles herein.

Fig. 5 illustrates an exemplary flow chart describing an embodiment constructed in accordance with the principles herein.

Fig. 6 illustrates another an exemplary flow chart describing an embodiment constructed in accordance with the principles herein.

Fig. 7 illustrates a sample screen of an exemplary embodiment constructed in accordance with the principles herein.

Fig. 8 illustrates a list of an exemplary embodiment constructed in accordance with the principles herein.

Fig. 9 illustrates another embodiment of a list having incorporated response keys constructed in accordance with the principles of the present invention.

Fig. 10 illustrates yet another embodiment of a list having final offer price entries constructed in accordance with the principles herein.

Fig. 11 (a)-(s) illustrates exemplary steps (a)-(w) of one embodiment of a system constructed in accordance with the principles herein, wherein an unsolicited electronic offer includes incorporated information from a sellers webpage.

### **DETAILED DESCRIPTION**

In an embodiment, a system 100 constructed in accordance with the principles of the present invention is shown generally in Figure 1. The system includes a first processor 120. The first processor 120 can include any suitable processor for generating and sending data electronically, such as a computer, mobile phone, PDA, gaming device, or any other suitable device, adapted to generate at least one unsolicited electronic offer from a registered buyer via, for example, a subscriber network program 140, wherein the subscriber network program is operatively connected to a suitable electronic device, such as a server, or operatively connected to the first processor or other suitable device, to a seller device 160, such as a computer, mobile phone, PDA, gaming device or any other suitable device for receiving the at least one unsolicited electronic offer.

The term “unsolicited electronic offer”, as referred to herein, means an offer including items and terms created by the buyer for one or more registered or non registered online sellers for any items or services offered by the registered or nonregistered sellers, wherein the unsolicited electronic offer is sent using the subscriber network program discussed herein, and contains screenshot information, or information from the seller’s webpage ranging from, for example, as little as a word, inventory or SKU number, to an image, to as much as an image of a complete

webpage of the seller. The unsolicited electronic offer, formulated in accordance with the principles herein, thus opens the available goods to which a registered buyer can make an offer to all goods sold and offered by any online seller. Conceptually, the unsolicited electronic offer turns every online store from performing like a brick and mortar store to, via the unsolicited electronic offer, performing like a booth in a bazaar type online market, where every online store on the planet would now efficiently entertain and decide whether to register if not previously registered in order to respond to offers on their products, other than their listed retail price in their own, same as before, storefront.

The subscriber network program can also be adapted to block selected sellers who attempt to register to respond to an unsolicited electronic offer or to block transmission of an unsolicited electronic offer to selected seller addresses.

In an embodiment, a network subscriber device, such as a network server, is provided for updating and storing data for the network subscriber program. Stored information can then be updated and stored programs operatively connected to the first processor 120 can be selectively updated by connecting to the network server.

In another embodiment, the network subscriber program is stored in a network subscriber server, and all interactions between the first processor 120 and the seller device 160 take place through the network server. In yet another embodiment, encrypted algorithms are generated by at least one electronic device, such as the first processor 120 or the seller device 160, or a network subscriber server, for transmitting data between the first processor 120 and the seller device 160. Contact information for the first processor need not be conveyed within the unsolicited

electronic offer. Further, the network subscriber server can be any suitable server, and can accommodate programs other than the network subscriber program herein.

Further, a transaction portion of the subscriber program can take place, for example, utilizing “cloud computing” on the buyer or seller local computing device or mobile computing device such as an iPhone.

In accordance with the principles herein, the buyer market is expanded, while computation and processing costs are reduced in comparison to known systems, where all users, buyers and sellers, must pre-register in order to participate in the services of the system. Not only do sellers not have to be pre-registered, but also the system designed in accordance with the principles herein allows for the viral growth of registered sellers, wherein buyers have no need for knowing what sellers are registered and what sellers are not registered, and wherein non-registered sellers are invited to register based on the selection of the seller by registered buyers.

As illustrated in Figure 2, a system shown generally at 200 can include at least one of a registered seller electronic device 280 and a seller electronic device 260. A subscriber network device 240 is adapted to provide operative communication between a first processor, or buyer electronic device, 220 and the at least one of a registered seller electronic device 280 and a seller electronic device 260. The at least one of a registered seller electronic device 280 and a seller electronic device 260 is adapted to receive the unsolicited electronic offer from the first processor 220.

The system 200 can include an interactive database provided in the Subscriber Network 240 for providing steps for registering a buyer and/or seller electronic device with the Subscriber Network 240. The seller electronic device 260 can be registered,



for example, via the Subscriber Network 240 of the interactive database. Once registered, the registered seller electronic device 280 can submit an electronic acceptance or counteroffer to the registered buyer electronic device 220 via the Subscriber Network 240. Where the unsolicited electronic offer is sent, for example, directly from the first processor 220 to the seller electronic device 260, a copy of the unsolicited electronic offer can be generated by the first processor 220 and sent to the subscriber network 240.

As shown in Figure 3, yet another system shown generally at 300 can be constructed in accordance with the principles herein. The subscriber network device, or Selsbuyer Subscriber Network (SSN), 310 can include, for example, a data storage device, shown generally at 320 for storing registered user data, such as at least one of buyer profile data 330, seller profile data 340, transaction data 350, and guaranteed seller data 360 for each registered buyer electronic device 370, or registered seller electronic device 380. Any other suitable data, such as general terms of sale for a seller, can also be stored in the seller profile data 340.

A seller electronic device 390 can register with the SSN 310 in any suitable manner, such as by inputting data to the seller profile 340, or an indirect manner, such as, for example, by conveying the data via phone, fax or any other available means such that required registration data may be stored in Seller profile 340. The guaranteed seller data storage 360 provides a substantial improvement over known negotiation systems, where a seller is not necessarily subject to the jurisdiction of the courts in the buyer's home country. Providing a way of ensuring a level of trustworthiness of the seller offers a unique built-in buyer protection to deal with less well known sellers.

The guaranteed seller data storage 360 also overcomes jurisdictional problems recently faced in US Federal District Courts with internet companies subject to local jurisdiction, such as E-Bay™. The guaranteed seller data storage 360 can be operatively connected to or provided in the SSN 310. Further, the guaranteed seller data storage 360 can be operated by an independent vendor, such as an insurance company, secretary of state, chamber of commerce, local or national government, or other suitable business or organization.

Any suitable means for determining the trustworthiness of the seller can be employed. For example, the seller can be registered with a local chamber of commerce, insured, or as a client of a guarantor. The guarantor can include, for example, an independent vendor. The guaranteed seller data storage 360 can include seller data, a program for registering sellers, a seller database for a subscribed buyer's reference, or any other suitable data.

The buyer profile data 330 can include a number of parameters, such as number of successful transactions, number of previous transactions with a specific seller, number of offers made on a desired item, or any other useful buyer data parameter. The seller profile data 340 can include a number of parameters, such as successful transactions through the SSN 310, or any other suitable seller data parameter.

As illustrated in Figure 4, an embodiment shown generally at 400 can include either a buyer electronic device 410 operatively connected to a downloaded Selsbuyer application program operating within the buyer electronic device 410, or the Selsbuyer application program can be operated on a server or computer operatively connected to the buyer electronic device 410, as illustrated and discussed in detail

below with respect to Figure 5. The Selsbuyer application program can include an item database 420 stored in communication with the Selsbuyer application program, for storing shopping items or other data that is useful to a buyer in operating the Selsbuyer application program. Alternatively, item database 420 could be item data generated by a shopping search engine, such as NexTag, where items and seller information could be imported to the Selsbuyer application.

Additionally, the seller can operatively connect a seller item database 460 to the Selsbuyer application program for storing information such as invoice cost and inventory on hand, for items for sale, on which an offer may be received. This will be particularly helpful for the seller to process a completed transaction and fulfill the order.

In this embodiment, a signal incorporating an unsolicited electronic offer 440 can be transmitted directly from the buyer electronic device 410 to a seller electronic device 430, and the items for which the offer is being made can be selected from the item database 420. Alternatively, the buyer can shop offline using the item database 420, and submit an unsolicited electronic offer via SSN 450.

A method shown generally at 500 in Figure 5 can be provided. In a first step 505, a buyer can register with a subscriber network, such as a Selsbuyer Subscriber Network (SSN), such as, for example, by navigating to [www.selsbuyer.com](http://www.selsbuyer.com) and following the steps to register.

Alternatively, a registered buyer can sign, or log in, by navigating to, for example, [www.selsbuyer.com](http://www.selsbuyer.com), or by calling a phone number and entering a password. The buyer can then either shop online, as illustrated in step 510, or create a shopping list

through the SSN, shown at step 515. A buyer shopping online can then add one or more items to a shopping cart, or similarly functioning online shopping program, of a website, and select SSN extension to create an unsolicited electronic offer, or Selsbuyer, to the completed shopping cart at step 520, as described in further detail below.

In an embodiment, the seller can opt to have their online shopping program integrated with the Selsbuyer network, which would not require a browser extension, such as a PDF of the sellers online shopping program with selected items shown, to create the unsolicited electronic offer, and the unsolicited electronic offer can be submitted directly via a submit button or other similar button on the integrated online shopping program webpage.

Alternatively, the buyer can create a shopping list through, for example, a shopping list tab provided within or operatively connected to the SSN at step 515. The buyer can then enter an online address, or URL, of one or more sellers whom the buyer wants to transmit the list of items and offered price, as shown at step 525.

Once the buyer has completed step 520 or step 525, the SSN determines if, based on the seller URL, or other unique identifier of the seller, the seller is registered with the SSN, as shown at step 530. If the SSN determines that the seller is not registered, the SSN captures the base URL of the seller's website, and can add, for example, info@ to the base URL, or sales@ to the base of the URL, or any other suitable identifier for contacting the seller, as shown at step 535. The buyer can then confirm in step 540 that, for example, info@sellerURL.xyz, where x, y, and z are variables, appears to be a valid general email address for the seller at step 540. Next, the buyer

enters the value of their unsolicited electronic offer, or Selsbuyer, confirms, and submits to the SSN at step 545. The SSN then transmits the Selsbuyer to the seller at step 550. Once the seller receives the Selsbuyer, shown at step 555, he can choose to register with Selsbuyer, as shown at step 560 if he is not already registered. When he contacts the SSN, the SSN determines if the seller is registered or not, as shown at step 565. The seller can also end the process by not registering with the SSN, as shown at step 570.

If the seller is registered or registers, information can then be entered regarding the seller response to the Selsbuyer, as shown at step 575. For example, the seller can accept the complete offer or a portion of the complete offer, accept payment, process and fulfill the offer, as shown at step 580.

The SSN can then process a charge to, for example, the seller, the buyer, or an advertiser, or any other suitable party for facilitating the completed transaction, as shown at step 585.

