



&HOHEUDWLQJ %ODFN +LVWRU\ 0RQWK
)HEUXDU\ LV %ODFN +LVWRU\ 0RQWK DQ LPSRUWDQW RSSRUWXQ
DFKLHYHPHQWV DQG KLVWRULHV RI %ODFN DOXPQL VWXGHQWV

&\QWKLD \$SSLDK %\$
DLPV WR LQVSLUH WKH QH[W
JHQHUDWLRQ
7KH /\$ 36 DOXPQD DQG IRUPHU YDUVL
WUDFN DQG ILHOG DWKOHWH ZLOO FR
WKH EREVOHLJK HYHQW WKLV PRQWK
:LQWHU *DPHV \$ ILUP EHOLHYHU
WKH LPSRUWDQFH RI SHRSOH EHLQJ
VHH WKHPVHOYHV LQ WKHLU KHURHV
KRSHV WR EH WKDW H[DPSOH IRU RW
5HDG WKH IXOO VWRU\ RQ &%&

\$GYDQFLQJ <8 PHQWRUVKLS
/DXQFKHG LQ 2FWREHU E\ WKH)DFXO
/LEHUDO \$UWV 3URIHVVLQRDO 6WXG
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\$V WKH PLQLVWHU IRU DJULFXOWXUH
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QDWLRQ LVODQG RI 6H\FKHOOHV)OD
-RXEHUW FRQLQXHV WR DSSO\ ZKDW
OHDUQHG LQ KLV 0DVWHU RI (QYLURQ
6WXGLHV SURJUDP QHDOO\ WZR GHFD
DJR HDG)ODYLHQ V VWRU\

81 6XVWDLQDEOH
'HYHORSPHQW *RDO UHSRUW
2Q -DQ <RUN UHOHDVHG D G\QDPL
QHZ UHSRUW DQG ZHEVLWH GRFXPHQ
SURJUHVV WRZDUG WKH 8QLWHG 1DW
81 6XVWDLQDEOH 'HYHORSPHQW
*RDOV 6'*V ,Q <RUN IRUPDOO\
GHFODUHG LWV FRPPLWPHQW WR DFM
WKH 81 6'*V ZKLFK DOLJQ ZLWK WKH
8QLYHUVLW\ V YDOXHV PLVVLRQ DQG
VWUHQJWKV 5HDG WKH 81 6'* UHSRU

&HOHEUDWH :KLOH :H (GXFDW
7KH 6WXGHQW &RPPXQLW\ DQG
/HDGHUVKLS 'HYHORSPHQW V VWXGHQ
HQJDJHPHQW DPEDVVDGRU WHDP LV
KRVWLQJ &HOHEUDWH :KLOH :H (GXF
&::(DORQJVLGH %ODFN VWXGHQW
DVVRFLDWLRQV DQG FOXEV WR FHOH
%ODFN FXOWXUH DW <RUN 7KH ZHHN
VHULHV RI HYHQWV EHJLQV)HE DQ
RSHQ WR DOXPQL 5HJLVWHU IRU WKH
&::(HYHQW VHULHV

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DOXPQL FRPPXQLW\
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\RXU UHFHQW OLIH DQG FDUHHU PLOH
E\ VKDULQJ \RXU DFFRPSOLVKPHQWV
&ODVVHV LQ
6KDUH \RXU VWRU\

\$/801, %(1(),76

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%X\ EHVW VHOOLGHG HGERBERRM")XUON DOLXQD UHFHLYH D JUR
DW D GLVFRXQW ZLWK K&FLH"\$OXPOGLKDFRXQW ZLWK 7' ,QVXUDQF
ZLWKRXW SD\LQJ V&FEDOSDFHQV VHO B&KHHURJGH[7R JHW D
RU PHPEHUVKLS ISHVLF6DJRQ IXUQLWXURPH DQREOLJDWLRQ TXRWH
RQ WKH FXUUHQWDS&XOLOQ%HRV NURPVZR80%UFRFNS OHWH WKH TXLFN
&OXE UHDG &RPPHUFLDO 'LYLWLRQH VWHS DSSOLFDWLRQ
E\ 1HLO 3DVHURDPRUH /HDUQ PRUH
/HDUQ PRUH

\$/801, (9(176



)HE _ SPOR7LQJ)RUZDUG 6HULHV _ +RZ /\$ 36 DOXP
DUH VWUHQQJKHQLQJ %ODFN FRPPXQLWLHV
-RLQ WKH /\$ 36)DFXOW\ IRU D WDON ZLWK JUDGXDWH



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)HE _ SP*5\$'_LWXGH _ <RXQJ \$OXPQL 6SHHG 1HWZR
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 VHVLRQ KRVWHG E\ \RXQJ DOXPQL DPEDVVDGRU -DYH
 ¶ ZKHUH \RX ZLOO KDYH WKH FKDQFH WR PHHW IHO
 DOO RYHU WKH ZRUOG



)HE _ SP*6\$'_LWXGH _ +XE # +RPH _ 5HDFWLRQV WR
 QHZV RYHUORDG DQG LWV LPSDFW RQ ZRUN
 OHGLD FRYHUDJH RI &29,' KDV EHHQ YLUWXDOO\ QR
 RYHUORDG RI &29,' QHZV KDV VKRZQ WR FDXVH SHR
 IURP WKHLU ZRUN ,Q WKLV WDN 3URIHVVRU 5XRGD
 LPSDFWV RI HPSOR\HHV¶ H[SRVXUH WR &29,' LQIRUF
 ZRUNSODFH EHKDYLRXUV DQG SURGXFWLYLW\



)HE _ SP*5\$'_LWXGH _ +RZ WR QHWZRUN GLJLWDOO
 JUDGXDWLRQ
 \$OXPQL SDQHOLVWV ZLOO GLVFXVV KRZ \RXQJ DOXPQ
 QHWZRUN DQG EXLOG UHODWLRQVKLSV YLUWXDOO\ W
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)HE _ DR*5\$'_LWXGH _ &LUFOH # +RPH _ &\FOHV RI LQHTXD
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 .HHOH 6WUHHW
 7RURQWR 2QWDULR 0 - 3
 W RU _ H DOXPQL#\RUNX FD