

150 ( QYLRQP HQMO HFLVRQO DNLOJ  
&RXUHV6\ ODEXV ) D06HP HMMU  
\$0 7XHGDA V 7KXUGDA V \$+5%

'DYL G 9DOHQWLQH -RVKXD \*UHHQE H UJ  
3URIHVVRU RI )RUHVW 6RLOV\$VVRFLDWH 3URIHVVRU RI 1DWXU  
2¶1HLOO %XLOGQLQJ 2¶1HLOO %XLOGQLQJ

GYDOHQWLQH#DODVND HGX MDJUHHQE H UJ#DODVND HGX

2IILFH +RXUVDLQWDLQ ³RSHQ GRRU' SROLFLHV WR PD[LPL]H VV  
ILQGLQJ XV IHHO IUHH WR PDNH DQ DSSRLQWPHQW

&RXUVH 7RDLQ WURGXFH WKH VWXGHQW WR WKH WRROV QHFHV  
GHFLVLRQV LQ WKH IDFH RI FRPSOH[LW\ XQFHUWDLQW\ DQG  
WKLQNLQJ VNLOOV %\ WKH HQG RI WKLV FRXUVH \RX VKRXO

\$UWLFXODWH DQG DSS\FLWKHIRKXOGRVPLRQV HWKLFV YDOXH  
QDWXUDO UHVRXUFH PDQDJHPHQW GHFLVLRQV DUH PDGH  
æ \$SSO\ FULWLFDOZWKHQHLDQXDNLLOQJVLQIRUPDWLRQ DQG EH  
IDFW WKHRU\ DQG RSLQLRQ  
æ ,QGHSHQGHQW BOLD EOH VRXWRHWXSSBQMRISRDVWRQV LQ C  
LVVXH  
æ 'HOLYHU FOHDU DQDO\VLV DQGE SWK VRUDD\O H DSQGH VHQZULWU  
æ 'LVFXVV DQG XVH D YDULS\OR\RG VEHFKQLTXUHFH PDQDJHUV L  
æ \*DLQ SHUVSEHFJWSLYHFWXUH' VHQVH RQ SHUVSHFWLYHV ³SRI

7H[WER&RNQUR\ 0- -7 3HWHUVRQ 'HFLVLRQ PDNLQJ LQ Q  
VWUXFWXUHG DGDSWLYH DSSURDFK :LOH\ %ODFNZHOO +RER

150 LV DQ XSSHU GLYLVLZKE HFDSSKDWROHLV FODVGLVFXRWRQ  
OHFWXUH DQG SDVVLYH OHDUQLQJ &ODVV SDUWLFLSDWLRQ L  
RQ ERWK \RXU SUHVHQFH LQ FODVV DQG WKH TXDOLW\ RI \RXU  
\RXU FODVV SDUWLFLSDWLRQ JUDGH 3DUWLFLSDWLRQ TXDOLV  
WKRXJKWIXO FRPPHQWV DQG JRRG TXHVWLRQV (IRUW FRXQ  
DWPRVSKHUH QHFHVVDU\ IRU IXQ DQG FKDOOHQJLQJ GLVFXVV

150 PHHWV 2UDO DQG :ULWLQJ ULQVHGHVLYQH BXTXHB SIRDVW  
FRPPXQLFDWLRQ \$OWKRXJK VRPH QHZ LQIRUPDWLRQ ZLOO EH

ZHFKQRORJ\: B RDUHF \XVLQJ =RRP WR GLVWDQFH GHOLYHU WKH P  
FDPSXV 0RVW FODVVHV ZLOO EH UHFRUGHG 8VH RI ODSWRS  
GLUHFWO\ UHODWHG WR WKH FODVV LV SURKLELWHG GXULQJ I

%ODFNER ~~RDUHF~~ FRXUVH ZLOO PDNH H KWHQSLYH ~~FDXV~~ WHRU ~~QODVNYER~~  
FODVV QRWHV DQG UHGGLQJ PDWHULDOV VXEPLWWLQJ DVVLJ  
PHPEHUV UHWULHYLQJ JUDGHV DQG XSGDWLQJ \RXU FRXUVH  
DQG XSGDWHV ,Q DGGLWLRQ ZH RFFDVLRQDOO\ ZLOO QHHG  
H PDLO ,I \RX SUHIHU WR XVH D GLIIHUHQW H PDLO DGGUHV

\$VVLJQPHQW V ~~\$00LDVVRQ~~ PHQWV 0867 EH WXUQH G LQ XVLQJ %  
WRRO '2 127 XVH DQ\ RWKHU PHDQV RI VXEPLVVLRQ H J H I  
UHFHLYH WKH UHVSQRVH WKDW WKH DVVLJQPHQW PXVW EH KD  
SHQDOLJHG RI WKH DVVLJQPHQW YDOXH SHU GD\ :H DUH U  
SODJLDULVP ZKLFK LV D VHULRXV YLRODWLRQ RI WKH 8\$) KRO

.VVXHWK LQVWUXFWRUV DQG LQYLWHG JXHVWV ZLOO SUHVHQW  
FDVHV WKDW ZLOO KLJKOLJKW WKH IRXQGDLWRQV RI GHFLVLR  
DUH FRPSOH[ ZLWK <sup>3</sup>JRRG' DQVZHUV <sup>3</sup>EDG' DQVZHUV EXW QR  
\RXU SHUVSHFWLYH HGHUJHWLFDQO\ DQG UDWLRQDOO\ ZKLOH  
LQFOXGLQJ RXUV :H ZHOFRPH DQG RFFDVLRQDOO\ RIIHU <sup>3</sup>  
FKDOOHQJH ~~B RXXP~~ ~~SUDLGH~~ ~~GRHVZ~~ ~~QDWR~~ ~~GHQ~~ ~~QGRQ~~ \RX UHDFK E  
KRZRX UHDFK WKRVH FRQFOXVLRQV

\*UDGLQJ ~~WHU~~ JUDGHV ZLOO EH DVVLJQH G EDVHG RQ WKH IUDF  
\$ HWF :H ZLOO DVVLJQ RU ± PRGLLHUV IRU VFRUHV  
\$OO JUDGHV DQG IHGDFN IRU DVVLJQPHQWV ZLOO EH SURYL