The seller can take a number of alternative steps, such as making a counter offer 591, making a counter offer with alternative items 592, rejecting the offer 593, which terminates the offer, or ignoring the offer 594, in which case the offer will expire after a predetermined time period. Any time period can be chosen as the expiration time for an offer, and if so desired can be incorporated into the Selsbuyer program as a set default or a selectable parameter. If the seller chooses to make a counter offer, he must first register if he is not already registered. The seller can then make a counter offer or a counter offer with alternate items, then an email is generated at step 595 containing the seller's final offer and is sent to the buyer. The buyer then chooses at

step 596 to accept or reject the seller's counter offer 595. If an offer, made by the buyer or the seller, is ever rejected or terminates, notice will be sent to the offeror 597. If the seller accepts the buyers offer or if the buyer accepts the seller's counter offer 595, then the seller is paid at step 580, such as, for example, by a secured website, or any other suitable payment method, and a fee is charged for the completed transaction at 585. Otherwise, the counter offer terminates.

In another embodiment illustrated in Figure 6, a third party, such as an insurance company, governmental body, better business bureau, or any other suitable third party, including an operator for a Selsbuyer network, can guarantee the seller at step 620 if the seller has selected guaranteed seller designation at step 600 in the registration process and then registers at 610 as a guaranteed seller. This embodiment allows buyers to use Selsbuyer to purchase goods from less known or unknown sellers with an option to discriminate about the willingness of that type of seller to submit to local jurisdiction or to offer some reasonable recourse for a buyer in the event of a breach of terms or misrepresentation of the product of the seller. Whether the seller chooses to register as a guaranteed seller or not, the seller completes the registration process at step 610.

In yet another embodiment illustrated in Figure 7, the Selsbuyer program can include a seller admin screen, shown generally at 700. This screen allows the seller to accept a transaction at 710, reject a transaction at 720, or make a final offer at 730. Further, the seller can have a link to report information 740, such as buyer history, time period history, counter offer matrix, final offer matrix, and/or report annoying user, provided on the seller admin screen to assist his decision regarding the

transaction. Similarly, a buyer admin screen can be provided, and can include features such as the exemplary features shown on the seller admin screen 700, or any other suitable features to help facilitate the transaction.

In still another embodiment illustrated in Figure 8, a list including one or more items, shown generally at 800, can be created in accordance with the principles herein in either an online or an offline setting.

The list can include desired items selected from, for example, shopping items, services, hotels, rental car, flight, and the like. To facilitate an organized shopping experience, tabs, such as tabs 810-850 can be provided to keep the subject matter of the list sorted by selected general classes. The tabs 810-850 shown in Figure 8 are exemplary, and could be targeted to a specific market. For example, the program could be tailored for an auto parts purchaser, and the tabs could indicate various car manufacturers.

A buyer can type in or import seller URL's to submit an offer for one or more items indicated on the list. A buyer using an offline Selsbuyer program can then connect the program to a communication link, such as the internet, to transmit the shopping list Selsbuyer, or can connect to a communication link, such as the internet, to transmit the shopping list to a Selsbuyer network server device, or SSN.

In an embodiment, if a buyer makes an offer to several sellers, the transaction of at least one item will be completed when the buyer or first accepting seller accepts the offer on the one or more items.

As illustrated in another embodiment shown generally at 900 in Figure 9, the Selsbuyer program can generate response keys and embed them on a completed shopping list, such as the list illustrated in Figure 8, before transmitting to a seller. Examples of suitable embedded response keys can include, but are not limited to, for example, an accept key 910, a final offer key 920, an alternative key, for offering alternate products, 930, or any other suitable key, such as a partial acceptance key, or any other suitable key. As an alternative, these keys and similar response station as represented in Fig 9 may be accessed by the seller by logging into the seller admin screen and selecting at least one offer.

Figure 10 further illustrates how a completed seller counter offer might appear, where the seller has both made a counter offer to the buyer and altered the shopping list based on inventory or any other reason. Here, the seller has entered counter offer Data 1000 for the price of, for example, a pair of Sneaky Shorts™ and has crossed out the digital camera data from 1010, which adjusts the price at total data 1020.

As illustrated in Figure 11 (a), a buyer can visit a seller's website without registering or installing a system constructed in accordance with the principles herein. If the buyer chooses to install a system constructed in accordance with the principles herein, then, for example, in one embodiment of a system constructed in accordance with the principles herein, the browser at the website shown in Figure 11 (a) will include a Counter Offer button 1100, as illustrated in Figure 11(b), or any other suitable toolbar item or user interface to initiate the counter offer, such as, for example, a box, icon, dialogue box, or any other suitable visual button or pull down menu selection. Further, a button 1110 can be provided, or any other suitable box,



button, user interface or pull down menu, for generating an unsolicited electronic offer, such as, for example, the unsolicited electronic offer 1120 via the system herein. As illustrated in Figure 11(c), the unsolicited electronic offer 1120, can be sent to an unregistered seller by capturing, for example, the base URL of the site, and generating a message to at least one of general commonly used email addresses, for example, sales@the base URL or info@the base URL, as illustrated at 1130. Other methods of capturing seller contact information from the seller's website, by the buyer, or other trusted site for storing the information, can be utilized to generate the message. In this manner, an unregistered seller can receive a counter offer 1130 from a registered buyer. Similarly, a registered seller counter offer can be generated for a registered seller, such as offer 1140 including, for example, price, payment type, and shipping method, or any other suitable offer parameters, as shown in Figure 11(d).

A screen can then be presented offering editing options to confirm the information displayed in the counter offer 1140, as illustrated in Figure 11(e). The screen can include, for example, a suitable display box 1150, or icon, voice activated, text input confirmation, or any other suitable confirmation to confirm the counter offer submission. As illustrated in Figure 11(f), an email, text message, or other suitable message, such as, for example, email 1160 can then be generated to transmit the unsolicited electronic offer 1140, and can set forth information, such as, for example, a transaction ID, counter offer price, and links to respond to the unsolicited electronic offer 1140. The unsolicited electronic offer 1140 can include information, referred to herein as screenshot information, from the seller's website, such as, for example, an inventory number, item name, item graphic or picture, or even an entire screenshot of

the seller's webpage as illustrated, for example, with a screenshot 1170 (a) and (b), shown in Figures 11(g) and 11(h), incorporated in, for example, the unsolicited electronic offer 1140, as shown in Figure 11(i) at 1170(c).

As illustrated in Figure 11(j), the network subscriber program, or Selsby, can include, for example, any suitable login screen 1180 and suitable registration links 1190. Once a registered seller is logged in, or if an unregistered seller, in one embodiment, a seller can register, by filling in a suitable form, such as form 1192 in Figure 11(k). Once registered, a suitable administration screen can be provided for a registered seller, such as, for example, a seller admin screen 1194 illustrated in Figure 11(l). In an embodiment, a seller can then counter with a final offer 1196, as shown in Figure 11(m), and confirm and submit the final offer using, for example, a submit final offer button 1198 as illustrated in Figure 11(n). The final offer 1196 can then be generated and sent to the buyer as illustrated, for example, in Figures 11(o), (p), and (q). A buyer can register, for example, as illustrated in Figure 11(r) prior to initiating a shopping and offer session. In an embodiment, the buyer can also be provided with a buyer admin screen 1199 as illustrated, for example, in Figure 11(s).

While this invention has been described in connection with the best mode presently contemplated by the inventor for carrying out his invention, the preferred embodiments described and shown are for purposes of illustration only, and are not to be construed as constituting any limitations of the invention. Modifications will be obvious to those skilled in the art, and all modifications that do not depart from the spirit of the invention are intended to be included within the scope of the appended claims. Those skilled in the art will appreciate that the conception upon which this disclosure is based,

may readily be utilized as a basis for the designing of other structures, methods and systems for carrying out the several purposes of the present invention. It is important, therefore, that the claims be regarded as including such equivalent constructions insofar as they do not depart from the spirit and scope of the present invention.

The invention resides not in any one of these features per se, but rather in the particular combinations of some or all of them herein disclosed and claimed and it is distinguished from the prior art in these particular combinations of some or all of its structures for the functions specified.

With respect to the above description then, it is to be realized that the optimum dimensional relationships for the parts of the invention, including variations in size, materials, shape, form, function and manner of operation, assembly and use, and all equivalent relationships to those illustrated in the drawings and described in the specification, that would be deemed readily apparent and obvious to one skilled in the art, are intended to be encompassed by the present invention.

Therefore, the foregoing is considered as illustrative only of the principles of the invention. Further, since numerous modifications and changes will readily occur to those skilled in the art, it is not desired to limit the invention to the exact construction and operation shown and described, and accordingly, all suitable modifications and equivalents may be resorted to, falling within the scope of the invention.

I claim:

1. An electronic negotiation system comprising:

a first processor adapted to generate and send at least one unsolicited electronic offer from a registered buyer electronic device via a subscriber network device to at least one of a registered seller electronic device and a seller electronic device, the subscriber network device adapted for operative communication with the first processor and at least one of the registered seller electronic device and the seller electronic device adapted to receive the unsolicited electronic offer; and

the subscriber network device including a data storage device for storing registered user data for each registered seller electronic device;

wherein the first processor selectively incorporates screenshot information from a seller URL in which the unsolicited electronic offer is selectively incorporated and sent to the seller electronic device, or the at least one unsolicited electronic offer is sent to the registered seller electronic device having registered user data stored in the data storage device; and

wherein seller data is selectively added to the registered user data stored in the data storage device, and wherein an electronic negotiation is executed directly, using the first processor and the registered seller electronic device via the subscriber network device.

2. A system as claimed in claim 1, wherein the unsolicited electronic offer includes a contingent offer list having one or more items for which an offer is being made and one or more seller addresses, wherein each seller address can be hidden from any other seller URL's, and wherein the first seller to complete a negotiation cycle with the buyer completes the transaction and or all other offers are terminated.

3. A system as claimed in claim 1, wherein the subscriber network device is operatively coupled to an electronic payment gateway.

4. A system as claimed in claim 3, wherein the subscriber network device stores line item data from the electronic payment gateway to establish an integrated site.

5. A system as claimed in claim 4, wherein the subscriber network device deletes registered user data from the data storage device for nonguaranteed sellers and for non-renewed sellers.

6. A system as claimed in claim 1, wherein the processor is provided in the subscriber network device, and wherein the unsolicited electronic offer is generated based on at least one of voice and data input from a registered buyer having registered user data stored in the data storage device.

7. A system as claimed in claim 1, wherein an application is downloaded into the first processor from the subscriber network device to facilitate communication between the first processor and the subscriber network device.

8. A system as claimed in claim 7, wherein the registered seller electronic device is at least one of verified and guaranteed by a trustworthy seller subscriber network device.

9. A system as claimed in claim 1, wherein an agreed upon price contained in an electronic final offer includes all terms, stated conditions, fees, taxes, and shipping charges, and wherein the final offer is generated during the electronic negotiation executed directly, between the first processor and the registered seller electronic device via the subscriber network device.

