

MISTHINK1,C,65

X ODQRLWURSRUS\IOHVUHYQLVLJQLQHSSDKJQLKMQDIR\WLOLEDERUSHK7  
X WQHPHYRUSPLURIPRRUHKWVLGOURZHKWQLPRRUWVHJUDOHK7  
X RR'HH%RR'HH%RR'  
X RWWQDWURSPLVDWVXMLUHKWDIDWDKWHERWVDKHVLPBUSFLVDEHK7  
X GHULVHGVLWDKWHFLYGDHKWHYLJRWWLHFLYGDWFHURFHK7  
HVRORWJQLKWRQHYDK,HVXDFHEGQLP\PNDSVRWJQLRJP  
X ,  
GQXRUDVQLDUE\PWHJRWDZDWVXMV  
X WL\GRE\PWXRED\UURZIK:  
HUDXR\HUHKZZRQNXR\VVHOQXWLHGDPHY  
X XR\ILOOHWXR\QDFZR+  
RWJRGGORQDKFDHWW  
X QDFXR\WXEUHWDZRWND\DGDDHOQDFXR<  
X URIRGQDFXR\WDKZWXEXR\URIRGQDF\UWQXRFUXR\WDKZWRQNV\$  
KWXR\WHLXTDDGQHSVRWVLWLKWRRWV  
WQHSUHVDQDKWUHOOGUD)  
WVDSHKWVLHUXWXIHKWIRWHKSRUSWVHEHK7  
\DGVUXK7\EWLQUXWHURWUHEPHPHUHJQXOSHKWVHNDWRKZPLKWH/  
SHHOV  
VUHYL\*  
HKWWXEUHWWHEHYLO\DPGOURZHKWQL  
VUHND7  
HK7  
HUDXTVHKWKWLZ\OODFLUWHPRHJVHVDHUFQLJQLWHHPDIRKWJQHOHK7  
HFQHUIILGQLV  
WLHWDKWRQVLHYROIHWLVRSSRHK7  
WVDSHKWRWVHJQXOSHUXWXIOODKFLKZKJXRUKWHUHKHKWZRQHK7  
HUXWDOVLJHOHKWRWWQHVVLLQDPWQHFRQQLQDQHKWGDZR1  
  
WHJUHQJQRORQQDFVGLNWDKWWLQRLWDOIQLIRVWLIHQHEHKWIRHQ2  
PRUIGHGQHfVHGHUDHZWDKWWEXRGDHE\OGUDKQDFHUHKWWXE  
URIVHYOHVPHKWHORVQRFRWHFLYGDGRRJJQLYLJIRGQRIHUDQHHPGO2  
HUDXR\QDKWUHZROVJQLYLUGHQR\QDWDKWHYLUGXR\QHKZWLVL\K:  
  
VQRLWXORVVLVPHOERUSIRHVXDFIHLKFHK7  
\PRWREROODWQRUIDQDKWHPIRWQRUIQLHOWWREDHYDKUHKWDUG  
,  
VGQHLUIUXRHVRRKFVXVWHOHKGR\*NQDKWVHYLWDOHUVXVHYLJGR\*  
VJQLVGDOWDIHKWOOLWUHYRW  
QLDDUHSRHK7  
QLUHYHURIXR\GQXRUUXVGQDVGQLZWHUFHVQRHPRFVVHQLSSDK\DO  
URIKFDHUDWWRJXR\WDKZWXEVOODIWDKZWRQV  
WLXUIWVHEHK7  
DIRWXRJQLPRFVXMM\DZODVLHPRKQZRVLKVQZRRKZQDPHK7  
PRR%PD%SR:\$\OGGL'\$SR:RR'  
HJDVDURIVVDSOOLZHKGQDHXJQXRWVLKGORKORRIDWH/  
IOHVIRVKWPRWVKWPODUWVHFQDPRUIVDSXR<  
WLQHKZHUHKWHERWWQDZW  
QRGWVXM,HLGRWGLDUIDWRQP  
,

GUHKRODIIX%DQLHWDNVUHOORUW  
QDFXR<  
HURPURHHUKWVHNDWOODXVXWLWKJLUDHNDPW  
QRGVJQRUZRZ7  
GHYORYQLHOSRHHUKWHKWWXEVVHQLVXEV  
IGRERQVL[H6  
JQLOLPVWXRKWLZHYDKQDFXR\QXIWVRPHKWVL[H6  
VWURKVUXR\QLWORPND\GHVDHVLGD\D0  
JQLQURP\DGQR0VLDLQPRVQLURIHUXFWVHEHK7  
VDGXFDUUDEHUDV\HQURWWDOO\$  
RGXR\ILHVRKFXR\WDKZRG\DPXR\GQDRGXRIWDKZHDXR<  
\PHUXVDHPQDFWDKWGHWQHYQLQHHEWRQVDKWQHPXUWVQLHK7  
IRWOXVHUHKWGQDHUXWXIHKWIRHXJRORUSDVWXMLWQHVVHUSHK7  
HQRGQDHOFULFDQLWDVOODHZQHKZGHUXFFRVVHUJRUSWVRPHK7

QRWDROIRWPLKWHJQDFXR\ILWXEUHWDZRWVURKDGHOQDFXR<  
OODPHKVVWLIWDKWHOGQDKHKWVLHLODWXEVORRWQDPVQDL6  
KFWDFUHYHQXR\ILQHYHHHUIXR\WHVVOOLZKWXUWIRWLXVUXSHK7  
HPDJHKWWLXTQHYHW  
QDFXR<QHYHNDHUEW  
QDFXR<QLZW  
QDFXR<  
WIHODHNDPVWKJLUHHUKWWXEWKJLUDHNDPWRQ\DPVJQRUZRZ7  
KWXRPUXR\JQLJDJQHURIHEUDHJQLQLDUEUXR\WX3  
\EGHWQHYQLVDZUHWDZQDKWUHNFLKWVLGRRO%HJDGDHK7  
KWXUWVDWLWDHSHUGHUGQXKDGRRKHVODIDVOOHWQDPHQ2  
RUHKDVQRLOOLPQLDOOLYDVHNDPUHGUXPHQ2  
VLKURWFRGHKWVHNDPRKZUHYRFHURWOHNLOWRQVLWQHLLWDSHK7  
ZROS\PRWNFDEJQLRJPD  
,HVXRKWQHSUXR\QLHPWQDOSW  
QDFXR<  
XR\VHPLWHPRVGQLIXR\WXEWQDZXRIWDKZWHJ\VDZODW  
QDFXR<  
HUXOLDIDGHUHGLVQRFHEGOXRKVSUFSLQUXWIRGQLN\Q\$

HH6QHHE,HUHKZQHHEXR\VVHOQXOHHI,WDKZOHHIXR\QDFZR+  
RWGUDKVLWLHVXDFHEJJHKKWHURIHEHPDF\OEDERUSQHNFLKFHK7  
HYLYUXVRWVGHHQ\OQRUHGQHIIHGHWKVLXTQDYWVXPUHNFDWWDHK7  
QLHFQRWXEKFWHN6\$KFW(QDQRQHWWLUZW  
QVDZQRLWXWLWVQR&HK7  
RWHXQLWQRFVOLDQUHJQLIGQDULDKHKWKWDHGUHWID\VDGHHUKWUR)  
WXREDGQDPXEODWVULIUXR\HWLUZRWHILOHULWQHUXR\HYDKXR<  
VLJQL\GURI\GHPHUHK7UHWDZGQSDRVLWVLGURI\GHPHUHK7  
HOFDWSHFHUHWDLUSRUSSDQDOOHKVWXQDQLGOURZHKWV  
WDKWQ\$  
HQRHUDOOHZJQL\GGQDOOHZJQLYLOIRWUDHK7  
\WLYLWDHUFUXR\EGHFQHGlyHURWDHUFUX2  
HVXRKHKWSSHN,GHFURYHGWHJ,UHSHHNHVXRKWDHUJDP  
,  
GORKVHUKWHKWWLVVRUFRWQLDWQXRPWOXFLIILGWVRPHK7  
WRKWDHKRWGHHQXR\R""UHWDHKUHWDZWRKDWLODFXR\RG\K:

HERWWRQQZRQNHYDKG  
,FLKFVSVZDZ,I,VODQJL6QUX7UXR\HV8  
UXRKWVULIHKWQLGHWQDOSWVHEHUDIDGHKWIRVGHVHK7  
HPRFWRQRGKWD SHKWIRHGLVHKWWDHVLQRHNDPWDKVVJQLKWOOS\$  
HUHKWW  
QVLWLHVXDFH%"HWLUZVUHWLUZRG\K:  
HOSRHSUHKWRWXREDNODWW  
QRG\HKWVWVLRWJHWXREDJQLKWHFLQH2  
JQLWWHJHUDXR\VDJQROVDODHGJLERQVLW,ULDHNLOVL[H6  
UDIRRWUHYRQDHOVDHFDIUXR\QRWDOIOODIOOHZVDWKJLPXR<  
HWVDWVXROWR\JHYDKHOSRHSIRWRODYXOOHKDUHWLUZVXRODP  
,  
QDPHKWUHYRHJDWQDYGDRQVDKVNRRREGRRJGDHUW  
QVHRGRKZQDPHK7  
PXOXFLUUXFGHWDUHOHFFDQDVLVNFQRNGUDKIRORRKFVHK7  
QL\XJHKWQHKGWGDWKJLOZROOH\IDQXURWHGLFHGUHYHXR\GL'  
WIHOHUXWQHYGD\OQRHKWVLHJDLUUDPVVDOFHOGGLPUHSSXHKWUR)  
KFQXSURNQLUGW  
QDF\HKWJQLKWAQDHURQJLKVLU,HK7  
HWVDKFHKWHUDHOSRHSWQHFFHGQL\OODHU\OQRHK7  
HUXWDHIGHWQHPXFRGQXQDVWLJXEDWRQVW,  
HGLVHVUHYHUDVDKRVODHGLVHVUHYHUHK7  
HNX/HFURIHKWHV8  
HFQHORVQLGHWDFXGHVWLW:  
VDKVXLQHJWDKWWLWLGLSXWVGQDVXLQHJQHZZWHEHFQHUHILGHK7  
"VJQLKWHVRKWIRHQRGDKKHKPOOHWXRIW  
QGLG\K:  
WVQLDJDHYLIRW[LVVLHILOOS\$  
"GHUHWWHO\DVWRQGQDGHUHEPXQ\VDGUXRHU\K:  
RWHOEDHEW  
QRZ\HKWGQDUHWKJXDG\PRWHVROFHPRFQHYHXR<  
VLWLGHUEOOLGQDVVHOHWVDWZR+HJDVLKWK2  
EPXGVLUHYHOFRR7  
HQDVQL\DWV\HKWHURPHKWHJQDKFVJQLKWHURPHK7  
GQDQHJRUG\KHUDHVUHYLQXHKWQLVJQLKWWQDQXEDWVRPRZWHK7  
IRWQHP\DSQRSXGLRYHPRFHEVHVXDOFHHWQDUXDJGQDWDUUDZOO\$  
WLRGRWHP\SOHKKHQRGHEW  
QDFWLHPOOHWW  
,  
QR'  
QDPZRFDHYDKW  
,  
QR'  
UHPPDKUHJUDODWHJWLHFURIW  
,  
QR'  
HPRVHNDWV\DZODQDFXR\FDLQDPRW\SHONDHUDXR\IL\UURZW  
,  
QR'  
QRLVLYVLK\EGHGQXREHUDVQR]LURKV  
,  
QD0  
,  
\QXIXR\HVVVHUGPR0UXR\GQD\OJXHU  
,  
XR<

WDHUJWDKWWRQHU  
 XR<HOEPXKHEW  
 ' QR'  
 HGLVUHKWRHKWRWXR\VVHJHKOOLWQDP\UUH)HKWDSW  
 ' QR'  
 HLGXR\QHKWGQDVWHLGHPRVQRRJXR\HYLOXR\QUREHU  
 ' XR<  
 VHKFLOFZHQHPRVHYDKV  
 ' WH/  
 GRRKGOLKF\SSDKDHYDKRWGORRRWUHYHQHU  
 ' XR<  
 JQLKWHPRVGLDV,PHKWOOHWWLKWHNLOGQHWLWHOW  
 ' QR'  
 ";QDHYDK,QD&OHZRYD\XERWHNLOG  
 , ,WD3  
 , \UUD\WDHEGQDNQLUGWD(  
 - WHHZVVDOOHPVGOXRZHPDQUHKWR\QD\EHVRU\$#!  
 - QRVHRJHIL/DD'DO%RR2HH'DO%RR2  
 WLWXREDQHWWLUZNRREDV  
 - HUHKWVWLWLUHYHWDKZJH5  
 0 NFXEDJH0HKWJQLZROE\EIOHVWLVFHWWRUSOOLZHVXIWFH\$  
 2 +&79/  
 `VWKJLHWKJLH\WKJLHGQDGHUGQXKWKJLHHWDWKJLHQ\$^V  
 8  
 9 VHWXQLPURINURZWRQOOLZ\WLYDUJQHKWKJXRQHGRRJVLI,  
  
 : UHWVXE]]XIDKWLZHOUXW\$RJ(  
 G DQQD:DWWR\*D<  
 G VZRGQLZVLKNDHUEGOXRZHOSRHSKWUD(QRGHYLOGR\*I,  
 I "HPWVQLDJDWLGORKXR\GOXRZ\GREOXILWXDHEDGDKXR\GLDV,I,  
 \UHYHEG  
 I ,IRGUDHKUHYHGDK,DHGLWDHUJ\UHYHHQRGGDK,I,  
 I VWRRKVQDPD\DHVOXSPLQHGQXVDQRHEOOLZWL\UUDPUHYH,I,  
 W NQXU7Q,HIL:{{  
 HU  
 a XR\XR\VHYDHOKVIL\DZWDKWQDPRZ\OJXQD\UUDPV\DZO\$  
 DWD\DGHQ\OQRGDHUGRWJQLRJP  
 a ,\KSRVROLKSZHQDHYDK,  
 HJDUHYDHYREDHUDXR\GHHFFXVW  
 a QRGXR\WVULIWDI,  
 JQLKWHORKZHKWHWD,HYHLOHEW  
 a QDF,  
 a WHQLEDFJQLOLI\PQLWLSHHN,UHJDQHHWDIRWUDHKHKWHYDK,  
 a QRLWDWSPHWWSHF[HJQLKWQDWVLVHUQDF,  
 a HOEDHJDQDPQXWVRPHKWVWL\REHKWVODPLQDHWKWOODI2  
 a ODWDI\WVRPHKWVWLHYROQLQRLWXDFQRLWXDFIRVPURIOODI2  
 a "PRUIHPRFVHYLZGDEHKWOODRGRHUHKZGRRJHUDVQHGLDPOODI,  
 a JQLNQLKWVWLHVHQQR\UHYHWDKZV\DVVRKZHQRVLQRVUHSV\HOWFDW\$  
 QHHUJ  
 QLHE\VDHW  
 a QLDW,

- HVOHJQLKWHPRV\UWGHFFXVW
- a QRGXR\WVULIWDI,
- a VUHKFDHWWDHUJWVULIHUHVUHGHDHOWDHU\*  
V
- a \GRE\Q\$EPRZHKWRWQUXWHURWHULVHGHVQHWQLQDHYDK,
- a HUDVJQLKWHUHKZZRQ\HKWHVXDFHEQHPRZHWDK,
- a HOEXRUWHNDPVUHKWRGRRJHNDPHPRVVUHUXWFDIXQDPOODHUDH:
- a UHYHURIWLDZQDFXR\DGZROVDQ2
- a URIHOEDOLDYDHFDSVHKWOOLIRVHWDOXPXFFDNQXMGORKHVXRKDQ,  
OOLZWLJQRUZRJW
- a QDFWVXMJQLKWIQDI,  
WLRGQDFXR\IL  
QLJJDUEW
- a QLDW,  
ULHKWQRHYLO\HKWSXHVROFVGLPV
- a HOSRHSHPRVHJDQLDWUHFDW\$
- a VQRLWDWRXTHWDK,  
UHYRV  
WLOOLWUHYRW
- a QLDW,  
WLQRWQXRFW
- a QRGWXEGHWFHS[HQXHKWWFHS[HVVDZO\$
  
- a VVDSOODKVRRWVLKWGQD
- a OLDWHGKWLZQRLWDSXFFRHUSDHPRFUHYRQDFVXLQHJIRWQXRPDR1
- a RWWLJQLZRKVEGHYRUSPLUHYHQVLVXWHRIDHNLOWSLUFVXQDP\$  
V
- a GQWHJWRQ\DPXR\WVHEUXR\RGV\VDZO\$
- a UHKHYROWRQVHRGHKVDJQROVDQDPRZDKWLZ\SSDKHEQDFQDP\$  
WLHNLOW
- a QGLGGQDHFQRHQDVVDZ,
  
- a HQDFLUUXKHULIVRUFQDLQUREVDZ,
- a JQLWKJLOUHWVHEVGHQWLQHKWHJDWVDVLGOURZHKWOODI,
- a WSH\FQDGQXGH5IRWQHPWUDSH'
- a HKWIR\PHQHQDVLVFLVDOFHKWIROOX\OOHEVLKWLZQDP\$
- a HVDHOWVXM,ZRQHFQRGHLUUDPVDZ,
- a WKJLQWVDOPDHUGRWKFXPRRWGDK,  
\VHWUXRFHKWGDKUHYHQ,GQDNQLUGRWHPHYRUGRKZQDPRZDZDZ7
- a
- b KJXRQHGRRJWRQVLWVHEHKWIRHQRHER7
- b VVHQLSSDKIRQHGXEWHHZVHKW\UUDFRWVLGOLKFKWLZ\YDHKHER7
- c HUXOLDIVLUHKWLHQQHKWVXEWQHQPUSUHYHQVLVVHFFX6
- c WKJLUVXHYUHVOOLZWLHUYRHNDWVUHWXSPRFI,
- c JQLFQLYQRFQXRVWLHNDPWEXRGIRHVDFQ,  
NURZW
- c QDFW,
- c QDP\QDIRDHGLWVHOODPVHKWRWQLVGURZWRPHKWVHUSPRFQDFH+  
JQLKWIUHYHRGOODW
- c QDFH:

PRUIWLZRUUREHZVWQHUSXRPRUIKWUD(HKWWLUHKQLW  
d QRGH:  
d WLWDKWWVGQXRUIJKWQRIOHVPLKGHVXF[HUHSSL5HKWNFD-WEXRGR1  
d VURWEHGQDKWVHLURPHPUHWWHEHYDKVURWLGHU&  
d VH[D7ZH1R1VSLO\PGDH5  
QHKZHDXR\RKZV  
WLHQRHPRVHYROXR\KFXPZRKUHWWDPW  
d QVHRGW,  
d XR\HWDKOOZLZHKGQDURWEHGGEDRWLHQRPGQH/  
d WDQHPRZWXREDJQLQUDHOHNLOVLGUDYUD+WDHUXWDUHWLQJQL\GXW6

e OHYLUG\UDQLGUR\DZDHYLUGRWVQGHWOHYLUGHUX3  
e ORRIHKWIRHJXIHUWVDOHKWVLWQHPQUHYR\*  
e UHSVRUSGQDJQROHYL/  
e VHPDQWVULIHHUKWKWLZUHKFDHUSDWVXUWUHYH1

e HWDOPXFFDVHLPHQHWXERJGQDHPRF\DPVGQHLU)  
e HQRJHPLWVLWVDSHPLWQZDOUHPXVDQRZRQVUHWQLZHNL/  
e PLKPRUIZRUIUREORRIDQDPDOODFUHYH1  
e OODIHXWULY\EHPRVGGQDLVEHVLUHPR6  
e UDFHFDUVLVGDZNFDEGHOHHSVUDFHFUDUWDKWUHEHPH5  
e VLWDKWI,UXRIHNDPRZVWXOSRZWDVWRWPRGHHUIHKWVLPRGHHU)  
e URIUHYHQXEVUHKWRURIVHVXF[HVZROODRKZHQRVLQDPODHU\$  
e DH]LQJRFHURWXR\VOEDQHW,JQLKWOXIUHGQRZDVLHFQHLUHS[(  
e HVRORWJQLKWRQVDKRKZUDVUHYGDQDKWLZGQHWQRFUHYH1  
e \WLGSLXWVQDPXKIRUHZRSHKWHWDPLWVHUHGQXUHYH1  
e VQDOSUHKWRJQLNDPHUDXR\HOLKZVQHSSDKWDKZVLHIL/  
e PD,NQLKW,GRRIRHWWVDZDHERWWQDHPVWXMHUDHOSRHSHPR6  
e HVDHVLGODWQHPHYDUJDVLHYR/

e GHQUDHIQQHSDVLGHYDV\QQHS\$  
e HKWJQLQUDHOGQDFLOEXSQLQLORLYDJQL\DOSHNLQVLHIL/  
HNLOW  
e QGLG,QDPDWHPUHYHQ,  
e VHRKVVLLKQLHOLPDGHNODZHYDKXR\OLWQXQDPDHJGXMUHYH1  
PH  
WXRKWLZHYLOW  
QDFD\GQDPH  
KWLZHYLOW  
e QDFD<QHPR:

e \OIHKWRWUHGLSVHKWGLDVUXROUDS\PRWQLHPR&  
e URRGHKVVHVROFUHJQHVVDSHKWOLWQXUHWHPHKWWUDWVUHYH1  
WLWQHUUQDFHUXVWLWXEVVHQLSSDK\XEW  
e QDFHQR0  
e WDFDQUREEXWVWXRRWUWUHYH1  
e VUHKWRPGHOODFHUDHWDOXFODFVLPRKZQHPR:

e PHKWQDFHURWDZ\OQRHKWVPURZIRQDFDGHQHSRHYDKXR\HFQ2  
e ODWQHPVLIODKUHKKWRHKWODFLVKS\LOODEHVD%

WQHPXQRPQRHYDK,\KZNVDHOSRHSYDKUHKWDUG  
,GDHGP  
e ,UHWI\$  
e NQLUGRWSRUGDWRQWXEHUHKZ\UHYHUHWZUHWZ:  
e URWDHUFVLKVS LKVURZHKQHPHGDPIOHVOODHNL/  
  
e WL VHNDPWLHYRUSPLRWHQRGJQLKWMQDSXGHVVHPVLERMDHFQ2  
e GHQLDOS[HVJQLKWIR\URWQDOS[HVQRLWDQLOS[HUDHI,  
e \WULKWUHYRHQR\QDWWXUWUHYH1  
e VHVQHS[HIEGHGQXRUX\OHULWQHVRQLWRPHIRQDHFQRQDVLHYR/  
e HFQDWLUHKQLQDGHGLYLGHYDKXR\OLWQXQDPDZRQNXR\DVUHYH1  
e HURPWVRSSPDODVHVXNQUG\IDZHKWGHVXHUDVFLWVLDWVQHWI2  
e ODVUHKHUVVHUGDWRQVLVLKWWVHOOXIVWLRWHILOHYL/  
e GLNUXR\HOJQDUWVGQDJXKRWJQLWQDZVLWQHUSDJQLHEVHPLWHPR6  
e KWXRPVLKVHYDHOHYHQHWVDWHKWPRGHHUIQLGHQLGVDKQDPDFHQ2  
e UHW DOWLGHHQ\DPHZKWUDHKKWHYD6  
e GQXRIHUDVUHKWRGHUHYRFVLGHUDQHPHPR6  
e QRLWDULSVUHSQDQRLWDULSVQLVLJQLWQHYQ,  
e HKWQLOLDIODGOXRK\HKWHOEDFXGRUSHUHEGOXRKVWVQHPLUHS[(  
WQDZXR\WDKZWHJW  
e QRGXR\QHKZWHJXR\WDKZVLHFQHLUHS[(  
  
e UHKWRKFDHRWWQHOOHF[HH%  
WDG\DOSW  
e QRG\HPR+  
e VRRUUVLKVGGHHQHUXVQDPGQDOLYHOODIRWRRUHKWVL\HQR0  
e ODVWHGHSUHGQXHILZ\PHFDOSRWGHHGQHW,  
e GDKRKZQDPDHP,OLWQXGHQLDOSPRF,GQDVHRKVRQGDK,HFQ2  
e PHKWWDHSHUVORRIWXEVEUHYRUSHNDPQHPHVL:  
e VQRLWRQGHYLFHFQRFHUS\PIR\IDZHKWQLWHJVVFDIHKWWHOUHYHQ,  
e VHLUWQXRFHGSROHYHGQXHKWJQXRPDJQROHEHZHYROJQLVHVUS[HQ,  
e ODXVXQXVLHYLJURIR7QDPXKVLUUHR7  
e GORUDH\IDWRQVLWDKWNRRREDGDHUUHYH1  
e QURFLQXDKWLZJRUISDHO\DOSUHYH1  
HJDEEDFGHFLOV\OQLK7ZD/V  
e HOR&  
e WXRWLWFDRWVWKJXRKWUXR\URI\QQHS\$  
e GHNLO,GLNDWHPUHYHQ,  
e HWHOSPRFRWUHJQROVHPLWHHUKWHNDVWVWFHMRUSGHQDQDOS\OVVHOHUD&  
e PRGOHVHLOGOXRK\VOOXIHVXHLOGOXRZUHYHRK:  
KVDWDFFX6  
f QLUHIX6  
HQRODW  
f QVDZ,KVLZVWXM,WDHUJVDZHFQHLUHS[HODX[HVWVULI\O  
f ±QR\DOSHYROIRGRRIHKWHEFLVXPI,  
f OLDIRWJQLUDSHUSHUDXR\HUDSHUSRWJQLOLDI\%  
g ODUXOSHYLOHOSRHSGLUUDPVHYLOUDOXJQLVHYLOHOSRHSJOJQL6  
g VVHPODHUVDQDHPWDK7\WOLJL3\WOLJL+  
g \VDWQDIGRRJDURIHOWWHVKWXUWHKWURIJQLKFUDHVWXREDWHJUR)  
h VUDH\HHUKWVHLSSDKHKWHUHZHVRKWQDPKVHU)DVDZ,QHKZKDh<

h WKJXREVDWVWKJXREQHKZRKZHQRVLQDLFLWLORSWVHQRKQ\$  
h QRVWQDSUXR\KWLZHYDKQDFXR\QXIWVRPHKWWLJQLKVL)  
h GHSSRWVVDK\KFDZ\IPURGDHGV\QDPVLKWUHKWL(  
h WDMGGXSDZDKW,WKJXRKW,  
h \IDGHHUKWUHWIDOOHPVRRWWUDWVWVHXJHVXRKGQDKVL)  
VWDUUHWV\DIHKWZDV,OLWQXQRZG  
h ,WKJXRKW,  
WHJGXEQLKWLZURHOXGHK\QVQRWOLXE\WVHJUHYH  
h QLKWR1  
GHKJLVHX6OODWLGQHOO  
h ,NQLKW,  
i WQHPHOSPLXR\HURIHEQJLVH'  
HQRHPRKHPDF,GHWUDSHG\WVXMGDHGVDZUHKWDI\PI\DWW  
i QGLG,  
OODWDHILO[HVRQHYDKG  
,VWHNFRSNFLSURIW  
i QHUIHZWLI,  
\XJWDKWDW\WXRISPXU+DWHJW  
i QGLG,  
JQLYHLOHEV  
WDKWJQLWDHV  
i W,JQLYLHFHGVLJQLHH6  
HQRGWHJUHYHGOXRZJQLKWRQH\WXQLPWVDOHKWURIW  
i QHUIHZWLI,  
W  
QRGVWQDWVQRFW  
i QRZVHOEDLUD9  
WQHE\OGDEPD  
,WXEHN RUEW  
i QLD,  
i ODHGLHKWHJ\LODHUQDKWODHUHKWHJ\LODHGLRWUWRWUHWVHEVLW,  
JQLYLYUXVWVXMV  
WLJQLYLOW  
i QVLQRLVVDSWXRKWLZHILOJQLYL/  
i GHFFFXVHZWDKWWXE\UWGOXRKVHZWDKWWRQVLW,  
i OOHEDJQLUQXRWJQLUW\HNLOVLURPXUDSRWVRWJQLIU7  
  
