



<RUN LPSURYHV LQ VHYHUDO FDWHJRULHV LQ ODFOHDQV  
5DQNLQJV

7KH UDRUWHQW WLOWV GRàFDÀKW VHOVHpDÀKSRUWDQW DUHDV LQJD\ IHP`€

&\$0386 1(:6

:KDWV QHZ DW WKH ODUNKDP  
&DPSXV"  
\*RUGRQ %LQVWHG KDV EHHQ DSSRLQWHG  
'HSXW\ 3URYRVW RI ODUNKDP &DPSXV IRU  
ILYH \HUV EHJLQQLQJ LQ -DQXDU\  
&RQVWUXFWLRQ LV XQGHUZD\ IRU WKH PFK  
DQWLFLSDWHG QHZ FDPXV ZKLFK ZLOO RSHQ  
LWV GRRUV LQ IDOO /HDUQ PRUH DERXW  
WKH ODUNKDP &DPSXV

\$/801, (9(176

&HOHEUDWH WKH <RUN 8 \$OXPQL  
\$ZUGV RQ 1RY  
-RLQ XV IRU DQ HYHQLQJ RI HQWHUWDLQPHQW  
FHOHEUDWLRQ DQG QHWZRUNLQJ DV ZH  
KRQRXU WKLV \HUV V IRXU <RUN 8 \$OXPQL  
\$ZUGV UHFLSLHQWV DQG FKHHU RQ RXU  
WDOHQWHG VWXGHQW DQG DOXPQL SHUIRUPHU  
5HJLVWHU DQG OHDUQ PRUH

5(6(\$5&+

&KDQJHV WR SRODU EHDU GLHWV  
UHIOHFW FOLPDWH VKLIW  
+RZ DUH ZDUPLQJ WHPSHUDWXUHV DQG D  
ORVV RI VHD LFH DIIHFWLQJ SRODU EHDUV DQG  
WKHLU SUH\ LQ WKH \$UFWLF" \$ <RUN OHG  
UHVHDFK WHDP PRQLWRUH ZKDW SRODU  
EHDUV HDW DFURVV 1XQDYXW DQG ZKHUH  
WKH\ DUH FDWFKLQJ WKHLU SUH\ WR ILQG RXW  
5HDG PRUH DERXW WKH UHVHDFK

\$/801, (9(176

\*OREDO (QWUHSUHQHUXVKLS  
:HHN<RUN 8 \$OXPQL 'D\  
-RLQ XV RQ 1RY IRU D SDQHO IHDWXULQJ  
WKUHH \RXQJ DOXPQL GLVFXVVLQJ WKHLU  
SDWKV WR HQWUHSUHQHUXVKLS DW SP (7  
DQG UHWXUQ IRU D VSHFLDO NH\QRWH IURP  
DOXPQXV \$ULR .KRVKELQ %&RP ¶ DW  
SP (7HJLVWHU DQG OHDUQ PRUH DERXW  
WKHVH HYHQWV

\$/801, (9(176

,QWURGXFLLQJ OLG &DUHHU  
&RQYHUVDWLRQV  
(DFK HYHQW LQ WKLV QHZ YLUWXDO HYHQW  
VHULHV ZLOO IRFXV RQ D VSHFLILF PLG  
FDUHHU WUDQVLWLRQ DQG IHDWXUH DQ DOXPQ  
VWRU\WHOOHU VKDULQJ WKHLU SHUVRQDO MRX  
DQG H[SHULHQFH PRUH DERXW  
OLG &DUHHU &RQYHUVDWLRQV

\$/801, 6327/,\*+7

7KH SXUVXLW RI OLIHORQJ  
OHDUQLQJ  
2Q 1RY 9DUDWKDOHGFKXP\  
6KDQPXJDQDWKDQ HDUQHG WKH GLVWLQFWLRQ  
RI EHFRPLQJ WKH ROGHVW SHUVRQ WR  
UHFHLYH D PDVWHUWHUHQGHUHH IURP  
8QLYHUVLW\ DV SDUW RI KHU OLIHORQJ PLVVL  
WR FRQLQXH DGYDQFLQJ KHU HGXFDFWLRQ  
5HDG 9DUDWKD V VWRU\