10. A system as claimed in claim 1, wherein the screenshot information is an image file generated at the seller URL.

11. A method for generating and storing a fair market value (FMV) for a good through a buyer subscription program in a subscriber network device using the electronic negotiation system of claim 1, comprising the steps of:

- a) gathering information from an electronic payment gateway, the electronic payment gateway operatively connected to a subscriber network device;

- b) indexing and storing the information in a sales data storage device of the subscriber network device;
- c) generating a fair market value for each item in the line item sales information using an application in operative communication with the subscriber network device; and
- d) storing the fair market value for the line item in the sales data storage device.

12. A method as claimed in claim 11, further comprising the step of retrieving the fair market value for the line item by a registered buyer or seller device.

13. A method as claimed in claim 12, further comprising the step of generating a counter offer to an unsolicited electronic offer based on the fair market value.

14. A system comprising:

a first processor adapted to generate and send an unsolicited electronic offer based on a shopping list generated by a registered buyer electronic device via a subscriber network device to a registered seller electronic device, the subscriber network device adapted for operative communication with the first processor and the registered seller electronic device adapted to receive the unsolicited electronic offer; and

the subscriber network device including a data storage device for storing registered user data for each registered seller electronic device;

wherein the first processor selectively formulates a screenshot from a seller URL in which the unsolicited electronic offer is selectively incorporated and sent to an unregistered seller electronic device, or the unsolicited electronic offer is sent to the registered seller electronic device having registered user data stored in the data storage device; and

wherein seller data is selectively added to the registered user data stored in the data storage device, and wherein an electronic negotiation is executed directly, using the first processor and the registered seller electronic device via the subscriber network device.

15. A system as claimed in claim 14, wherein the items in the shopping list are selected from the group consisting of shopping items and services.

16. A system as claimed in claim 15, wherein the subscriber network device is operatively connected to a price and offering search engine such as Nextag or Google Shopping..

17. A system as claimed in claim 16, wherein a subscriber browser extension is downloaded to the first processor.

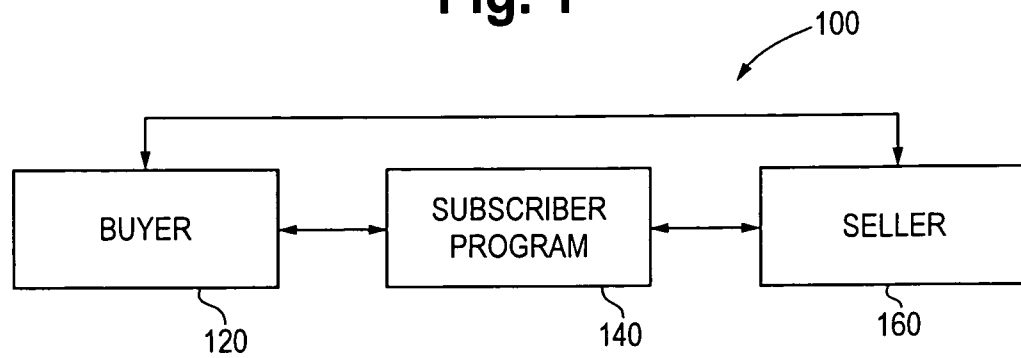
18. A system as claimed in claim 14, wherein each registered seller electronic device is guaranteed by a third party.



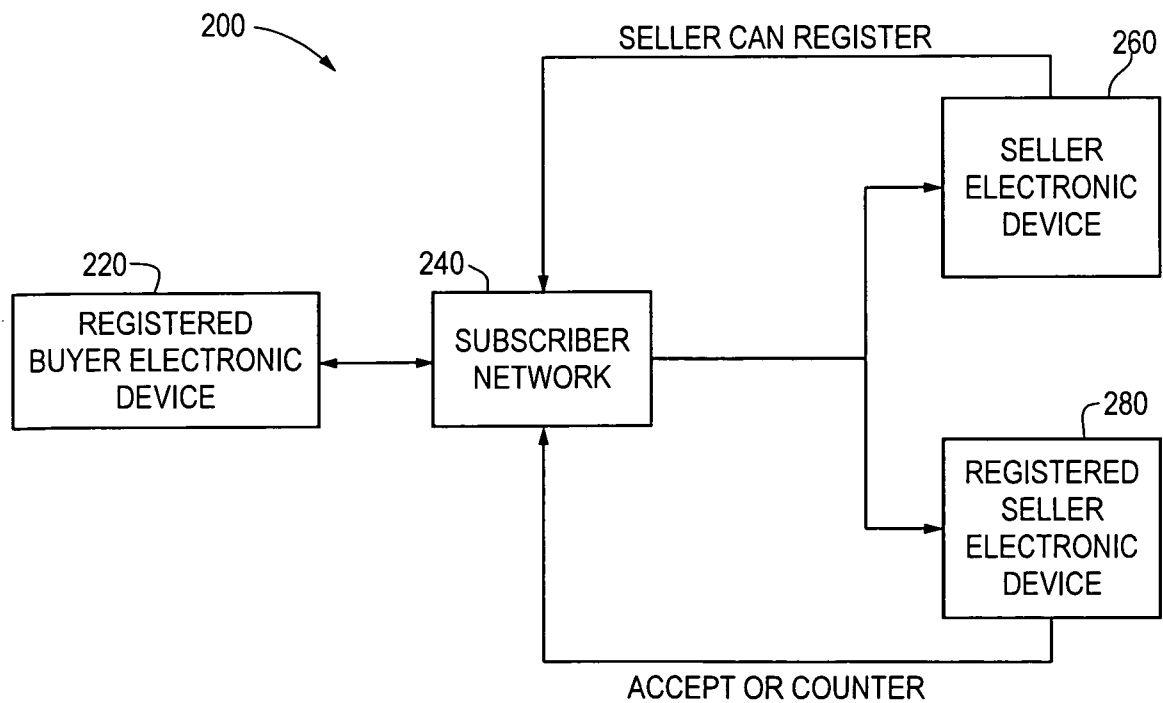
19. A system as claimed in claim 15, wherein each registered seller electronic device is designated as guaranteed in the data storage device.

20. A system as claimed in claim 14, wherein the registered seller electronic device returns a final electronic offer with at least one alternative item to at least one of the items on the shopping list.

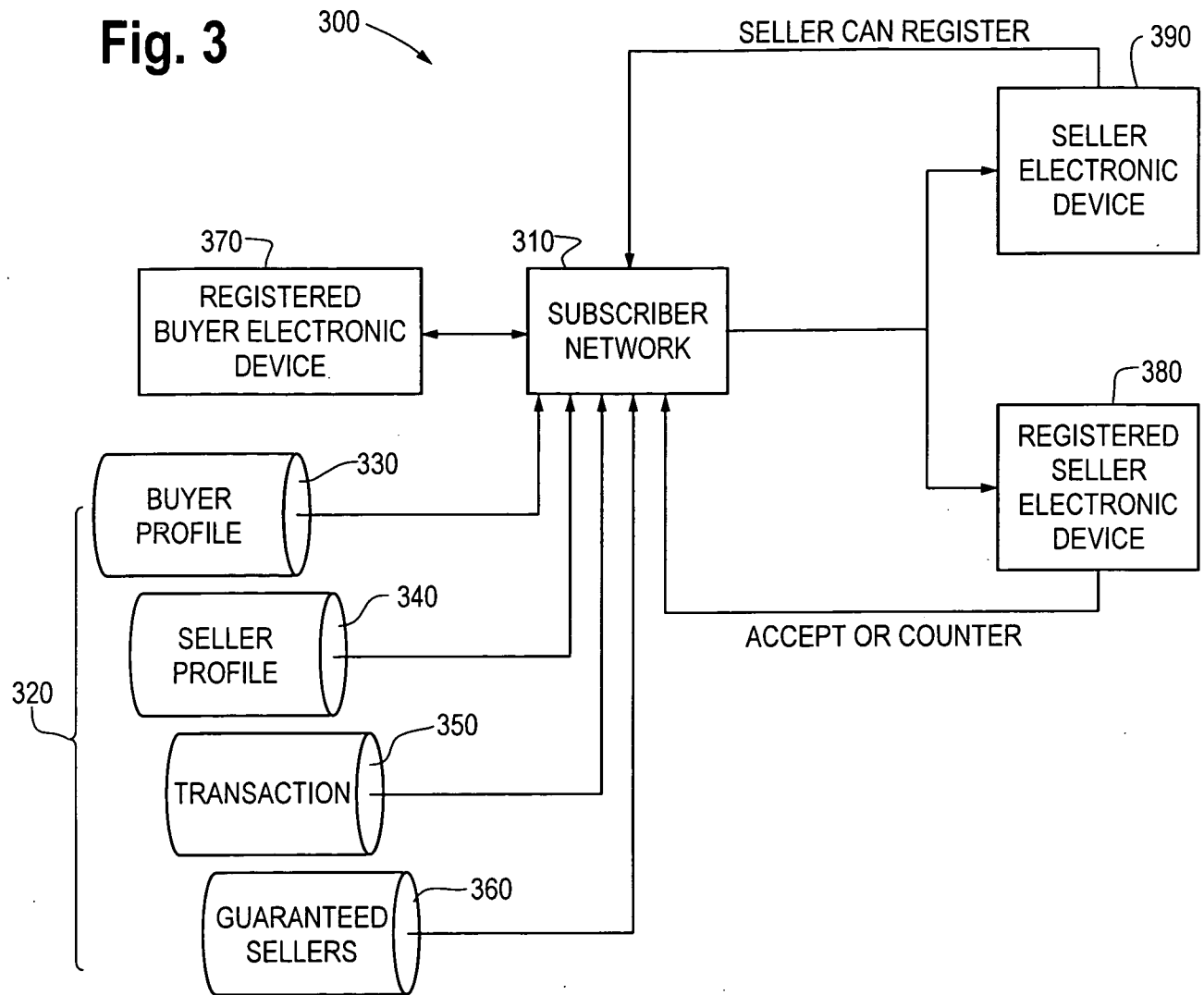
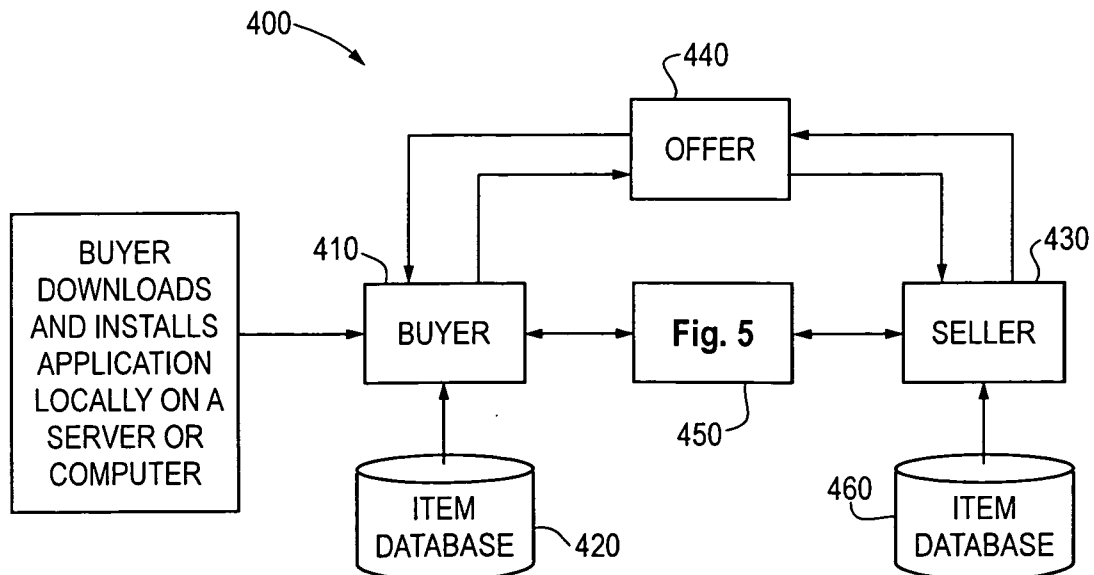
**Fig. 1**