i HPDVHKWQRHWWHUDJLFWVULI\PGHNRVPGQDOULJWVULI\PGHVVLN,  
HILOV  
i QDPDVHOXUWDKWPRGV\ZWRQH\QXWUR)VVLW,  
JQLKWAQDHYRUSW  
QDFXR<WLRGHPZDV\GRER1WLRGW  
i QGLG,  
i VVWDOHILZ[HQDWXEHJDLUUDPHKWIRK\WJQHOHKWVWVDOHILZ\$  
i DQDKWOOHZDIRPRWWREHKWPRUIHURPUDIHHVQDFQDPHVLZ\$  
WKJLUP  
i ,ZRQN,QHKZJQRUZH\ERWHPVH\WDLUXIQLW,  
i QHKWJQLKWWKJLUHKWRGRWWLOEDHKWV\LYLWDLWLQLI,  
i \WQHOSVDKHQRV\VOX\OKJXRURK\WJQLOGL\RMQHRWHOELVRSPLVLW,  
i WXRWVXURWQDKW\XRUDH\ZR\WUHWVHEVLW,  
i VORRWVLKVHPDOERKZQDPNURZURRSDVLW,  
i WHUJHUGQDNF\DENRRORWQDKWQDOSGQDGDHKDNRRORWUHLVDHVLW,



i VGQLIHKQDKWVHLWLQXWURSSRHURPHNDPOOLZQDPHVLZ\$  
i GQDEVXK\PJQLKVDUKW\OQRHUD\HKWJQLKWRQVLW,  
i \HQRPULHKWSSHNRWVUHNFXVZROODRWJQRZ\OODURPVLW,  
VUHJQLVSXNFDEV  
i LOOLQD9LOOL0IRHQRVLVLYO(  
i HUREJLEDVLRREJLE\$  
i GDEDKWLZHYLORWQDKWHPDQGRRJDKWLZHLGRWUHWVWHEVLW,  
i WVHUHKWURIGDHGQDKWHWXQLPDURIGUDZRFDERWUHWVWHEVLW,  
i IRVNRREGDHURWQDPGHWDFXGHQXQDURIJQLKWGRRJQDVLW,  
i HWVDZRWJQLKWHOELUHHWDVLDGQLP\$  
i HUDHZRKZWHJURIRWWQHLGHS[HVHPLWHPRVVLW,  
UHWWDPUIHKWRQDVLVHOEELUWWXEVWVRKJRQIRGLDUIDW  
i QLD,  
i HWVDWGHULXTFDQDVL\WLQD6  
i `PD\,HURIHUHKWNQLKW,^GXSVRJUHRWLJR&  
i WSPHWWDVGHHE\WLUDLOLPD)  
k QDHWXWLWVQR\OLUDVVHFHQWRQVHRGWUDSUXR\QRJQLQQDOSIRNFD/  
l \NQLWVHPOODFGQDFLOUJHPGHHIOH:  
  
l GQD\KWODHZ\KWODHKQDPDVHNDPHVLURWMOUDHGQDGHHERWMOUD(  
PHKWIRHUDFHND7WRJV  
l GOURZVLKWHSRK\OQRHKWHUDQHUGOLK&  
l HKWQLODWHSHVRUDJQLSSRUGHNLOVLHVUHYIRHPXORYDJQLKVLOEX3  
l HHUWDRWROOH-JQLOLD1  
l WLQNHOEXRGVLUDHZXR\JQLKMUHYHKFLKZQLHUDPWKJLQDVLOOH+  
l VHQLOGDHGKWLZVPDHUGHUDVODR\*  
OO  
HKVGDQDPRZ\QDIRHFDIUXVHKWKFWDUFVHR-XR\OOHWO  
l ,  
l \RWODQRLWDFXGHQDVLQLDUEHKWHVOHHOWWLOI,  
\DGRWUHJUXEPDKDURIZRUURPRWUDOORGDXR\HYLJOO  
l ,  
l GHUHGOLZH%\OVVHOHSR+HKWURIHPRKHKWQLSXGQLZOO  
l ,  
l QLDSQDPXKKWLZQRLWDQLFVDIQLDWUHFDVHULXTHUNURZIRHQLO\O  
l HNRUWVDHNL0HEWVXPHJDLUUDPGQLOEVLHYROI,  
  
l WRRIRQVUHKWDJKWXRPGHVROF\$  
l HFQDPRUJQROHILODIRJQLQQLJHEHKWVLI0HVHQRHYROR7  
RWQLVXQHWWWRJHY  
l XR\VVHPHQLIUHKWRQDVLVLKWOOH:  
l WUDXTDUDOORGDUHYRSXHQRJVQDKQRLWDOIQ,  
l QXUGQDKWXUWHKWOOH7  
  
l \EQHVRKFVLWDKZWDGHKVLQRWVDHUDHZHYROQLVDHUXWDUHWLOQ,  
QRLWFL)HFQHLLF6HOGQDKW  
l QDFRKZHOSRHSURIVL\WLODH5  
m QR\DUWHKWHYDHOXR\WDKWHQRVLWQDUXDWVHUWHPUXRJDHURPIQ\$  
m HVURKGDHGDURIVWDRJQL\XEHNLOVL\QRPLO\$  
m \GDODKWLZGHEQLQUREVDZ,WQHPVVDUDEPH\PR7  
m NRRUFDRQPD,

Sheet1

m VHFUXRIVWDHEQQRVVH:GQDKWLP6\$  
m VHSRKJQXR\GQDVHLURPHPGORHYDKV\DZODWVXPH:  
m 7;VLKWQLVPURIHILORQ\WWRF6SXHPPDH%  
m ",P\$HYLVLFHGQL721PD,  
m HQR\QDGDQDIOHVUXR\HQRIRHFQHLGXDQDURIWQDHP\OQRVLJQLPPX+  
n QHSRRWGDHUVL\DOSDHURIHEWKJLQHKWVWLWKJLQJQLQHS2  
  
n ORRN6QL\DW6JQLKWPR6QUH/  
  
n VQRLWFXUWVQLHKWGDHUVOLDIHVOHOODQHK:  
n UHYHURIGORKQRXR\WXSQDF,HPRWHFLQH%  
  
n HOEPPWEXRGQLQHK:  
n WDKWHQRHKW\OEDQRLWVHXTQXVLOOHPVVHVQHVVHYLIHKWJQRP\$  
n JQLKWRQWDSRWWHOSRHSRPRV\WLVRUHQHJRWWHPRFWLQHK:  
n "QHK:ZRQWRQI,"RK:VXWRQI,  
n GH%R7R\*HYLYUX6GH%I2WX2WH\*\DGR7R'R7VJQLK7  
+HOS,  
n DPWUDSSHGLQVLGHWKLWVHUPLQDO  
  
n VUXRSWLVLQDUWLQHK:  
n WXRKWLZRGQDFXR\JQLKWJQL\IVLWDVWVRPHKWWLHJDWVQRJQLH%  
n QXIHVDKOOOLZVZDOWXR\OQRQXIZDOWXR\HKWQHK:  
n VQDZVIRNQLKWHKWHWDPV\HNUXWQHK:  
n IRURWVDIRRWQRLVHFFXVQLVJQLKWAQDPRRWNQLKWRWVVLVHQGD0  
n WKJLQGQD\DGVHPLWRZVWVHUVVOHH\OQR,  
n DGQXRIWHV\DKHQRRQGHUWHYDKHOSRHSIRUHEPXQDKJXRKWQHY(  
n GHQLXUVLUHFURJHKKWHHJJDHVXRPQDQDFHKKWQHK:  
n OLDQDHNLOVNRROHVOHJQLKW\UHYHUHPPDKDHYDKXR\QHK:  
n GRRKHVODIRWWURVHUQDPOXIKWXUWDQHYHHNDPOOLZQLD3  
n VZRUFJQRPDHOJDHQDVLNZZDKDQHY(  
n W,HJDGORHUXWDPHUSVLW,QRVDHUIRQLXUHKWVVLVHQQHNQXU'  
n OOHZQDHPUHYHQVGLNGR\*NQDK7  
n HKWGHVVRUFHYDKXR\UHWIDOLWQXURWDJLOODHKWWOXVQLWRQR'  
n RUSQUXWGUHLZHKWGULHZVWHJJQLRJHKKWQHK:  
o HJDPDGVWRPHKWRGRWVDRVOODIOOLZWFHMERQ\$  
o VHLUWHKOLWQXRGQDFHKKWZVZRQNHQRR1  
o QLWVROVLWLILUHGLYLGHFURIDVHPRFHEUHLOSLWOXPHFURIS\$  
o KVLIGORJNFLVDIRUHQZRHKWVDVHOSOHKVDOHHIQDFHQRR1  
o UHYHQHPLWIRWQHPRPWVRODQGXRIHE\DPGORJIRHFQXRWVRO\$  
  
o HKWJQLQLRMGDPRRU\UHYRFHUDHYDKRVODGOXRKVODWLSVRK\$  
IOHV\PHYLUGOO  
o ,UHYLUGNQUXUGDKWLZHGLU,HURIH%  
UDZIQDVLHUHKWILWXE,,,:DHEOOLZHUHKWILZRQNW  
o QRG,  
o QHWWLUZJQLHEQRLWFLIHLYLDQLJDPLWVRPHKWHUDVQUXWHU[DWHPRFQ,  
o \UWOXGDIRWQHPPDFDVHKKWVLFHURYL'  
o \WLQLJULY\PHVRRROQHYHW  
o QGLG,GQDGHZHUFWVRJ,