,1 7+( 1(:6

7KH SHRSOH V GRFWRU

(LOHHQ GH 9LOOD 0%\$ ¶ 7RURQWR V  
0HGLFDO 2IILFHU RI +HDOWK KDV FDOPO\

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1RY \_ SP(0 & DUHHU & RQYHUVDWLRQV \_ %HFRPLQJ DQ DXWK  
-RLQ .HOO\ -DFNVRQ 0\$2XU & D ODXGKR\$ RH DU :LWK  
&DQXFN .LGV IRU D GLVFXVVLQR RQ DOO WKDW JRHV LQWR ZU  
DQG PDUNHWLQJ D ERRN ZKLOH ZRUNLQJ IXOO WLPH



1RY \_ SP(7 HIIHFWLYH ZHDOWK DQG HVWDWH SODQQLQJ  
-RLQ DOXPQXV ODUN +DOSHUQ %\$ ¶ WR OHDUQ KRZ WR HIIHF  
SUHVHUYH DQG JURZ \RXU HVWDWH XVH JRYHUQPHQW EHQHILV  
WD\HV FUHDWH JHQHURXV FKDULWDEOH JLIWV DQG OHDYH PR



1RY \_ SP(7 NKDP & RPPXQLW\ 2SHQ +RXVH  
ODUNKDP UHVLGHQWV DUH LQYLWHG WR MRLQ XV IRU D YLUWXD  
GLVFRYHU PRUH DERXW RXU QHZ ODUNKDP & DPSXV FRQVWUXFV  
DQG IXWXUH RSSRUWXQLWLHV ZKHQ RSHQ



1RY \_ SP(7 KRODUV +XE # +RPH \_ ,QWLPDWH SDUWQHU  
YLROHQFH DQG DFFHVVR MXVWLFH  
-RLQ 2VJRRGH 3URI -DQHW ORVKHU IRU D WDON KLJKOLJKWLQJ  
FRPSOH\ FKDOOHQJHV WKDW DULVH IRU VXUYLYRUV RI LQWLPD  
DV WKH\ DWWHPSW WR QDYLJDWH WZR RU PRUH OHJDO GRPDLQ  
IDPLO\ FULPLQDO FKLOG ZHOIDUH DQG LPPLJUDWLRQ ODZ



1RY \_ SP(5 \$'LWXGH \_ <RXQJ DOXPQL VSHHG QHWZRUNLQJ  
/RRNLQJ WR JURZ \RXU SURIHVVLRQDO QHWZRUN RU SUDFWLFH  
VNLOOV" -RLQ WKLW YLUWXDO VSHHG QHWZRUNLQJ VHVVLQR KR  
DOXPQL DPEDVVDGRU &U\ VWDO +HLGDUL %6F -' ZKHUH  
KDYH WKH FKDQFH WR PHHW IHOORZ <RUN DOXPQL IURP DOO RY



1RY \_ DR(7 N & LUFOH \_ )UDQFRSKRQH LQ &DQGD  
1HJRWLDWLQJ PLQRULW\ DQG PDMRULW\ ULJKWV  
+RVWHG E\ 'U 5HEHFFD 3LOODL 5LGGHO WKLW OHFWXUH ZLOO  
WKUHH OHDGLQJ IDFXOW\ PHPEHUV VKDULQJ WKHLU UHVHDFK  
WKRXXKW SURYRNLQJ FRQYHUVDWLRQ

7R ILQG RXW PRUH DERXW WKH HY FR WLNZRXUFRUWLQJ WKH WLP RQWK  
OLVWLQJV

\$OXPQL )ULHQGV \_ 3U&RQ PDPFRQVREVFULEH \_ &RPPXQLFDWLRQV 3UHIHUHQFHV

<RUN 8QLYHUVLW\ \$OXPQL (QDJHPHQW  
.HHOH 6RULJHHW 8HU WKH HLQ• D\HLU 0