### Fig. 2

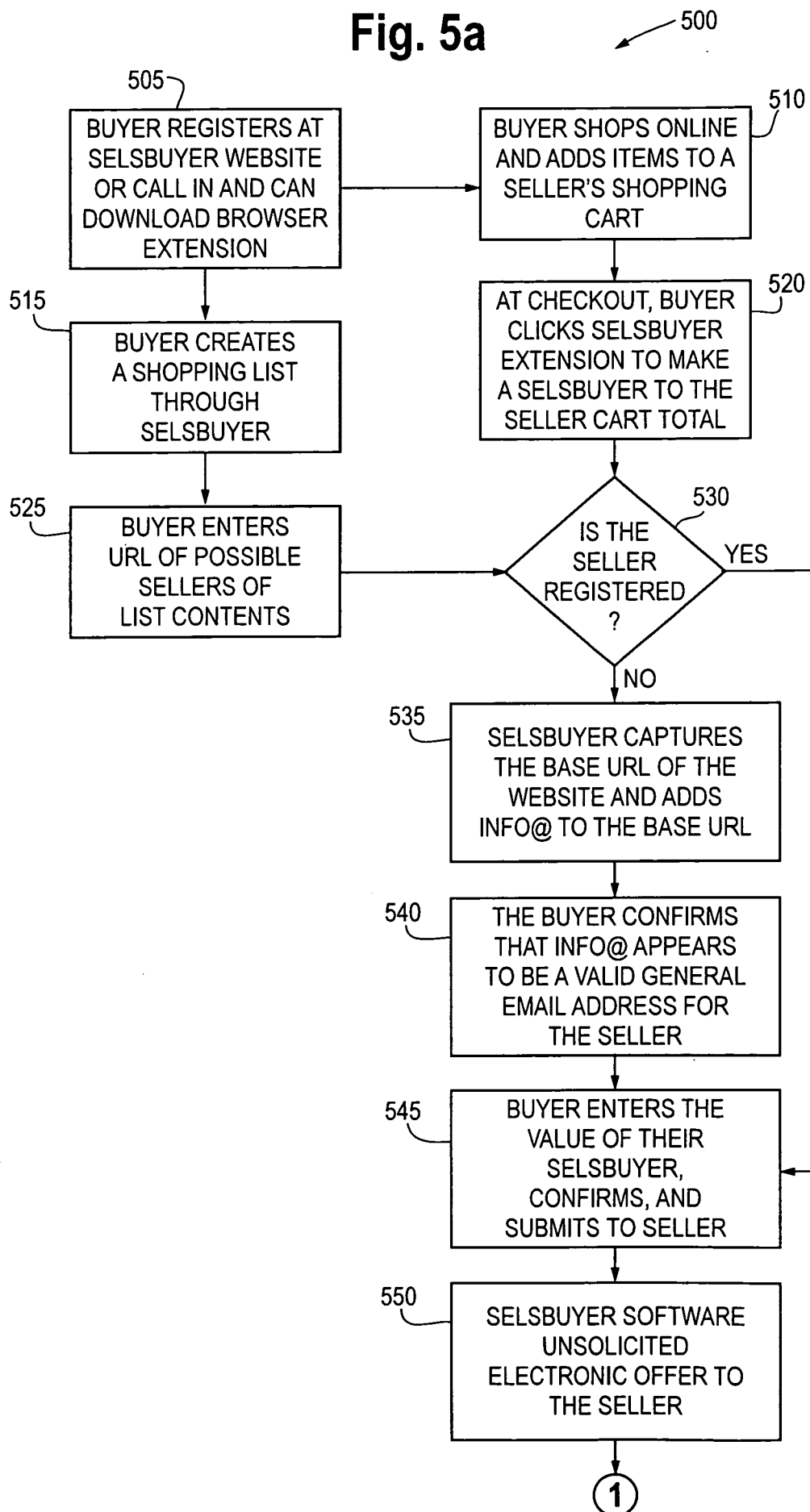


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**Fig. 3****Fig. 4**

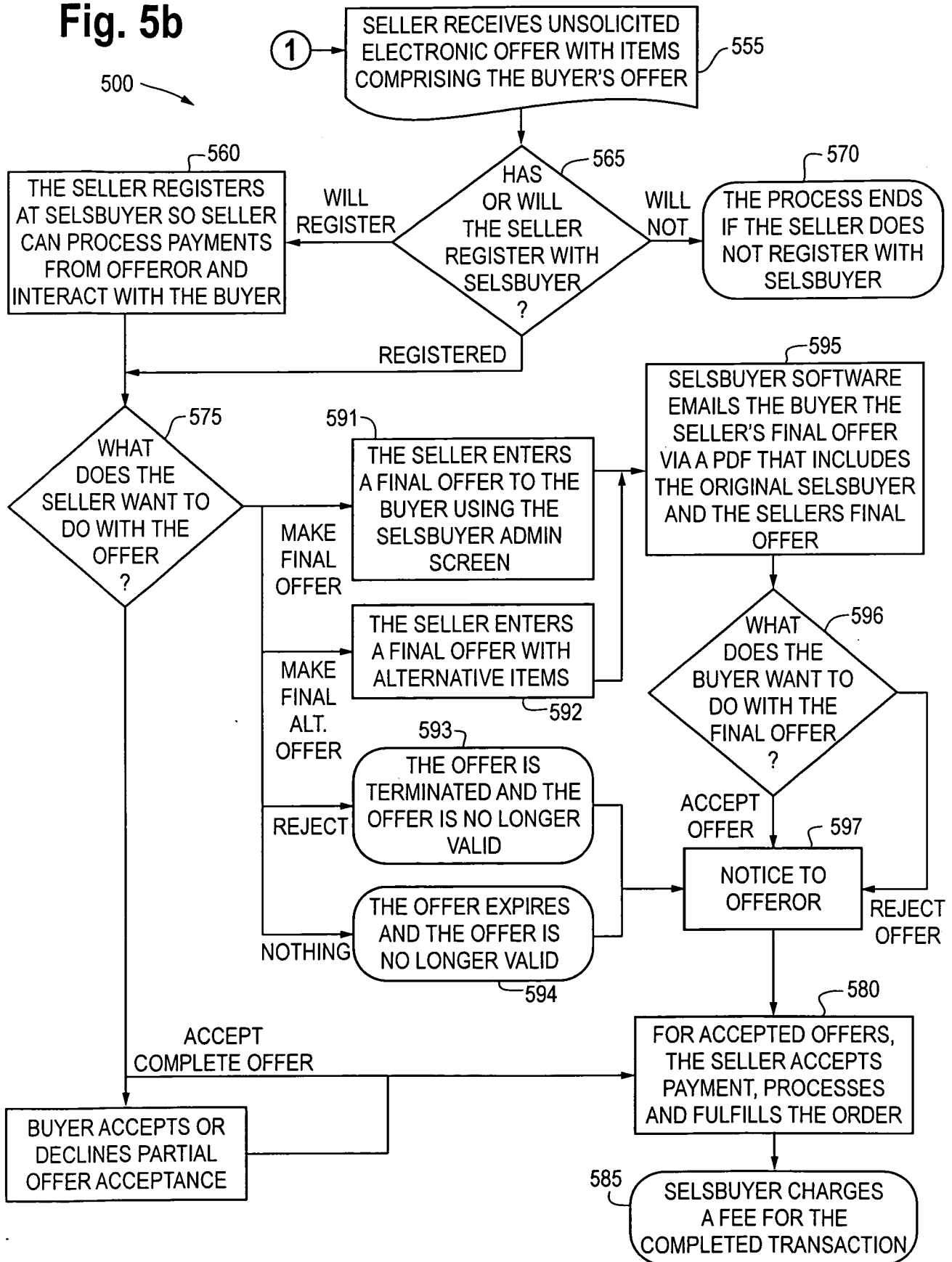
3/29

Fig. 5a



4/29

Fig. 5b



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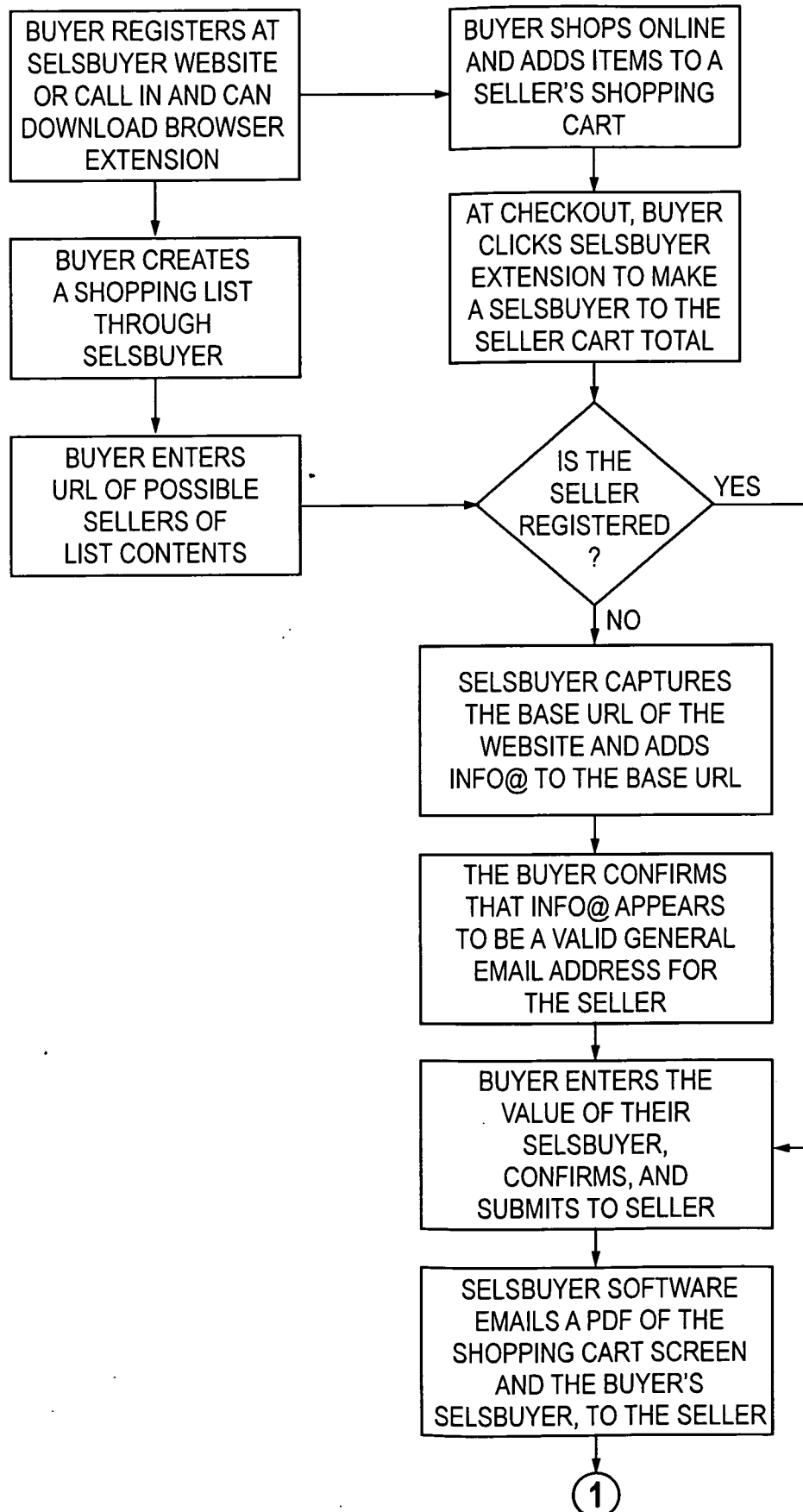
**Fig. 6a**

Fig. 6b

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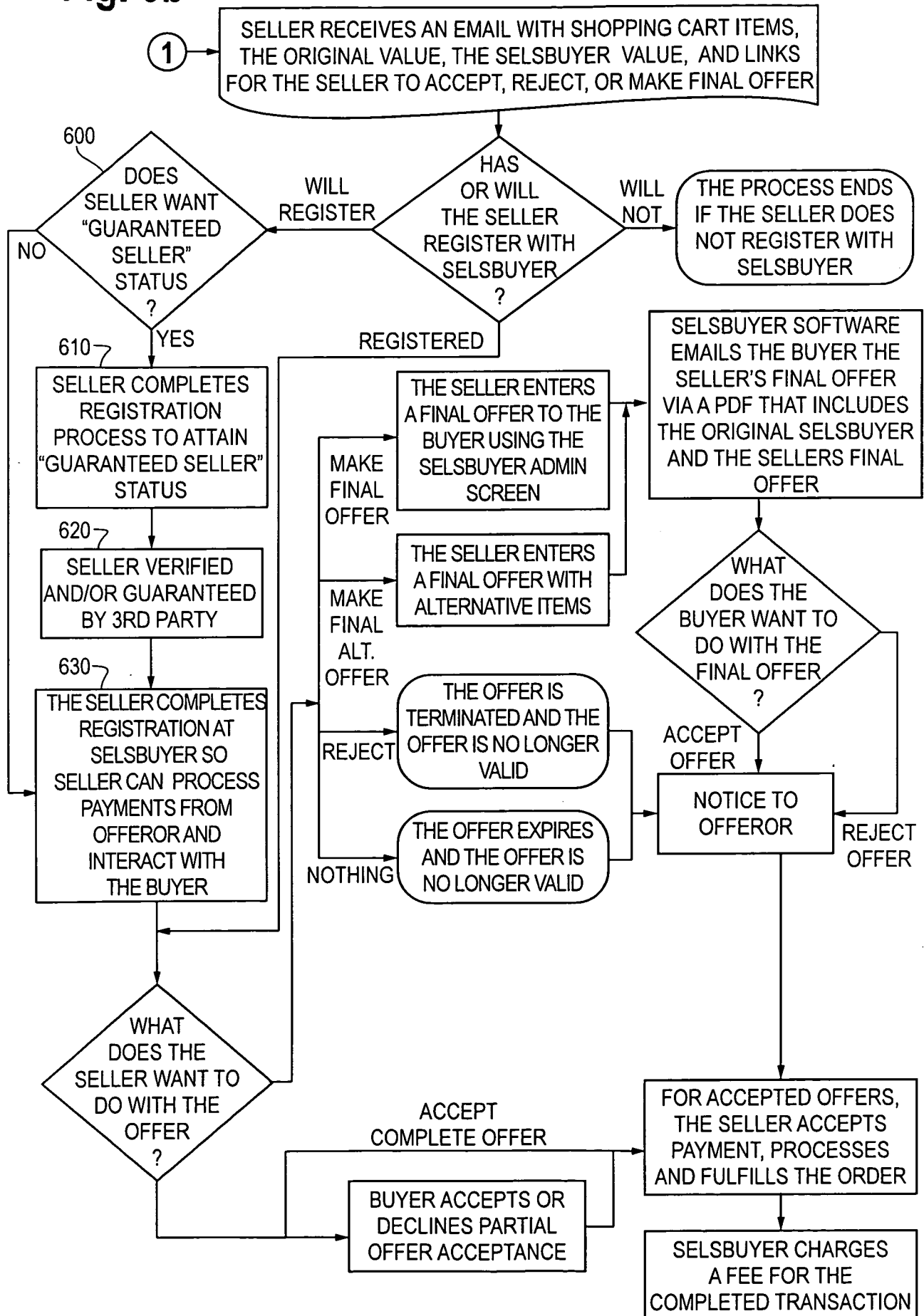


Fig. 7

700

Transaction Date	Buyer	Buyer Star Ranking	ID	Original Price	Counter Offer	Final Offer	Amount Received	Savings	Status	Expiration	Action	Receipt
10-Nov-08	Adam Selsby	4	87563322	\$ 165.00	\$ 145.00	\$ 155.00	\$ 155.00	\$ 10.00	Final Offer Made	12-Nov-08		PDF Here
9-Oct-08	Adam Selsby	4	29343423	\$ 200.00	\$ 180.00	N/A	\$ 180.00	\$ 20.00	Completed			PDF Here
29-Aug-08	Adam Selsby	4	83546532	\$ 500.00	\$ 200.00	N/A		N/A	Rejected			PDF Here
19-Aug-08	Adam Selsby	4	12435234	\$ 500.00	\$ 200.00	\$ 400.00	\$ 400.00	\$ 100.00	Completed			PDF Here
27-Jul-08	Adam Selsby	4	74253452	\$ 324.00	\$ 150.00	N/A		N/A	Rejected			PDF Here
18-Jul-08	Adam Selsby	4	32142134	\$ 90.00	\$ 75.00	N/A	\$ 75.00	\$ 15.00	Completed			PDF Here
9-Jun-08	Adam Selsby	4	45412524	\$ 200.00	\$ 175.00	N/A	\$ 175.00	\$ 25.00	Completed			PDF Here
29-Aug-08	John Prince	4	83546532	\$ 500.00	\$ 200.00	N/A		N/A	Rejected			PDF Here
19-Aug-08	Josh Selsby	4	12435234	\$ 500.00	\$ 200.00	\$ 400.00	\$ 400.00	\$ 100.00	Completed			PDF Here
9-Nov-08	Nancy Prince	4	74253452	\$ 324.00	\$ 300.00					12-Nov-08	Accept	PDF Here
18-Jul-08	Nancy Prince	4	32142134	\$ 90.00	\$ 75.00	N/A	\$ 75.00	\$ 15.00	Completed		Make Final Offer	PDF Here
9-Jun-08	Nancy Prince	4	45412524	\$ 200.00	\$ 175.00	N/A	\$ 175.00	\$ 25.00	Completed			PDF Here