Sheet1

o JQLNDPIEQRZHK\UWQXRFLKURIJQL\G\EUDZDQRZUHYHHQRR1  
GRRJOHHIW  
o QRG,  
o QDKWHOSRHSQDFLUHP\$HKWIRWXRVDLOHURPHGDPVVK[DWHPRFQ,  
o URI\QDPWQHWHSPRFQLHKW\EQRLWFHOHVHXWLWVEX\VFDFRPH'  
o GHWWL[HWVHUHKWHURIHEWVHE(+7WKJXRE,  
p GRRKWQH3GHQDO3WURSSX6HFUXRVVWLDHPLUFSRW6  
\URWFDIHWRTUHWVD0\D'HKWQLUHQRVLUSGOHKJQLHEPD  
p ,SOH+  
p HNDWRWDZRQVLHUHKWHOELUHWVWVWOXDIRQHYDKRKZHOSRH3  
p GHKVXSVDZ\WSPX\WSPX+

p WVLPLWSRQDVDZ\KSUX0  
p HERW\GRE\QDZROODRWJQLKWDVXRLFHUSRRWUDIVLVVHQLSSD+  
p NQLKW,HGXWLWWDHYLWLVRSDDHYDKRWV\DSW,  
p UHVROFVHLPHQHUXR\HVRQFVQHLUIUXR\SHH.  
p HFLYGDWVHEHKWVLFHLYGDHOSPL6  
p WVR\WH\*HXFVH5KFUDH6WURSSX6  
KVDFRWGURIIDW  
r QDFGREUXR\VNFKFJQLWLWVZVLQDUEUXR<  
r VUDZVQLZVFLWVJROWXEVHWWDEQLZ\DPVQRLWUHS2  
r VLHJDGQREQLNVLU\OQRHK7PRGHHUIQLVNVLU\VDZODHUDHUHK7  
r HFQHLUHS[HKWLZPXOSDWWXVVLHGXUS\$  
r OLYHOODIRWRRUHKWV\QRPLUWD0  
r HKWURHOGQDFHKWHER7WKJLOJQLGDHUSVIR\VDZRZWHUDHUHK7  
r \HQRPQLUWHRSRQVLHUHKWQHKWVXE\UWHRSQL\HQRPRQVLHUHK7  
r VLQRLWDXWLVKWGDQDHYDHUHGQXUHURVVLGWDHUJVLHUHK7

r NQLKWXR\QDKWUHJQROVHNDWJQLKW\UHY(  
r QRLWXORVQZRVWLVDKPHOERUS\UHY(  
QRLVXFXVLDGQLSXGH[LPJQLWVHJQDKWHVURZJQLKW\QDW  
r QVLHUHK7  
r JUXEHFLVWLVDKFLQDWL7\UHY(  
r WQPHJGXVVKIRUHYHQWVXE\URPHPVLKIRVQLDOSPRFHQR\UHY(  
r V\HNQRGJQLSSLUWVWXRQL\UROJRQVLHUHK7  
r JQLWVHUHWQLHURPHOSRHSUHKWRHNDPRWNQLUG,  
NRREGDEDHNLOIHLKWRQV  
r HUHK7  
r HFDOSWQHOOHF[HQDVLKFLKZPLKQLOHYRQDVKWVLODQUXRMUHY(  
r WLGLDVVDKUHKSRVROLKSHPRVWVXEGUXVEDRVJQLKWRQVLHUHK7  
r OXRVKWHVQDHOFRWHYUHVWREUHWKJXDOGQDVUDH7  
r ODQLIHUHDHUHKWVDJQROVDORRKFVQLUH\IDUSHE\VDZODOOLZHUHK7  
r GQHGDGQDHOGGXPJQLQQLJHEDHYDKGOXRKVOHYRQ\UHY(  
r HJQRSVDQDKWHURPRQNQLUG,  
r WXRQXW\HKWVDWVXEHGDPHUD\HKWVDWRQHUVHJDLUUD0  
\UWQHYHW  
r QR'NRREGRRJDHNDPWRQGOXRZ\URWVHILOUXR<

s OOLZWLJQRUZRJQDFJQLKWHPRVI,

GRRKWQH3GHQDO3URIGOLKFUHWVRS  
S H+  
QHWWJRJIHERWUHSDFQHWIRVLWLGHUHEPHPHUHERWWHHZVV  
S W,  
S GHWILUG,WXEHWLKZZRQVHERWGHVX,  
HFLQHERWWQDWURSPLHURPWXEWDWURSPLHERWHFLQV  
S W,  
S RWWQDZRWHYDKXRIVVUL)  
S IRVDKWLGRJUXRWFHOOHWQLHNDPRWWRQHUFHNDWGOXRKVH:  
S VHYROHKHURPHKWRVWVQXRPDQDPVHWDVVDVHOHKWHNLOVPHHVW,  
WL[LIW  
S QRGVNURZJQLKWHPRVI,  
S NRROVHKWHNDPRWJQLRJHUDVHKWVXEVHKWHUDHVHK7  
S ODJHOOLURGH[DWOODXVXVLWLQXIVLJQLKWHPRVI,  
S \XEQDFHQRPVQDLFLWLORSWVHEHKWVVDKVVWHVXKFDVVD0  
HQRENOL0JQLUDHZPD  
,QGDHUHKWVXRGOURZJRGWDHJRGDV  
S W,  
WVL[HW  
S QVHRGHFUR)UL\$HKWODHUHUDV2)8  
GHLWVWHJRKZQHWWRJURIH  
,[HVGDK,HFQLVJQRORVQHHEV  
S W,  
JQL.HKWHERWGRRJV  
S W,  
S OHPDFUXRIHLWVXEKDOO\$QLWVXU7  
JRGDHGLVQ,GQHLUIWVHEV  
S QDPDVLNRREDJRGDIRHGLVWX2  
S HVUHYVLUWHRSWXEGDEHUDVQX3  
UHJQDUWVDHNDPRWUHGDVKV  
WLGQHLUIDHNDPRWVDHV  
S W,  
HUXVRVWRQP  
S ,ZRQWEXEHLVLFHGQLHERWGHVX,  
t VHNDWVHVVXRLFQRFWLODXWFD\UDQLGURDUW[HIRHFQHVHUSHKWQ,  
t UHGUXPDWLPFRFRWHOSRHSRZWGQDQRSZDKWREVDHNDWW,  
\GZR+JQL\DVIR\DVZ  
t HUXWD1VLKWDH'  
t HUDHUHKWVXEQHNFVKFDVHPRFHEJJHQDHUXWDUHSPHWUHSRUSHKWW\$  
t JQLUREHUDVHLORQQLDWQRFKFLKZVNRRE\URWVL+  
t HUXOLDIIRVHQRWVJQLSSHVVKWVIRHUDVHNDWVLO  
t GDHGOODHUDHZQXUJQROHKWQ,  
GQLNQDPURISDHOWQDLJHQRGQDQDPURISHWVOODPVHQRV  
t WDK7  
  
t WLURI\DSXR\WDKZKWURZVLHHUIJQLKW\Q\$  
  
t HVURZRWGDEPRUIR\OODUHQHJVJQLKVVHYOHVPHKWRWWIH/  
t VQDLGQ,HUDWVHUHKWIHLK&HQR\OQRVLHUHKWSPDFVLKWQ,  
t GQDVWQDSUXR\QZRGOOXSHFLYGD\PHNDWGDVGGQHLUI\PHHWVL/  
"FR'SXV  
t WDK:

t HQLQVHYDVHPLWQLKFWLWV\$

t RWWLHNRUWV,WVH:HKWRWWLHNRUWV,WVD(HKWRWWLHNRUWV,  
t HURKZDVLRKZQLJULYDVLHULVHGQHPWDK:  
URIJQLNRROP  
,WDKZGQXRIW  
t QHYDKOOLWV,  
t HKWJQRUZJQLRJVJQLKWODUHYHVIR\WLOLELVVRSHKWWLHUHKWI,  
WDHEGQDKFDQLSVIRQDFDWDHVXWXU%HHVRWHNLOG  
t ,HFQRWVX-  
t GHWQHYQLHERWVDKGRRKHVODI\OQRVWVL[HKWXU7  
HHIIRFGRRJ10\$'V  
t WDK7  
t D\RWWLVHYLJHQRHPR6RLUDQHfVHVDFWVH%  
t VXHNLOZRKGQDHS DHKWWLWVDHE\OJXQDWDK:  
t \UWQXRFDWDK:  
HEOOLZHUHKWZDODW  
t QVLHUHKWI,  
t GRRZUHGQ8QDKWLZNFXPkFVDWXEUHWLUZDVLWDK:  
t QRLWDJ\LOLYLFDWDK:HPLWDWDK:

t "VHUDFRKZXEPHOERUSDVL\KWDS\$  
t URUHQRR6URRG\UHYYHWDQZRGVHLOWDKWOHPDFNFDOEDVLKWDH'  
t HKWVHRGGOLKFHKWWDK:VHRGGOLKFHKWVHHVGOLKFHKWWDK:  
u HKWVDKRKZHGLFHGRWQHVRKFHOSRSHSHYOHZWIRVWVLVQRF\UXM\$  
u PLKURIWXRWXFVNURZVLKGDKVDKRKZQDP\$KFXQX(  
u GHZROODVQDHMZRNXR<[HVODXVD&  
V  
URWDUHSRKWLZHPDF\HKWMOQRI,QHPRZGQDWWUHGQXW  
u QRGWVXM,  
u GQDVGQHLUIUHWZQDKWHURPURIVHORKJQLUHWZGORRWQUXWH5

v \WWWHUSHUDVZRFJQLKJXD/HLORMWVHWLULXTHKFDYD/  
HKHKHKH+VUHPO(JQLWQXKHU  
v H:WHLXTHHZHYHHZHYH%  
w VORUWQRFRKZH+WVDSHKWVORUWQRFWQH\HUSHKWWORUWQRFRKZH+  
DQLODWHWPWXSHZW  
w QDFKZHFDsvRWQLQDPDwXSQDFHZI,

w QLWLJXOSXRILUHWVHEVNURZW,  
w VODYLURQHYDKOOLZIOHVPLKKWLZHYROQLVOODIRKZH+  
w JQLKWQDURIGRRJPRGOHVVLVHVXF[HJQLNDPWDGRRJVLKZH+

w HQRODHPHYDHOWXEOULJHKWRWWQDZXR\WDKZR'  
w GRRJVLHJGHOZRQ.

