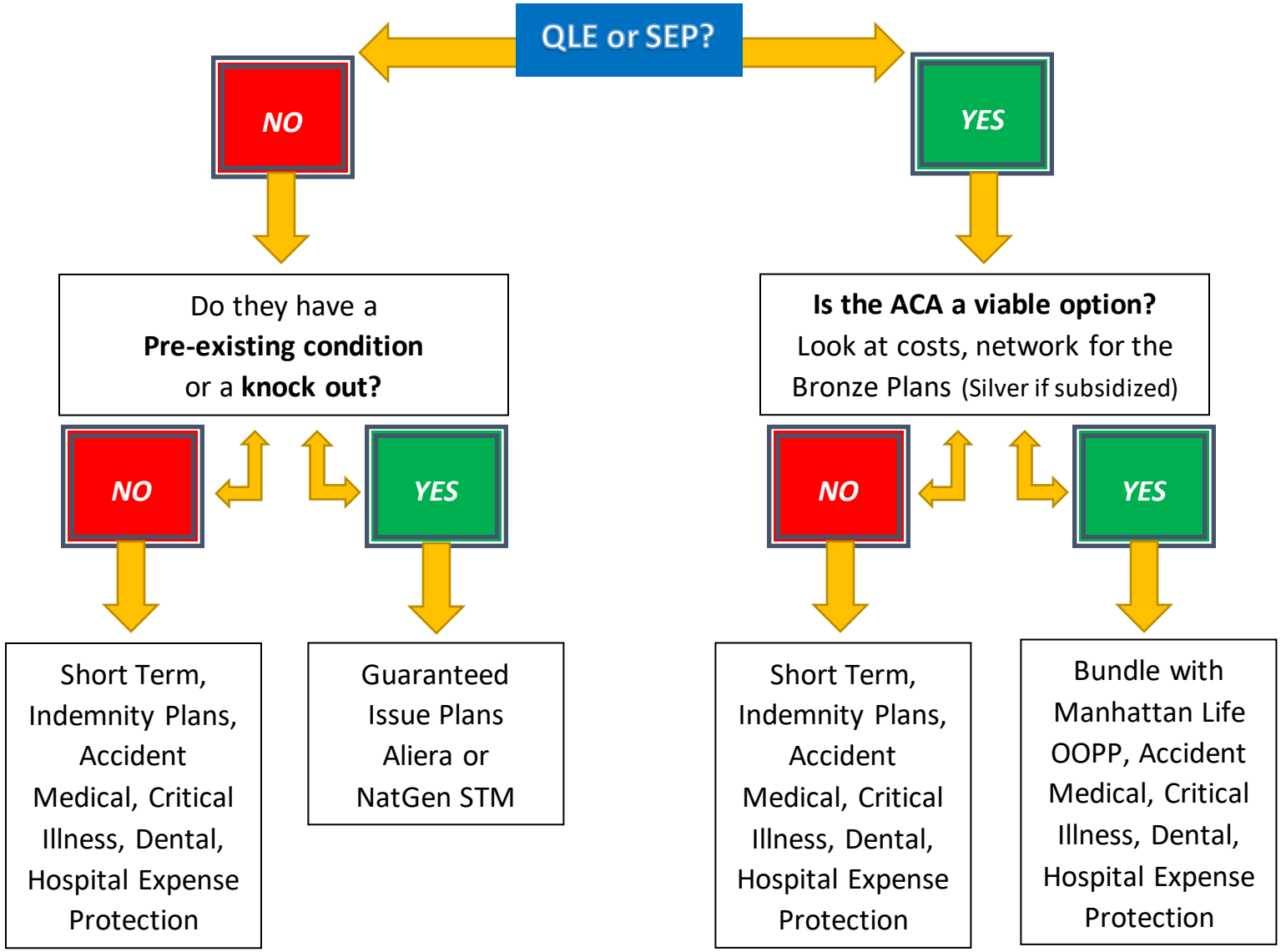PROSPECTING FLOW CHART