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**Reports**

History by Buyer

History by Time Period

Counter Offer Matrix

Final Offer Matrix

Report Problem User

The Seller can click on "Accept" to bring up the Process Payment screen, which is a pipe directly to the seller's payment gateway or PayPal or Google Checkout.

The Seller can click "Reject" to terminate the transaction

The Seller can "Make Final Offer" and it will bring up the screen where the Seller enters the dollar value for the Final Offer

740



**Fig. 8**

Fig. 8

810 Shopping Services Hotel Rental Car Flight 820 830 840 850

Offer Price / Total Item Offer

Item Name	Manufacturer	Model #	Item Link	Quantity	Unit	Total Item Offer
Sneaky Shorts	Dr. Sneaky	DR1001	<a href="http://www.drs">http://www.drs</a>	2	\$ 15.00	\$ 30.00
Sony Cybershot HX1	Sony	HX1	<a href="http://www.dig">http://www.dig</a>	1	\$ 405.00	\$ 405.00
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -
						\$ -

Total Offer

\$ 435.00

Seller URLs:

[www.draneaky.com](http://www.draneaky.com)

[www.tailgatecentral.com](http://www.tailgatecentral.com)

Submit

9/29

**Fig. 9**

Fig. 9

900

910      920      930

Shopping	Services	Hotel	Rental Car	Flight
----------	----------	-------	------------	--------

Offer Price / Total Item  
Unit Offer

Sneaky Shorts	Dr. Sneaky	DR1001			2	\$	15.00	\$	30.00
Sony Cybershot HX1	Sony	HX1	<a href="http://www.dig">http://www.dig</a>		1	\$	405.00	\$	405.00
								\$	-
								\$	-
								\$	-
								\$	-
								\$	-
								\$	-
								\$	-
								\$	-
								\$	-
								\$	-
								\$	-

Accept	Final	Alternative
Accept	Final	Alternative

If Alternative is selected, the Seller will input a link to the Alt. product on their site and enter the Final Offer price.