w VHPLWIRWVURZHKWVDZWL\HPLWIRWVHEHKWVDZW,  
w HPDOERWHQRHPRVGQXRIVDK\WL\UHYGDIRHFDIHKWQLVHOLPVRKZH+  
w QZRQDFHZVHWDP\DOSWQDZH:  
w GHLUUDPWRJWVRPOD,GORFRVVDZW,

w QRWKJXDFVWXMWVDOVKJXDORKZH+  
w "WLDZ\KZHQRGVLNURZ\0  
HURIHEGHLUWUHYHQHY  
w ,HQRHKWNFLSV\DZOD,VOLYHRZWQHHzWH%  
y XR\ILWXEUHWKJXDOKWLZWUDSXR\HNDKVGQDKDKWLZWUDSXR\I,  
y VWEXRGUHYHQORRID\IOQ2  
  
XR\VJQLKWHKWIRNQLKWWQDZXR\JQLKW\UHYHWHJW  
y QRGXR\I,  
y \OWVDYHUDXR\GHOLDIGQDJQLKWHPRVRGRWGHLUWHYDKXR\I,  
NODZHGLVHKWIIR\DWVHYLUG,\DZHKWHNLOW  
y QRGXR\I,  
y HYDK\OODXQLWQRFQOOLZXR\HYLJ\OODXQLWQRFXR\I,  
\DGHUWVH\HPRWWLQHLYLJHY  
y GOXRKVXR\ZRURPRWWLWQDZXR\I,  
y WVHEULHKWWDV\DZODHUDHUFRLGHPHKW\OQ2  
W  
y QGLGXR\IDGDQRVUHSHQRWVDHOWDRWRMJQLUERWOLDIXR\I,  
URUHQRRVJQLKWHPRVRGW  
y QDFXR\GORW\OODXQLWQRFHUDXR\I,  
y WLKWXUWWDHUJHKWOODPRUIZROORIRWKWXUWHQRHVRRKFXR\I,  
y GXROFUHGLVQRFWLYLWDHUFQR\ORSRQRPDHYDKVQDPXKNQLKWXR\I,  
PLK\ROSPHW  
y QRGQDPDFHVSXVXR\I,  
UHYLUGEDFWL&NUR<ZH1DWRQHU  
y XR\VLKWGDHUQDFXR\I,  
HKWPHKWOOHWWVXM,  
\UUD+OOH+PH  
HYL\*  
y JQL\DVSHHN\HK7  
y WLDZGQDGDWV\OQRRKZHYUHVRVOD\HK7  
y WVULKWPIRUHYHQWXEJQLNQLUG\PWXREDNODW\HK7  
y \UDVVFHQXVLR\IRHQRVVREHKWKWLZHHUJDV\DZODXR\I,  
y XR\RWNFDEHPRF\HKWI,HHUIPHKWWHVHQRHPRVHYROXR\I,  
WLGURIIDW  
y QDFXR\HFLUSHKWNVDRWHYDKXR\I,

THINK2,C,65

\WLOLEDULVHGVWLRW

UHKWRPDVDGOLKFD

"JQLRJ

HNRSDQLJLSDIRWXRHVUXSNOLVDHNDP  
\UWQXRFUXR\

UHWWHE  
GHYORYQLHOSRHSIRUHEPXQHKWIR

\GQDFIRKWURZV  
OHNFLQDQRNFLV  
VQDLUDEUDE  
VHOSPDJHGDEHYLJRWWLOLEDQLULHKW  
"FDLQDPDVLUHWVDIJQLYLUGHQR\QDGGQDWRLGLQDVL

\WXDHEIRVDZHKW

HURWVHUDZGUDK

VQHSSDK

RGXR\WDKZHJQDKFQHKWHUDXR\WDKZHNLOWRQ  
JQL\DVHUDXR\WDKZRWHFQHUHILGQL  
WVDSHKW  
HPLWDWDNDHSVRWGHWWLPUHSVDZQRVUHS  
JQLKWHPRVWRJ\OODHUHY  
XR\FDEVLK

