,QFOXVLYH 3HGDJRJ\ LQ WKH &LYLO (QYLURQP HQWDODQG $ UFKLWHFWXUDO (QJLQHHULQJ &($ (
' HSDUWPHQW

3UHSDUHG E\ WKH &($ (&RPPLWWHH (TXLW\ &LYHUVLW\ DQG ,QFOXVLRQ &RPPLWWHH

/ DVWXSGDWHG $SULO

' HSDUWPHQW6XUYH\ 5HVXOWV

&8 %RXOGHUFRQGXFWHG DFDP SXV FXOWXUH VXUYH\ LQ) DOO 7KH &($(-(' ,&RP P LWWH
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IXUWKHU XQGHUVWDQG IHHGEDFN IURP WKH GHSDUWPHQWLQ) DOO WKH FRP P LWWH VHQW&($(
VWXGHQWV DQG IDFXOW D IRORZ XS VXUYH\ ZLWK IUHH UHVSRQVH SURP SW IRFXVLQJ RQ LQFOXVLYH
H[FHOOHQFH LQ WKH FODVVURRP DQG EH\RQG . H\ UHVXOWV IURP WKLV VXUYH\ DQG EUDLQVWRUP LQJ LGHDV
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GHFLGHG WR IRFXV HIIRUWV LQ FRP P XQLW EXLOGLQJ LQFOXVLYH SHGDJRJ\ DQG SURYLGLQJ UHVRXUFHV IRU
WKH &($(FRP P XQLW WR IXUWKHUHQJDJH LQ' (,ZRUN

5HVXOWV DWD* OD QFH

) DOO &DP SXV &XOWXUH 6XUYH\ 5HVXOWV

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- 6WXGH IHHOD VHQVH RI EHORQJLQJ
-) DFXOW WDNH SULGH LQ ZRUNLQJ IRUGHSDUWPHQW
- 6WXGHQW IHHOVHQVH RI DFDGHP LF FKDOOHQJH DQG IDFXOW VXSSRUW
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' HVLJQ IRUYDUDEOHV P HDQV WDNLQJ LQWR DFFRXQW GLIIHUHQW EUDLQV DQG EDFNJURXQGV

8' / * XLGHOLQHV

: H HQFRXUDJH LQWXLWLRQ WR UHDG WKURXJK 8' / JXLGHOLQHV IURP &$67 ZKLFK HP SKDVL]H P XOWLSOH
P HDQV RI HQJDJHP HQW UHSUHVHQWDWLRQ DQG DFWLRQ H[SUHVVLRQ

7LSV IRU ILUVW GD\

- * HQHUDO
  - ,QVWUXFWLRQV DUH HQFRXUDJHG WR UHDG WKH ILUVW GD\ WLSV VKDUHG E\ &8¶V &HQWUIRU 7HDFKLQJ DQG /HDUQLQJ &7/
- 1DPHV
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- 3URQRXQV
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  - ,QVWUXFWLRQV FDQ P RGHOZ KDWWH\ ¶G OLNH WR HQFRXUDJH IURP VWXGHQW) RUH[DP SOH \RX FRXOG LQWURGXFH \RXUSURQRXQV LQ \RXUHP DLOVLJQDWXUH DQG RQ WKH FRXUVH \ OD EXV ' XULQJ \RXULQWURGXFWRQ WR WKH FODVV \RX FRXOG VWDW SURQRXQV ZK\ \RX¶YH VWDWG WKLV DQG P HQWRQ WKLV KHOSV P LQLP L]H DVXP SWRQV DERXWDQ\RQH¶V JHQGHULQ WKH FODVV <RX FRXOG WHHQ VKRZ VWXGHQW KRZ WKH\ FDQ SDUWFLSDW P HQWRQLQJ ³,I \RX Z RXOG OLNH WR VKDUH \RXUSURQRXQV KHUH¶V KRZ « ´ ([DP SOHV LQFOXGH VKDULQJ LQ RUP DWRQ DERXW KRZ VWXGHQW FDQ XSGDW WKHLUSURQRXQV WKURXJK &DQYDV EXWgñ BCv˜G˜ 9 2w48Ð ` ŽXJK

- ,W KHSIXOR JLYH VXGHQW RSSRUXQLWLHV WR SURYLGH TXDOLWDWLYH IHHGEDFN 0 DQ\ VXGHQW RQO KDYH RSSRUXQLWLHV WR SURYLGH TXDQWLWDWLYH IHHGEDFN GXULQJ WKHLUWP H DWFRORJH
- 7U WR FRORIFWHHGEDFN IURP RUP RUH RI \RXUVXGHQW 7KLQN RI Z D\ V WR LQFHQWLY] H VXGHQW VXFK DV JLYLQJ SDUWLFSDWRQ SRLQW
- ,QFRUSRUDW IHHGEDFN GRRS &OUL\ DQG UHYLHZ WKLV Z LWK \RXUVXGHQW
- ' RQWSXWSUHVXUH RQ \RXUVHO ,QDGGLWRQ WR WRRO GHVFUEHG EHORZ \RX FDQ VRORFLW IHHGEDFN IURP VXGHQW GXULQJ RIILFH KRXUV 0 DQ\ VXGHQW DUH QRWGLUHFW DVNHG E\ WKH LQWUXFWRUDERXWKRZ D FRXUVH LV JRLQJ IRUWKHP 2 IILFH KRXUV DUH D JUHDWWP H WR DVN
- * LYH \RXUVHO JUDFH DQG GRQWWDNH LWSHUVRQDO
- 7KHUH LV VSDFH WR VKDUH Z LWK VXGHQW LL IHHGEDFN LV LQ HDMEOH ,I \RX JHWHHGEDFN WR FKDQJH VRP HWKLQJ WKDW W LQ HDMEOH \RX FDQ WKDQN WKH VXGHQW RUEUQJLQJ WKDWWR \RXU DWWHQWRQ <RX FDQ GHVFUEH WKDWW LQ HDMEOH E\ WDONLQJ WKURXJK LW) RUH[DP SOH / HWWQJ WKHP NQRZ WKDWWKLV LVQ WSRVWLEOH Z LWK WKH WP H OHI WRYHULQ WKH FDW EXWWKDWWWRXQGV OLNH D JRRG LGHD IRUWKH IXXUH

) HHGEDFN WRRO

- 3 RQOQJ FRQVLGHUWRRO OLNH 3 RQO(YHLV Z KHUH
  - ([DP SOH TXHWRQ : HUH WKHUH DVSHFW RI WKH DVVLJ QP HQWWKDWFRQ XVHG \ RX"
- $ VN IRUWKXP EV XS WKXP EV GRZ Q
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