Total Offer

\$	435.00	
Accept	Final	Alternative

Seller URLs:

<a href="http://www.dr sneaky.com">www.dr sneaky.com</a>
<a href="http://www.tailgatecentral.com">www.tailgatecentral.com</a>

Submit
--------

10/29

**Fig. 10**

[illegible]

11/29

Fig. 11a

<http://www.dr.sneaky.com/cart/shop/showcar.asp?itemid=31&task=addnew&qty=1&afflink=>

[Customize Links](#)
[Free Hotmail](#)
[Windows Marketplace](#)
[Windows Media](#)
[Windows](#)

[Home](#)
[Contact Us](#)
[Dr. Sneaky's](#)
[Featured Products](#)

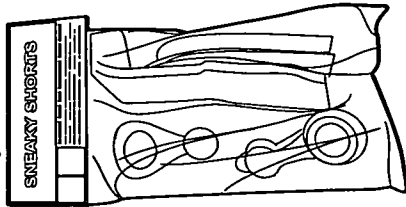
# Normal Browser

[Keywords:](#)
[Find](#)
[Order Status](#)
[Shopping Cart](#)
[Wishlist](#)

[Featured Items](#)
[Shopping Cart](#)

## Welcome to Dr. Sneaky: Home of Everything Awesome

### Sneaky Shorts



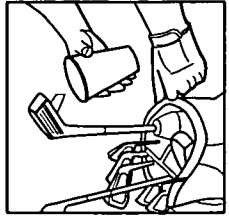
SNEAKY SHORTS will keep you hydrated where you want, when you want. Fully concealable bladders hold about 24 oz of your favorite beverage!

[Add to Cart](#)
[More Info](#)

**\$19.99**

[Backorder](#)

### Kooler Klub



Manually operated Kooler Klub Pours like a keg, looks like a club. The must have for golfers who

Item Name/Item #	Quantity	Price/ea.	Extended
Sneaky Shorts dr10001	<input type="text" value="3"/>	\$19.99	\$59.97
<a href="#">Update</a> <a href="#">Remove</a>			
Kooler Klub KoolerKlub	<input type="text" value="1"/>	\$49.99	\$49.99
<a href="#">Update</a> <a href="#">Remove</a>			
Beer Helps Men G-1066	<input type="text" value="1"/>	\$28.00	\$28.00
<a href="#">Update</a> <a href="#">Remove</a>			
Chianti Wine L-6432	<input type="text" value="1"/>	\$32.00	\$32.00
<a href="#">Update</a> <a href="#">Remove</a>			

Discounts/Coupons

Discounts Code:  [Apply](#)

Gift Certificate

Gift Certificate Code:  [Apply](#)

Sub Total: 169.96

Order Total: \$169.96

Total Items: 4

[CHECKOUT](#)

**Fig. 11b**

<http://www.drsnakey.com/cart/shop/showcar.asp?itemid=31&task=addnew&qty=1&afflink=>

Customize Links
☐
Free Hotmail
☐
Windows Marketplace
☒
Windows Media
☐
Windows

Counter Offer

Keywords:

Featured Items:

Welcome to Dr. Snakey: Home of Everything Awesome

Home

Contact Us

Dr. Visits

Featured Products

Sneaky Shorts

Kooler Klub

Beer Helps Men

Chianti Wine

Shopping Cart

Winners

Browser with Counter Offer Installed

Sneaky Shorts

**SNEAKY SHORTS**

SNEAKY SHORTS will keep you hydrated where you want, when you want. Fully concealable bladders hold about 24 oz of your favorite beverage!

Backorder

\$19.99

Mom Info

Kooler Klub

Manually operated Kooler Klub Pours like a keg, looks like a club The must have for golfers who

Item Name/Item #	Quantity	Price/ea.	Extended
Sneaky Shorts dr10001	3	\$19.99	\$59.97
Kooler Klub KoolerKlub	1	\$49.99	\$49.99
Beer Helps Men G-1066	1	\$28.00	\$28.00
Chianti Wine L-6432	1	\$32.00	\$32.00

Discounts/Coupons  
Discounts Code:

Gift Certificate  
Gift Certificate Code:

---

Sub Total: 169.96  
Order Total: \$169.96  
Total Items: 4

Counter Offer

Checkout

<http://www.dr sneaky.com/cart/shop/showcar.asp?itemid=31&task=addnew&qty=1&afflink=>

Customize Links
☐
Free Hotmail
☐
Windows Marketplace
☒
Windows Media
☐
Windows
☐
Counter Offer

Counter Offer  
with unregistered seller

Welcome to Dr. Sneaky: Home of Everything Awesome

Keywords
Find

Featured Items
Shopping Cart

Home
Contact Us
Dr Visits
Featured Products

Order Status
Shopping Cart
Wishlist

Sneaky Shorts

SNEAKY SHORTS

Item Name/Item #	Quantity	Price/ea.	Extended
<b>SNEAKY SHORTS</b>	3	\$19.99	\$59.97
	1	\$49.99	\$49.99
	1	\$28.00	\$28.00
	1	\$32.00	\$32.00

Sub Total: 169.96  
Order Total: \$169.96  
Total Items: 4

[WWW.SELSBY.COM](#)  
**COUNTER OFFER**

New Seller  
[www.dr sneaky.com](http://www.dr sneaky.com)  
info@dr sneaky.com  
11/10/08 12:00PM  
Adam Selsby  
4004 N. Clarendon, #2 Chicago, IL 60613  
Edit

Original Price: \$ 169.96  
Counter Offer: \$ 145.00  
Offer Expiration: 12:00 AM Wednesday, November 12, 2008  
Payment Type: PayPal  
Shipping Method: UPS, FedEx or DHL Ground  
Notes:

Confirm

Counter Offer

Manually operated Koder Klub  
Pours like a keg, looks like a club  
The must have for golfers who

1130-

14/29

Fig. 11d

[X](#) [Home](#) [http://www.dr sneaky.com/cart/shop/showcar.asp?itemid=31&task=addnew&qty=1&afflink=](#) [☆](#) [C](#) [Google](#)

---

[Customize Links](#) [Free Hotmail](#) [Windows Marketplace](#) [Windows Media](#) [Windows](#) [Counter Offer](#)

---

[Keywords](#) [Find](#) [Shopping Cart](#) [Featured Items](#) [Sneaky Shorts](#) [SNEAKY SHORTS](#) [Home](#) [Contact Us](#) [Dr. Visits](#) [Featured Products](#) [Order Status](#) [Shopping Cart](#) [Wish List](#)

---

**Welcome to Dr. Sneaky: Home of Everything Awesome**

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**Counter Offer with registered seller**

---

**WWW.SELSBY.COM**  
**COUNTER OFFER**

---

Seller Site: [www.dr sneaky.com](http://www.dr sneaky.com)  
 Seller Profile: [★★★★★](#)  
 Seller eMail: [info@dr sneaky.com](mailto:info@dr sneaky.com) [Detail](#)  
 Time: 11/10/08 12:00PM  
 Buyer: Adam Selsby  
 Ship To: 4004 N. Clarendon, #2 Chicago, IL 60613  
[Edit](#)

---

Original Price: \$ 169.96  
 Counter Offer: \$ 145.00  
 Offer Expiration: 12:00 AM Wednesday, November 12, 2008  
 Payment Type: PayPal  
 Shipping Method: UPS, FedEx or DHL Ground  
 Notes:

---

[Confirm](#)

---

Item Name/Item #	Quantity	Price/ea.	Extended
	<input type="text" value="3"/>	\$19.99	\$59.97
	<input type="text" value="1"/>	\$49.99	\$49.99
	<input type="text" value="1"/>	\$28.00	\$28.00
	<input type="text" value="1"/>	\$32.00	\$32.00
	<a href="#">Apply</a>		
	<a href="#">Apply</a>		

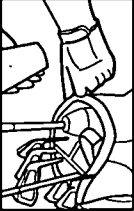
---

Sub Total: 169.96  
 Order Total: \$169.96  
 Total Items: 4

---

[Counter Offer](#)

---


 Manually operated Kooler Klub  
 Pours like a keg, looks like a club  
 The must have for golfers who

---

[Checkout](#)

1120a


1140





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Fig. 11f

<p>From: Adam Selsby [adam.selsby@tradingpartners.com]          To: Adam.selsby@drsneaky.com          Cc:          Subject: You have received a Counter Offer - Trans ID:8753322</p>	<p>Sent: Sat 10/18/2008 12:55 PM</p> <p>Dear Seller,</p> <p>You have received a <b>Counter Offer of \$145.00</b> for selected item(s) from your online store. As the Seller, you may Accept, Reject or make a Final Offer to the Buyer. To see the Buyer Profile and Items included in the Buyer's Counter Offer, please see the attached PDF receipt of the transaction.</p> <p><b>This Counter Offer expires:</b> November 12, 2008 at 12:00 AM ET.</p> <p>If you wish to Accept or make a Final Offer to the Buyer, your response must be received before the Counter Offer expires*.</p> <p>Registered SelsBy sellers may accept the offer and process the payment immediately, or make a Final Offer, which may only be accepted or rejected by the Buyer. To respond, please use the links at the end of the receipt or use the links below.</p> <p><u>Accept</u> - Go to SelsBy, please visit <a href="http://www.SelsBy.com">http://www.SelsBy.com</a>  <u>Final Offer</u> - Go to SelsBy.com to make a final offer to the Buyer  <u>Reject</u> - Terminate this transaction</p> <p>To learn more about Selsby, please visit <a href="http://www.SelsBy.com">http://www.SelsBy.com</a></p> <p>*If there is no response prior to the Offer Expiration Date, the transaction will be ended automatically.</p> <p>Transaction ID: 87563322</p>	<p> CounterOffer          Page...(6...)</p>
--	---	--

1160

1140


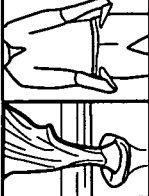
17/29

Fig. 11g

1170(a)

Dr. Sneaky- Home of Sneaky Shorts and everything else you need

http://www.drneaky.com/cart/shop/showcart.asp?itemid=31&task=add...

Dr. Sneaky spent 4 years getting his PHD in SNEAKING and is dedicated to bring you:

- The most fun concealable products on the market
- Unique stuff you never knew you needed
- Fun in a box, what ever you buy here will bring you a GOOD TIME!

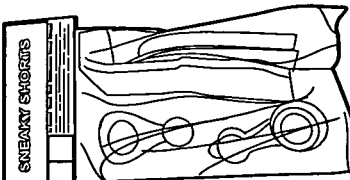
Home | Contact Us | Dr. Visits | Featured Products

Welcome to Dr. Sneaky: Home of Everything Awesome

Search:  Find

Featured Items:

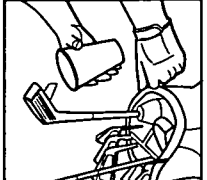
**Sneaky Shorts**



SNEAKY SHORTS will keep you hydrated where you want, when you want. Fully concealable bladders hold about 24 oz of your favorite beverage!