WL

VHYLWDOHUJQLYUHVHGQX

ULHK

GHHQXR\WDKZWHJ

"PRUIJQLPRFP  
,HUHKZ  
JJHQDQRWLVRWJQLWQDZGR\*HQLJDPL

VERQNHKWWWLZWRWHYDKXR\HOLKZD  
IIRUHSDWWOODFHQRKSHKWWXEZRUI  
GQRFHVUXR\HWLUZRWWKWQRPRZW  
JQLYLO

UHPUDZUHWDZORRFDGHOODFHEGOXRKVW,"UHWDZ



HFDOSWVULIHKWQLXR\KWLZGDRUHKWQR

KWDSHKWQZRG

KJXRQH  
GUDZNFDE

PHKWGDHUW  
QDFRKZ

"WXR\QHNFLKFXR\IRWQRUI

VWLPLOVWL

VGURFHUODWQHKGWLZXR\ILWQHGL

\WLGLSXWV  
HFLRYQLHKW

WLURIJQLKW

UHWXSPRF

\DG\UHYH

OLDMQLURKFLU  
IOHVPLK

WLWXRED\SSDK

HPLW

VHVXF[HHNDPVUHKWROOLWVGQD

HJDURWVWVL

WDIODXWFHOOHWQL

GHWHOSPRFVLWLHURIHE\GREHPRV

HFDUQDPXK

WLURIUHKNQDKWRW

WHPUHYH,

QHUGOLKFUXR  
HUXWDQQDPXKVDZ

VWQXRFWDKWPBKWHYROXR\

FLQLO&R\D0HKW

VZROORIHVOHOODGHWQDUJ  
IOHVPLK  
QLDJDWLHNDPXR\QHKZHNDWVLP

HOSRHSVVRKWIRHQR

JQRODVHRJHQRVDWQHPXUWVQL

QDFUHJUDODHVXRWVL

HQRHYDK,\KZQDKW

HVURZ

PLKKWLZ  
QRLWDQLPXOOLQDKWWURSSXVURI

HPLWHPDVHKWWD  
HURPURIUHJQXKHKWURQ

\DZHPDV

WHHIRQ

JQROVDHFLZ\MOQRVWFHMRUSGHQQDOS\OOXIHUDFGHWFHS[HQDKW

QUDHORWUHLVDHVLUDOXJQLVHJDXJQDO\UHYHQ,VHYLO

HILO\PIR

HQRJVDZHKGQD\DG

HFQLVRFFDERWURIHPLWGDKW  
QH YDK,\DG

UHYHURI  
SRWQLDWQXRPDPRUIORRI

WKJLUJQLKWHKWRGRWWLOLEDHKWVLFQHFLIIH  
RGRWNURZIR

HQR  
HILOUXR\IR  
VQRLWDWRXT

WUDSIPQR\FQHJUHPH

HVLZ

RKFHQDURIJQLWLDZGQDQRIQD&GQDU\*

WL\RMQH

JQLUHIIIXVGQD

VUHKWR

WDHXR\UHWIDHOEDWHKW

OLUHSQZRULHKWWDWLVRGVSRUGVHYDHRKZ

\WLODWURPPLIRDHGLHKWVHYLJWVHE

GHVVHUGQXJQLWWHJ

\OHYLVXOF[HRRWJQLKWHQR

JQLYLODURINQLUGRWDZ

KWDHG\UDURSPHWL

UHYLU

WDEPRF

HFLIRV  
UHLKVDF

VEXOFGQDVNFRUKWLZWKJXDIHEOOLZWLWLUHWID  
\DGRW



VLKURIHLGGUDWVDEEPXGURRSUHKWRHKW

VDKIORJ  
ZHIWSXUURFHKMEWQHPWQLRSSD

PHKWIRHJDWQDYGD

IOHVUXRIWXEVUXRIURIHOELVQRSVHU

HHUIJQLNDHUEIRWDKW

WLWVFOIHUWDKWURUULP  
UHKWLH  
WQHOHF[H

WQDURQJLHUDXR\KFLKZIRJQLKWHPRVWXRED

WLURI

VPD[H

WLODQRVUHSRQWXEVHOFVXPOXIUHZRSHVUXRF  
JDOIHKW

VHKWHNLO

VWURKV

SX

GDHURWNUDGRRWV  
WL

QRLWDQLJDPLIRHFDOSHKW

VHQRWVIRQUREVQHNFLKFRQ

HFLHKWQRHGLOV

WVHEHYRO,WDKWQDPRZHKW

HJDPDGWVRPHKWHVXDFOOLZWDKWHQRHKWVLOOLZWDKWHQR

HHSR3IRWXROOHKHKW

OHPDFHKWHGLUWVXPXR\UHWDO  
VLGOLKF  
UH\ZDOWVHE

VODXQDP  
XR\WHHPRW\HUHKWHUDVPDHUG

HUXWXIHKWVORUWQRFWVDSHKW

QH\YRHYDZRUF\LP

HVOH

QRWL

VUDHWKWLZWUDSXR\VLNDKWLZWUDS

WQDZW

QRGXRWKWWHJW

QRG

GHHGHHFFXVGQDJQLKWRQRGRWGHLUWGDKXR\ILQDKWIIRUHHWHE

\UW

WLHYHLOHERWWUDWVOO

XR\UHWDO

FLWDQDIDXR\GQDGRRKHVODIDHPRFHE\OODXWQHYYHOOOLZ

VQRLWDPURI

OOH+HNLOVGQXR\WLGQDKWXUW

PHKWOOLNGQDQZRGPHKWNFDUWWRQI,VUXR\HUD\HKW

THINK3,C,65  
ZD/V  
QRVUHSPX\*  
GUDREOOL%KFUXK&  
DUWDQL6NQDU)  
UHKWHJR7QHUGOLK&GQ\$VUHKWD)  
HFLYG\$IRZD/WVUL)

DZDND\D+,6

VHUUL\*\*\UHIIH-

QRQ\$

\WQXR&PRRO%VXS2  
\GHQQH.)QKR-WQHGLVHU3

QRQ\$  
QRQ\$  
QRQ\$

GUDR%QLWHOOX%KFUXK&  
QRQ\$

VUHHK&VUHEPDK&HQDL'  
HFIR-VHPD-  
VUHJR5OOL:

HQLJDJD0UHEUD%QDP\HQXR-  
QLZUD'VHOUDK&  
QRQ\$  
QLOUD&HJURH\*  
ZD/V  
GHLUHYD6

QRQ\$  
QRQ\$

UHNFLW6UHSPX%  
JQLD6QDLGQ,QDFLUHP\$

VHOX5HK79,OOHKF63VHOUDK&  
QLWUD0HE\$  
LWWXU)LWWX7GUDKFL5HOWWL/  
QRQ\$  
HUXO&F0OHDKFL0

QHOO\$IGRR:

VQHYHW6\D5

HHXTUD0FLUWFHO(60\$&

QRQ\$

QRQ\$

QRVUD&\QQKR-

HHXTUD0FLUWFHO(60\$&

\HQURWW\$LNVZRUEJ'-NUD0

QRQ\$

HH\*F0NFLK&

QRQ\$

OODKVUD0GRRJUXK7

QRQ\$

QRQ\$

RUUD'HFQHUDO&

PHURHK7V

JUHEVQL\*

QRQ\$

UHNFLW6UHSPX%

WROHPD&UXKWU\$JQL.

QRQ\$

VXHWUR3\EOLH%

UHOOX)V DPRK7

GDR5NFLU%ZROOH<H\EGRR\*QKR-QRWO(

VHQRW6JQLOOR5HK7

QLWUD0HE\$

VHPL7GRR\*VRP\$QKR-

QRQ\$

QRQ\$

QRQ\$

QRVUD&\QQKR-

\ODH+IIH-

EUHYRU3HVHQLK&

QQX'QDW6

VXUXFLS(

WWHOILK65-

URED\*DV=DV=

EUHYRU3KVLQD'

QLOUD&HJURH\*

UHNFLW6UHSPX%  
EUHYRU3KFWX'  
EUHYRU3QDFLUI\$

UHJUH%VDPRK7

GUDR%QLWHOOX%  
QRQ\$  
UHEUXK7VHPD-

VXRLODWH0HFDU\*

QLDZ7NUD0  
UHGQDQH0  
UHKJDOOD\*  
QRQ\$

JQLD6GO2  
VQDPVX+.-  
URKWX\$HUDZHUK6  
EUHYRU3HVBHQSD-  
VUD:UDW6HERQH.QD:LE2  
HOWRWVLU\$  
QRQ\$

QDPWD%UHNR-HK7  
QR\QX5QRPD'  
QHOO\$IGRR:

QRLWF\$VVDO&QDPNFD+HQH\*  
VXOOXWD&  
EUHYRU3QDPUH\*  
QRWWX%OHSD/  
QRVLOO(QDOUD+  
QRQ\$

QRQ\$

VQRVSP6HK7QRVSP6WUD%  
HFUR)IRZD/  
\QRKWQ\$

QRQ\$

QRQ\$

UHNFLW6UHSPX%

ULH0DGOR\*

WOX&UHWV\2HXO%

\WQXR&PRRO%VXS2

QRQ\$

\WQXR&PRRO%QKR-UHWWX&

DOOL9RKFQD3IRVGURZWVD/

HQXWUR)I2OHHK:WQHWWHWQR&

VHJRRW6HHUK7HK7GUDZR+HR0

HUDHSVHNDK6PDLOOL:

VHOWDH%HK7

QDOSD.HH/

UHWXSPR&\$HYRE\$QJL6

HWDO3HVQHFL/

VWXQDH3QZRU%\OOD6

QJL6NVH'

HHXTUDO

VHWDLFRVV\$HFQDUXVQ,KVDED:

QRQ\$

EUHYRU3KVLZH-

VUHKWRU%\PDOOH%HK7

GUDREOOL%

QHNFQH0/+

UHNFLW6UHSPX%

ZD+HH+VHQR-DSGQDU\*

VWXQDH3QZRU%HLOUDK&

QRQ\$

ODLFUHPPR&UH]WOH6DNO\$

UHYRR+VEEL/

HGOL:UDFV2

RWDO3

QRQ\$

QRRGDJLU%QHUDO&F0U0

QRQ\$

JRU)HK7WLPUH.



QRQ\$  
UXKWU\$FD0VDOJXR'ODUHQH\*

QHOO\$IGRR:  
UHEUXK7VHPD-  
HJDNFD3UDJX6  
JQLWXSPR&IRZD/KWIL)HK7  
QRWVR%2HFXU%  
ZD/KW[L6V  
\KSUX0

DUUH%LJR<

VSOHK3QRVPDLOOL:  
QRVUHP(RGOD:KSOD5

DUUH%LJR<

QRQ\$  
HVDUK3HVRSUX300\$V  
QORFQL/PDKDUE\$  
QRQ\$  
QRQ\$

QRQ\$  
HGOL:UDFV2

UHNFLW6UHSPX%  
KVDO)NFD-  
QLSPX-UHJJD-NFL0  
QRQ\$  
JX0HHIIR&  
UHOOL0UQH+  
\GGX%\GGX%  
WULK67

VGOHL)&:  
HNRP6QX\*URIQDJRO660\$&  
QDPWLK:WOD:  
GUDREOOL%KFUXK&  
NRR&ULDWVLO\$  
QRQ\$  
ZD/GULK7V  
JQDJIOR:  
QORFQL/PDKDUE\$

QRQ\$

QRQ\$  
HUDOFQL6QRWVQL:  
QLONQDU)QH%  
QLVH[D7GHVDHUFQ,KVX%HJURH\*WQHGLVHU3

WVLUXR7ODWQHGLFF\$HK7WUX+PDLOOL:

QRQ\$  
U-WQXRO%\R5  
ZD/V  
QDPWL.  
UHPR+  
NHU7UDW6OOHZHUD)QDFOX9  
QRQ\$  
ZD/  
VHQR-  
HHXTUD0WQDUXDWVH5  
VGOHL)&:  
QRQ\$  
HH\*F0NFLK&  
OOHZU2HJURH\*  
HHXTUD0KFUXK&  
HJDNFD3UDJX6  
QDLFDU\*  
QRQ\$  
QRQQH/QKR-  
UHQJLHUR)HK7VPPL6HQLUHKWD&  
RWDO3  
FDQDPO\$V  
GUDKFL5URR3QLONQDU)QLPDMQH%  
UHOWX%ODXPD6

VUHJR5OOL:

QRQ\$

HVXR+ODPLQ\$UHGQXRO)  
HPIK5\UHVUX1V  
QHUGOLK&  
JQLD6UH YLU'ED&

QRQ\$  
QRQ\$  
\EE\$UDH'QHUX%QD9OLDJLE\$  
VFLPDQ'\PHWV\6JQLYORY(I2ZD/V  
\JUXP\=  
DUUH%LJR<

UHGO(HKWRWD&  
UHQLUD0WQHLLFQ\$HK7I2HP\K5HK7  
QRQ\$  
ZD/KWUXR)V  
HOJDQL)  
VUDH)IRNRR%UDH)  
QDPIIR+HLEE\$  
UDZH'GUR/  
QRQ\$  
QRQ\$  
QRWWX%OHSD/  
VHEER+GQDQLYOD&GD'  
QRQ\$  
WULK67  
QRQ\$  
QRVLG(DYO\$VDPRK7  
QRQ\$

GURIQDW6QD'  
HUXWQHYP\$WQHOOHF[(V  
GH7GQDOOL%QLOUD&HJURH\*

UXROR&JQLYL/Q,  
QRQ\$  
QHOO\$IGRR:  
QRQ\$  
UHPOD3OHXPD6  
QRQ\$  
ROOH%OXD6  
UHNFLW6UHSPX%  
QRVUHP(RGOD:KSOD5  
QRQ\$

