

McNary Douglas F  
Form 4  
June 23, 2005

**FORM 4**

**UNITED STATES SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549**

OMB APPROVAL

OMB Number: 3235-0287  
Expires: January 31, 2005  
Estimated average burden hours per response... 0.5

Check this box if no longer subject to Section 16. Form 4 or Form 5 obligations may continue. See Instruction 1(b).

**STATEMENT OF CHANGES IN BENEFICIAL OWNERSHIP OF SECURITIES**

Filed pursuant to Section 16(a) of the Securities Exchange Act of 1934, Section 17(a) of the Public Utility Holding Company Act of 1935 or Section 30(h) of the Investment Company Act of 1940

(Print or Type Responses)

1. Name and Address of Reporting Person \*  
McNary Douglas F

(Last) (First) (Middle)  
12515 RESEARCH BLVD., BUILDING 5  
(Street)

AUSTIN, TX 78759

(City) (State) (Zip)

2. Issuer Name and Ticker or Trading Symbol  
MOTIVE INC [MOTV]

3. Date of Earliest Transaction (Month/Day/Year)  
06/22/2005

4. If Amendment, Date Original Filed(Month/Day/Year)

5. Relationship of Reporting Person(s) to Issuer

(Check all applicable)

\_\_\_\_ Director \_\_\_\_\_ 10% Owner  
 Officer (give title below) \_\_\_\_\_ Other (specify below)  
EVP of Corporate Development

6. Individual or Joint/Group Filing(Check Applicable Line)  
 Form filed by One Reporting Person  
\_\_\_\_ Form filed by More than One Reporting Person

**Table I - Non-Derivative Securities Acquired, Disposed of, or Beneficially Owned**

1. Title of Security (Instr. 3)	2. Transaction Date (Month/Day/Year)	2A. Deemed Execution Date, if any (Month/Day/Year)	3. Transaction Code (Instr. 8)	4. Securities Acquired (A) or Disposed of (D) (Instr. 3, 4 and 5)	(A) or (D)	5. Amount or Price	6. Amount of Securities Beneficially Owned Following Reported Transaction(s) (Instr. 3 and 4)	7. Nature of Ownership Indirect (I) or Direct (D) (Instr. 4)
Common Stock	06/22/2005		M	13,500	A	\$ 5	224,172	D
Common Stock	06/22/2005		S <sup>(3)</sup>	13,500	D	\$ 10.01	210,672	D
Common Stock	06/22/2005		M	9,000	A	\$ 5	219,672	D
Common Stock	06/22/2005		S <sup>(3)</sup>	9,000	D	\$ 10.01	210,672	D
Common Stock	06/22/2005		M	52,500	A	\$ 5	263,172	D

Edgar Filing: McNary Douglas F - Form 4

Common Stock	06/22/2005	S <sup>(3)</sup>	52,000	D	\$ 10	211,172	D
Common Stock	06/22/2005	S <sup>(3)</sup>	500	D	\$ 10.01	210,672	D

Reminder: Report on a separate line for each class of securities beneficially owned directly or indirectly.

**Persons who respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB control number.**

SEC 1474  
(9-02)

**Table II - Derivative Securities Acquired, Disposed of, or Beneficially Owned**  
(e.g., puts, calls, warrants, options, convertible securities)

1. Title of Derivative Security (Instr. 3)	2. Conversion or Exercise Price of Derivative Security	3. Transaction Date (Month/Day/Year)	3A. Deemed Execution Date, if any (Month/Day/Year)	4. Transaction Code (Instr. 8)	5. Number of Derivative Securities Acquired (A) or Disposed of (D) (Instr. 3, 4, and 5)	6. Date Exercisable and Expiration Date (Month/Day/Year)	7. Title and Amount of Underlying Security (Instr. 3 and 4)	Amount or Number of Shares
Employee Stock Option (right to buy)	\$ 5	06/22/2005		M	13,500	03/21/2003 <sup>(1)</sup> 03/20/2010	Common Stock	13,500
Employee Stock Option (right to buy)	\$ 5	06/22/2005		M	9,000	03/21/2003 <sup>(1)</sup> 03/20/2010	Common Stock	9,000
Employee Stock Option (right to buy)	\$ 5	06/22/2005		M	52,500	11/10/2003 <sup>(2)</sup> 11/09/2010	Common Stock	52,500

## Reporting Owners

Reporting Owner Name / Address	Relationships			
	Director	10% Owner	Officer	Other
McNary Douglas F 12515 RESEARCH BLVD.			EVP of Corporate Development	

BUILDING 5  
AUSTIN, TX 78759

## Signatures

James Wesley Jones,  
Attorney-In-Fact

06/23/2005

\_\_Signature of Reporting Person

Date

## Explanation of Responses:

- \* If the form is filed by more than one reporting person, *see* Instruction 4(b)(v).
  - \*\* Intentional misstatements or omissions of facts constitute Federal Criminal Violations. *See* 18 U.S.C. 1001 and 15 U.S.C. 78ff(a).
- (1) 20% of the shares became vested and exercisable after 1 year from date of grant. The remaining shares vest quarterly over the following 4 years.
  - (2) 25% of the shares became vested and exercisable after 1 year from date of grant. The remaining shares vest quarterly over the following 3 years.
  - (3) This sale was effected pursuant to a Rule 10b5-1 trading plan adopted by the reporting person.

Note: File three copies of this Form, one of which must be manually signed. If space is insufficient, *see* Instruction 6 for procedure.

Potential persons who are to respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB number.