**\$19.99**

**Kooler Klub**



Item Name/Item #	Quantity	Price/ea.	Extended
Sneaky Shorts dr10001 <input type="button" value="Update"/> <input type="button" value="Remove"/>	<input type="text" value="3"/>	\$19.99	\$59.97
Kooler Klub KoolerKlub <input type="button" value="Update"/> <input type="button" value="Remove"/>	<input type="text" value="1"/>	\$49.99	\$49.99
Beer Helps Men G-1666 <input type="button" value="Update"/> <input type="button" value="Remove"/>	<input type="text" value="1"/>	\$28.00	\$28.00
Chianti Wine L-6432 <input type="button" value="Update"/> <input type="button" value="Remove"/>	<input type="text" value="1"/>	\$32.00	\$32.00

Discounts/Coupons  
Discounts Code:

Gift Certificate  
Gift Certificate Code:

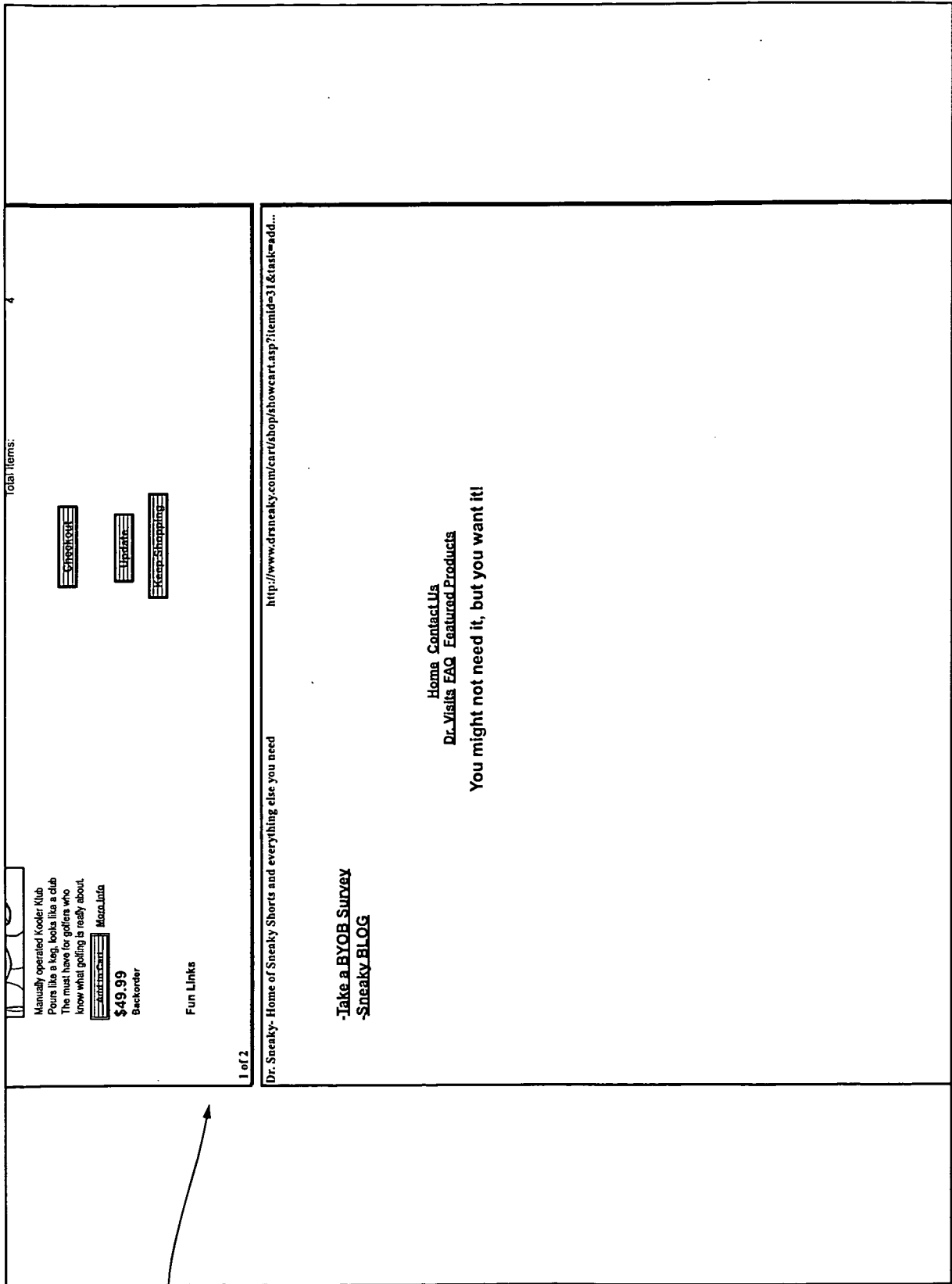
Sub Total: 169.96

Order Total: \$169.96

Total Items: 4

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Fig. 11h



19/29

Fig. 11i

1170(c)

COUNTER OFFER	
FROM BUYER: Adam Selsby	
THE FOLLOWING OFFER HAS BEEN MADE BY THE BUYER IDENTIFIED, FOR THE TOTAL VALUE OF THE ITEMS IDENTIFIED ABOVE, INCLUDING ANY AND ALL TAXES AND SHIPPING AND HANDLING CHARGES. YOU MUST RESPOND TO THE BUYER'S OFFER BEFORE THE EXPIRATION DATE OR IT WILL BE NULL AND VOID. USE THE LINKS BELOW TO RESPOND	
<div> <div> <a href="http://WWW.SELSBY.COM">WWW.SELSBY.COM</a> COUNTER OFFER </div> <div> Transaction ID: 87563322  Seller Website: <a href="http://www.dfsneaky.com">www.dfsneaky.com</a>  Buyer: Adam Selsby </div> <div> Date: Wednesday, November 12, 2008  Original Price: \$ 169.96  Counter Offer: \$ 145.00  Discount of Offer 14.7%  Offer Expiration: 12:00 AM Wednesday, November 12, 2008  Payment Type: PayPal  Shipping Method: UPS, FedEx or DHL Ground  Notes: </div> <div> Total \$ Purchased From Your Store \$ 385.00  Total Number of Completed Transactions With Seller 4  Total Number of Counter Offers Made To Seller: 5  Total Number of Counter Offers Accepted By Seller: 1  Total Number of Final Offers Made By Seller: 3  Total Number of Final Offers Accepted By Seller: 3  Most Recent Transaction: October 6, 2008  Buyer Profile: ★ ★ ★ ★ ★  Buyer eMail: <a href="mailto:aselsby@yahoo.co.uk">aselsby@yahoo.co.uk</a>  Ship To: 4004 N. Clarendon, #2 Chicago, IL 60613 </div> </div>	
<div> <div> <input type="button" value="Make Final Offer"/> </div> <div> <input type="button" value="Accept Offer"/> </div> <div> <input type="button" value="Reject Offer"/> </div> </div>	
<div> <div>Submit a final counter offer to the buyer that may only be accepted or rejected by the Buyer</div> <div>Accept this counter offer and proceed to accept payment and process order.</div> <div>Reject this counter offer and terminate this potential transaction.</div> </div>	

20/29

Fig. 11j

SelsBy


Yahoo! - Help

To start using Selsby today, register below:

Online Shoppers click here: **Buyer Registration**

Web Retailers click here: **Seller Registration**

Sign in toSelsBy

 Are you protected?  
Create your sign-in seal.  
(Why?)

Yahoo! ID:

Password:

☒ Keep me signed in  
for 2 weeks unless I sign out.  
[Uncheck if on a shared computer]

[Sign In](#)

Forget your ID or password? | Help

21/29

Fig. 11k

Registration of SelsBy - Seller - Admin

Website:

www.drsneaky.com

Admin eMail:

adam.selsby@drsneaky.com

Sign In

New Customer

Complete the form below if you are a new customer.

Email Address:

New Password:

Confirm New Password:

Billing Address:

Name:

Phone:

Street Address:

City:

State/Province:

Alabama

Zip/Postal Code:

Country:

United States

Continue

Shipping Address

Name:

Phone:

Street Address:

City:

State/Province:

Alabama

Zip/Postal Code:

Country:

United States

Continue

Credit Card Payment Gateway Info:

PayPal Detail:

Google Checkout Detail

Setup Users

1192

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Fig. 11I

1194

Transaction Date	Buyer	Buyer Star Ranking	ID	Original Price	Counter Offer	Final Offer	Amount Received	Savings	Status	Expiration	Action	Receipt
10-Nov-08	Adam Selsby	4	87563322	\$ 165.00	\$ 145.00	\$ 155.00	\$ 155.00	\$ 10.00	Final Offer Made	12-Nov-08		PDF Here
9-Oct-08	Adam Selsby	4	29343423	\$ 200.00	\$ 180.00	N/A	\$ 180.00	\$ 20.00	Completed			PDF Here
29-Aug-08	Adam Selsby	4	83546532	\$ 500.00	\$ 200.00	N/A		N/A	Rejected			PDF Here
19-Aug-08	Adam Selsby	4	12435234	\$ 500.00	\$ 200.00	\$ 400.00	\$ 400.00	\$ 100.00	Completed			PDF Here
27-Jul-08	Adam Selsby	4	74253452	\$ 324.00	\$ 150.00	N/A		N/A	Rejected			PDF Here
18-Jul-08	Adam Selsby	4	32142134	\$ 90.00	\$ 75.00	N/A	\$ 75.00	\$ 15.00	Completed			PDF Here
9-Jun-08	Adam Selsby	4	45412524	\$ 200.00	\$ 175.00	N/A	\$ 175.00	\$ 25.00	Completed			PDF Here
29-Aug-08	John Prince	4	83546532	\$ 500.00	\$ 200.00	N/A		N/A	Rejected			PDF Here
19-Aug-08	Josh Selsby	4	12435234	\$ 500.00	\$ 200.00	\$ 400.00	\$ 400.00	\$ 100.00	Completed			PDF Here
9-Nov-08	Nancy Prince	4	74253452	\$ 324.00	\$ 300.00				Accept	22-Nov-08	Make Final Offer	PDF Here
18-Jul-08	Nancy Prince	4	32142134	\$ 90.00	\$ 75.00	N/A	\$ 75.00	\$ 15.00	Completed			PDF Here
9-Jun-08	Nancy Prince	4	45412524	\$ 200.00	\$ 175.00	N/A	\$ 175.00	\$ 25.00	Completed			PDF Here

The Seller can click on "Accept" to bring up the Process Payment screen, which is a pipe directly to the seller's payment gateway or PayPal or Google Checkout.