QRQ\$  
QRQ\$  
VGOHL)&:  
QRQ\$  
QRQ\$

NFX'\IID'

QRVUD&IQQKR-  
HUDHSHVHNDK6PDLOOL:  
QRQ\$  
QRQ\$  
\WQXR&PRRO%\HONQL%OHDKFLO  
QRQ\$  
\UXEVHQRR'VLUUD+UHNQR=

HQRSD&O\$  
UHNFLW6UHSPX%  
[UD0RKFXRU\*  
GUL%WHHZ7  
QLONQDU)QLPDMQH%

UHNFLW6UHSPX%  
ZD/  
VSRHK&

QRQ\$  
QRQ\$

GUH1HK7QDPGDHW6NFL5

GOHLIUHJQD`HQGR5  
VHOGGD6JQL]DO%VNRRU%OH0

UHEUXK7VHPD-

QRQ\$

ZD/  
QUREV2

QRQ\$  
HLNRR&HQXWUR)

QRQ\$  
OOLKFUXK&QRWVQL:  
GUDREOOL%

LQLQDFVR7RUXWU\$

QRQ\$

VQRVSPL6HK7QRVSP6WUD%  
QRQ\$  
QRQ\$

HUHLOR0  
UHOOL0\OOH.  
QRQ\$  
QRQ\$  
QRQ\$  
GUDREOOL%KFUXK&

QRFD%VLFQUD)UL6  
EUHYRU3HVHXJXWUR3  
VHQR-OOL%DGDQD&

QRQ\$  
VXKFDLOOD&  
GUDREOOL%KFUXK&  
EUHYRU3KVLU,  
OOLKFUXK&QRWVQL:  
GQX)HJHOOR&RUJH1GHWLQ8  
VXU\6VXLOEX3

QRQ\$  
QRWWX%OHSD/  
QRQ\$  
HF\$QDPGRR\*  
QJL6NVH'  
VUHJQDUW6WFHIUH3VXPDNXWUD%LNOH%  
FDQDPO\$V  
GUDKFL5URR3QLONQDU)QLPDMQH%

QRQ\$  
QRQ\$  
DFULFHOELVVRSPHLKJWJQLRGURIJQDO6\$/&8  
NFRFDH3HLVX6  
HHXTUD0KFUXK&

QRRGDJLU%VDOJXR'IIH-  
VQLEER5PR7

H\HSR3\SPL:

UHYRR+\EEL/  
VURUUR+12SRK6HOWWL/6"ROOHYHUF6QLU2  
VHVR5HK7I2UD:HK7RWL9H\QQD'  
HHXTUD0  
VHWDLFRVV\$HFQDUXVQ,KVDED:  
HGOL:UDFV2

\GUD+UHYLO2  
VGOHL)&:  
EUHYRU3QDLYDOVRJX<  
VLRUXD0  
HUGQ\$

UHNFLW6UHSPX%  
QRQ\$  
QRQ\$  
UHQ]WL0QRVOL:  
QR[L10GUDKFL5

QRQ\$  
H\DVVXR+HQHVU\$  
QRQ\$  
QRQ\$  
OORUUD&QDKWDQR-  
QRQ\$  
HHXTUD0  
VHWDLFRVV\$HFQDUXVQ,KVDED:  
PRL[\$V  
QR'  
JX0HHIIR&  
ZD/V  
QHUR%  
LOD'URGDYOD6  
QRQ\$  
\GHQQH.WUHER5  
WVHQU(GQ\$NQDU)NQDU)

QRQ\$  
ZD/V  
\KSUX0RWQRLWSHF[(KWQHYH6V  
\JUXP\=  
QRQ\$  
UHNFLW6UHSPX%  
QRVUD&\QQKR-  
HULDWOR9  
WULK67  
UUH.QDH-  
EUHYRU3QDLVUH3  
QRQ\$  
VXU\&VXLOEX3  
QRQ\$  
OLVD%W6  
QLOPR7\OL/  
EUHYRU3QDLWLD+  
QRVSPRK76UHWQX+  
\WLYDU\*HYLWFHOH6IRZD/HK7  
UHSSDU:PX\*HOEEX%DNRR]D%  
HXTUD0RH/ODUHQH\*WQDQHWXHL/  
QRQ\$  
QRQ\$  
KVOD:  
2VLFQDU)

UHGQR:HLYHW6

QRQ\$  
NXR:QDPUH+  
EUHYRU3KFQHU)

QRVOL:VLJH5&

QRWWD36HJURH\*QH\*

NQDEUX%UHKWX/IRVGURZWVD/  
VUHJR5OOL:  
ZDK6GUDQUH%HJURH\*  
UHNFLW6UHSPX%  
HQU\%WUHER5

QRQ\$  
QRQ\$  
UHNFLW6UHSPX%  
VZD/V  
\KSUX0Q2WQHPPR&V  
HORR7  
2  
9,OOHKF63VHOUDK&  
HHXTUD0\QDSPR&HFQDUXVQ,  
JQLKWHPRV\WULKWHNL0  
HFLYG\$IRZD/GULK7  
UHNFLW6UHSPX%

UD:I2VJR'HK7VPDLOOL:U'  
\HOGDU%UDP2ODUHQH\*  
QLOOH%DWH\*  
QRQ\$  
QRQ\$  
QRWUDK:KWLK(  
VHYDU\*WUHER5  
JQX7HV7RD0  
\UDOORUR&GQRFH6V  
\KSUX0  
VUDH<UHGQR:HK7VQLOOR&U0

QLWUD0HE\$  
QRQ\$  
QRQ\$  
ODLWUD0  
QDKWD1QDH-HJURH\*

EUHYRU3QDL0DW,  
VHQVOOHVVX5  
RUHFL&  
HLNRR&HQXWUR)  
UHNFLW6UHSPX%  
VHLU9H'UHWH3  
VLDOHED5  
EUHYRU3QDL0DW,

]WLZREH/QDU)  
ZD/V  
\KSUX0

GUH1HK7GQRPPD+OH[\$

QRQ\$  
WVH:HD0

GUDREOOL%KFUXK&  
5)\$68VLUUR"5GODQR5OHQROR&  
QLHWVQL(WUHEO\$  
VUHJR5OOL:  
ZD/V  
\KSUX0  
NFDEKVDO)UHSSR+VLQQH'  
JQLWHH0\$Q,GUDHKUHY2QRQ\$  
VUHJR5OOL:

VUHHK&PUR1

UHNFLW6UHSPX%

VUHYL5QDR-

,WUD3GOUR:HK7I2\URWVL+VNRRU%OH0  
JQLD6QDLEDU\$

QRQ\$  
QRQ\$

QRQ\$

QRQ\$  
VQHYHW6HFDOD:  
QRQ\$

QRQ\$  
JQX7HV7RD0  
QRQ\$  
RUHFL&  
VHQ\H.GUDQ\D0QKR-

JQRUWVPU\$ODH1  
'GD'V  
URKWXDHK7^U-OOHKF63VHOUDK&  
ZD/KWQHYYH6V  
\KSUX0  
JQLD6QDLGQ,QDFLUHP\$  
+6\$0QDPGHLU)\HQG\6U'

\QQX%VJX%



FDQDPO\$V  
GUDKFL5URR3QLONQDU)QLPDMQH%

QLNRUW6UHWUD&HFQHUDO&  
JUHEOKD'GUDZG(

8  
\KSUX0

HFDODD:HJURH\*  
HXTDU%VHJURH\*

VNDH3QLZ7  
QRQ\$  
RUHFL&  
QDLGHPR&QDLVVX5IIRQULP6YRND<

QRQ\$  
UHQUD:NFD-  
RUHFL&  
HHXTUD0  
VHWDLFRVV\$HFQDUXVQ,KVDED:  
EUHYRU3EDU\$  
EUHYRU3KVLU,  
QRQ\$  
QRQ\$  
\UXEVHQRR'\UXEVHQRR'OHDKFL0

QRQ\$  
EUHYRU3QDFLUI\$  
UHKFDHWQLWD/ORRKFKVJLKV  
URKWXDHK7QLIID1HWWHORUDK&

NFX'\IID'\QQX%VJX%  
OOHZU2HJURH\*

VUHHK&HQDU&UHLJDU)  
ZD/V  
UHJQLWWD6  
QRQ\$  
QRQ\$  
OODP6WH\*V  
WH/QLWUD0HYHW6  
UHED)OLP(  
`ZRQNRWGHQW  
QRGXRXR\OOHWRWHYDK,I,^  
QRQ\$  
UHILH)VHOX-  
VUHWQL:\OOHK6

HHXTUD0  
VHWDLFRVV\$HFQDUXVQ,KVDED:  
QDPWVD(HJURH\*\EWIHOHWRQHGLFLX6

WVH:HD0  
QRQ\$  
WROHPD&UXKWU\$JQL.

UHYR&NRREKFWD0  
QRQ\$

UHNFLW6UHSPX%  
UHNFLW6UHSPX%

QJL6NVH\*\UDWHUFH6  
[XRGXDUL\*QDH-

QRQ\$

QRQ\$  
QRQ\$  
SSD5VHPD-

QRQ\$

UHNFLW6UHSPX%

QDPXU76\UUD+  
QRQ\$  
EUHYRU3KVLWWRF6  
QRQ\$  
QRQ\$

QRQ\$