The Seller can click "Reject" to terminate the transaction

The Seller can "Make Final Offer" and it will bring up the screen where the Seller enters the dollar value for the Final Offer

**Total Completed Transactions**

Total Original Price \$ 1,155.00

Total Received \$ 985.00

Total Discount \$ 170.00

Total Discount % 14.7%

**Reports**

[History by Buyer](#)

[History by Time Period](#)

[Counter Offer Matrix](#)

[Final Offer Matrix](#)

[Report Annoying User](#)

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Fig. 11m

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Transaction Date	Buyer	Buyer Star Ranking	ID	Original Price	Counter Offer	Final Offer	Amount Received	Savings	Status	Expiration	Action	Receipt
10-Nov-08	Adam Selsby	4	87563322	\$ 165.00	\$ 145.00	\$ 155.00	\$ 155.00	\$ 10.00	Final Offer Made	12-Nov-08		PDF Here
9-Oct-08	Adam Selsby	4	29343423	\$ 200.00	\$ 180.00	N/A	\$ 180.00	\$ 20.00	Completed			PDF Here
29-Aug-08	Adam Selsby	4	83546532	\$ 500.00	\$ 200.00	N/A		N/A	Rejected			PDF Here
19-Aug-08	Adam Selsby	4	12435234	\$ 500.00	\$ 200.00	\$ 400.00	\$ 400.00	\$ 100.00	Completed			PDF Here
27-Jul-08	Adam Selsby	4	74253452	\$ 324.00	\$ 150.00	N/A		N/A	Rejected			PDF Here
18-Jul-08	Adam Selsby	4	32142134	\$ 90.00	\$ 75.00	N/A	\$ 75.00	\$ 15.00	Completed			PDF Here
9-Jun-08	Adam Selsby	4										PDF Here
29-Aug-08	John Prince	4										PDF Here
19-Aug-08	Josh Selsby	4										PDF Here
9-Nov-08	Nancy Prince	4									Accept	PDF Here
18-Jul-08	Nancy Prince	4									Make Final Offer	PDF Here
9-Jun-08	Nancy Prince	4										PDF Here

Transaction ID: 87563322      Date: Tuesday, November 12, 2008

Seller Website: [www.dfsneaky.com](http://www.dfsneaky.com)

Buyer: Adam Selsby

Original Price: \$ 169.96

Counter Offer: \$ 145.00

Final Offer: \$ 155.00

Discount of Final Offer: 8.8%

Final Offer Expiration: 12:00 AM Friday, November 14, 2008

Payment Type: PayPal

Shipping Method: UPS, FedEx or DHL Ground

Notes:

**Confirm Final Offer**

**Total Completed Transactions**

Total Original Price

Total Received

Total Discount \$

Total Discount %

**Reports**

[History by Buyer](#)

[History by Time Period](#)

[Counter Offer Matrix](#)

[Final Offer Matrix](#)

[Report Annoying User](#)



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Fig. 11n

Transaction Date	Buyer	Buyer Star Ranking	ID	Original Price	Counter Offer	Final Offer	Amount Received	Savings	Status	Expiration	Action	Receipt
10-Nov-08	Adam Selsby	4	87563322	\$ 165.00	\$ 145.00	\$ 155.00	\$ 155.00	\$ 10.00	Final Offer Made	12-Nov-08		PDF Here
9-Oct-08	Adam Selsby	4	29343423	\$ 200.00	\$ 180.00	N/A	\$ 180.00	\$ 20.00	Completed			PDF Here
29-Aug-08	Adam Selsby	4	83546532	\$ 500.00	\$ 200.00	N/A		N/A	Rejected			PDF Here
19-Aug-08	Adam Selsby	4	12435234	\$ 500.00	\$ 200.00	\$ 400.00	\$ 400.00	\$ 100.00	Completed			PDF Here
27-Jul-08	Adam Selsby	4										PDF Here
18-Jul-08	Adam Selsby	4										PDF Here
9-Jun-08	Adam Selsby	4										PDF Here
29-Aug-08	John Prince	4										PDF Here
19-Aug-08	Josh Selsby	4										PDF Here
9-Nov-08	Nancy Prince	4										PDF Here
18-Jul-08	Nancy Prince	4									Accept	PDF Here
9-Jun-08	Nancy Prince	4									Make Final Offer	PDF Here
												PDF Here

Transaction ID: 87563322      Date: Tuesday, November 12, 2008

Seller Website: [www.drsneaky.com](http://www.drsneaky.com)

Buyer: Adam Selsby

Original Price: \$ 169.96

Counter Offer: \$ 145.00

Final Offer: \$ 155.00

Discount of Final Offer: 8.8%

Final Offer Expiration: 12:00 AM Friday, November 14, 2008

Payment Type: PayPal

Shipping Method: UPS, FedEx or DHL Ground

Notes:

[Submit Final Offer](#)

**Total Completed Transactions**

Total Original Price

Total Received

Total Discount \$

Total Discount %

**Reports**

[History by Buyer](#)

[History by Time Period](#)

[Counter Offer Matrix](#)

[Final Offer Matrix](#)

[Report Annoying User](#)

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Fig. 11o


<b>You have received a Final Offer - Trans ID: 87563322</b> <b>Adam Selsby &lt;adam.selsby@tradingpartners.com&gt;</b> To: aselsby@yahoo.co.uk  <b><u>Final Offer Page 1 to Buyer.pdf (699KB)</u></b>	<b>Standard Header ▼</b> <b>Saturday, October 18, 2008 2:47:12 PM</b>
<p>Dear Adam,</p> <p>You have received a <b>Final Offer of \$155.00</b> from <a href="http://www.drsneaky.com">www.drsneaky.com</a> . As the Buyer, you may Accept, or Reject this Final Offer. The items in your offer have not changed from your original Counter Offer. As a reminder, you may see the original items and Offer History on the attached PDF receipt of the transaction.</p> <p><b>This Final Offer expires: November 12, 2008 at 12:00AM ET.</b></p> <p>If you wish to Accept this Final Offer, your response must be received before the Final Offer expires* .</p> <p>To respond, please use the links embedded at the end of the receipt or use the links below.</p> <p><b>Accept-</b> Go to <a href="http://www.Selsby.com">Selsby.com</a> to process payment and complete transaction <b>Reject -</b> Terminate this transaction</p> <p>To learn more about SelsBy, please visit <a href="http://www.SelsBy.com">http://www.SelsBy.com</a></p> <p>*If there is no response prior to the Offer Expiration Date, the transaction will be ended automatically.</p>	

Fig. 11p

	<div><div><div><div><div>Total \$ Purchased From Your Store</div><div>Total Number of Completed Transactions With Seller</div><div>Total Number of Counter Offers Made To Seller:</div><div>Total Number of Counter Offers Accepted By Seller:</div><div>Total Number of Final Offers Made By Seller:</div><div>Total Number of Final Offers Accepted By Seller:</div><div>Most Recent Transaction:</div><div>Buyer Profile:</div><div>Buyer eMail:</div><div>Ship To:</div></div><div><div>\$</div><div>385.00</div><div>4</div><div>5</div><div>1</div><div>3</div><div>3</div><div>October 6, 2008</div><div>Detail</div></div><div><div>★★★★★</div><div>aselsby@yahoo.co.uk</div><div>4004 N. Clarendon, #2 Chicago, IL 60613</div></div></div></div></div>	
		<div>FINAL OFFER FROM SELLER: <a href="http://www.drsneaky.com">www.drsneaky.com</a></div>

Fig. 11q

THE ABOVE SELLER HAS REJECTED YOUR COUNTER OFFER ABOVE AND HAS MADE THE FOLLOWING FINAL OFFER TO THE IDENTIFIED BUYER ABOVE, FOR THE TOTAL VALUE OF THE ITEMS IDENTIFIED ABOVE, INCLUDING ANY AND ALL TAXES AND SHIPPING AND HANDLING CHARGES. YOU MUST RESPOND TO THE SELLER'S FINAL OFFER BEFORE THE EXPIRATION DATE OR IT WILL BE NULL AND VOID. USE THE LINKS BELOW TO RESPOND.

[WWW.SELSBY.COM](http://WWW.SELSBY.COM)

FINAL OFFER

Transaction ID: 87563322

Seller Website:

Buyer:

Date: Wednesday, November 12, 2008

Adam Selsby

[www.drsneaky.com](http://www.drsneaky.com)

Original Price: \$ ~~169.96~~

Counter Offer: \$ ~~145.00~~

Final Offer: \$ 155.00

Discount of Final Offer: 8.8%

Final Offer Expiration: Friday, November 14, 2008

Payment Type: PayPal

Shipping Method: UPS, FedEx or DHL Ground

Notes:

Total \$ Purchased From Your Store: \$ 385.00

Total Number of Completed Transactions With Seller: 4

Total Number of Counter Offers Made To Seller: 6

Total Number of Counter Offers Accepted By Seller: 1

Total Number of Final Offers Made By Seller: 4

Total Number of Final Offers Accepted By Seller: 3

Most Recent Completed Transaction: October 6, 2008

Seller Profile: Detail

Seller eMail: [info@drsneaky.com](mailto:info@drsneaky.com)

★ ★ ★ ★

Accept this counter offer and proceed to accept payment and process order.

Reject this counter offer and terminate this potential transaction.

Fig. 11r

Sign Up

New Customer

Complete the form below if you are a new customer.

Email Address:

New Password:

Confirm New Password:

Billing Address:

Name:

Phone:

Street Address:

City:

State/Province:

Alabama

Zip/Postal Code:

Country:

United States

Continue

Shipping Address

Name:

Phone:

Street Address:

City:

State/Province:

Alabama

Zip/Postal Code:

Country:

United States

Continue

Credit Card Payment Gateway Info:

PayPal Detail:

Google Checkout Detail

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Fig. 11s

Transaction Date	Seller	Buyer Star Ranking	ID	Original Price	Counter Offer	Final Offer	Amount Received	Savings	Status	Expiration	Action	Receipt
10-Nov-08	www.drsneaky.com	4	87563322	\$ 165.00	\$ 145.00	\$ 155.00	\$ 155.00	\$ 10.00	Action Required	12-Nov-08	Accept	PDF Here
9-Oct-08	www.drsneaky.com	4	29343423	\$ 200.00	\$ 180.00	N/A	\$ 180.00	\$ 20.00	Completed		Reject	PDF Here
29-Aug-08	www.drsneaky.com	4	83546532	\$ 500.00	\$ 200.00	N/A		N/A	Rejected			PDF Here
19-Aug-08	www.drsneaky.com	4	12435234	\$ 500.00	\$ 200.00	\$ 400.00	\$ 400.00	\$ 100.00	Completed			PDF Here
27-Jul-08	www.drsneaky.com	4	74253452	\$ 324.00	\$ 150.00	N/A		N/A	Rejected			PDF Here
18-Jul-08	www.drsneaky.com	4	32142134	\$ 90.00	\$ 75.00	N/A	\$ 75.00	\$ 15.00	Completed			PDF Here
9-Jun-08	www.drsneaky.com	4	45412524	\$ 200.00	\$ 175.00	N/A	\$ 175.00	\$ 25.00	Completed			PDF Here

**Total Completed Transactions**

Total Original Price \$ 1,155.00

Total Received \$ 985.00

Total Discount \$ 170.00

Total Discount % 14.7%

History by Seller

The Buyer can click on "Accept" to bring up the payment screen, which is a pipe directly to the seller's payment gateway or PayPal or Google Checkout

A Buyer may Reject the Final Offer by clicking the "Reject", which will ask for confirmation to terminate the transaction.