

An In-Depth Guide to
**Increasing Personal
Training Revenue**

Club OS

5b' b!8Ydh\ ; i]XY'hc 'GY''b['UbXss A Uf_Yh]b['DYfgcbU`HfU]b]b['GYfj]W'gs

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9j Yfm[mæ \Ug'h\Y'a U]b[cU`cZgY''b['Ug'a Ubma Ya VYfg\]dg'Ug'dcgg]V`Y''< Uj]b['U'Zi ''[mæ 'UbXs
YI W'hYX'a Ya VYfg'a U_Yg]hYUgmhc '_YYd'mci f'a Ya VYfg\]d'fUHg'i d'UbX'fYhYbh]cb'ghYUXm'Gc'h\Ybs
k \Uh3<ck 'Wb'mci 'a U_Y'mci f'a Ya VYfg'YI dYf]YbW'Yj Yb 'VYhYfzk \]Y']bWYUg]b['fYj Ybi Y'UbXs
fYhYbh]cb'Zcf'mci fgY'Z3H\Uh]gk \YfY'dYfgcbU`HfU]b]b['Wta Yg]b"ss

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H\Y'gYwEbX'mci 'ghUfhgY]b['dYfgcbU`HfU]b]b['Ug'U'a Ya VYfg\]d'YI dYf]YbW'UbX'bchU'fYj Ybi Ys
cddcfh]b]m'z'mci 'k]''gYY'U'X]ZZYfYbW']b'mci f'gU'Yg'dfcW'ggz'YUX]b['hc 'Ub]bWYUgY]b'DH'gU'Yg''K \Ybs
mci 'Wta Y'Zfca 'Ub'Ya ch]cbU`UbX'\Y'dZi 'dYfgdYW]j Yz'mci f'a Ya VYfg'UfY'a cfY''_Y'mhc 'ZY''_Y'h\Yms
UfY'UW'i U''m[c]b['hc [Yhj U'i Y'ci hcZ]hfk \]W'h\Ymk]''E'UbX'a cfY''_Y'mhc 'hU_Y'h\Y'd'i b[Y"ss

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b'h\]g'Y!Vcc_zk Y'k]''[c'c]Yf'YI UW'm\ck 'mci 'g\ci 'X'gY''DH]bW' X]b['gW]d'hgZc''ck li d'gW\YXi 'Ygzs
i b]ei Y'dfca ch]cbgZ'UbX'a cfY''G\UfY'k]h'mci f'dYfgcbU`HfU]b]YfgZ'gU'Yg'ghUZZ'UbX'i ddYf'a UbU[Ya Ybhs
hc 'Ybgi fY'Yj Yfmc'bY]g'a U_]b['DH'U'df]cf]m's

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CbW`gca YcbY`Ug`VYWta Y`U`a Ya VYf`Uhmci f`[ma `cf`ghi X]cžh`YmWUb`ghUfh`VY]b[`UXXYX`]bhc`Us
 Zc`ck`!i d`gV`YXi `Y`hc`gY`DH`cf`[Yh`h`Ya `]bhYfYghYX`]b[fci d`WUggYg": c`ck]b[`U`gW`YXi `Y`k`]`bchcb`ms
]bWYUgY`mci f`W`UbW`g`cZ[Yh]b[`h`Y`gU`Yž]hYbgi fYg`mci f`h`Ya `]g`VY]b[`W`bg]ghYbh`Ua cb[ghU`s
 W`ghca Yfg`K`Y`fYWta a YbX`fYUW]b[`ci`h`hc`h`Ya `dfYhmfY[i `Uf`m]b`h`Y`Z]fghia cbh`ž`UbX`h`Yb`g`ck]b[s
 Xck b`U`]h`Y`]b`h`Y`a cbh`g`Zc`ck]b["s

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b`h`Y`Z]fghia cbh`h`Y]f`a Ya VYfg`d`]g`YI`W]b[`UbX`bYk`ž`k` \]W`]g`U`[fYUhh]a Y`hc`[Yh`h`Ya `Yj`Yb`a cfYs
 YI`W]h`X`UVci h`Ubch`Yf`cddcfh` b]m's

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	Day 1 of membership	Day 4 of membership	Day 7 of membership	Day 20 of membership	1 Month of membership	2 Months of membership	3 Months of membership	4 Months of membership	5 Months of membership
Member	EMAIL	TEXT	PHONE CALL	PHONE CALL	TEXT	EMAIL	PHONE CALL	TEXT	EMAIL

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6m]gk]hW]b[`i d`h`Y`Wta a i b]W]h]cb`a Yh`c`Xg`mci `]bWYUgY`mci f`W`UbW`g`cZ[Yh]b[`h`fci [`h`c`mci fs
 a Ya VYfg`A`UmVY`h`YmfYgdcbX`hc`h`YI`h`ia YggU[Yg`Vi`h`h`U`h`U`_]b[`cb`h`Y`d`c`b`Y`?`YYd`]h]bhYfYgh]b[`UbXs
 hfmx]ZZYfYbh`h`W]b]ei Yg`i`bh]`mci `Z]bX`gca Yh]b[`h`U`h`k`cf`_g`s

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 GYH]b[`mci f`Ya d`cmYg`i d`Zcf`gi W`Vgg`]g`a cfY`g]a d`Y`h`U`b`mci `a][\h`h`]b`_`z`YgdY`W`U`m`mci f`h`f`U]b`Y`f`gs
 UbX`g`U`Y`gd`Y`cd`Y`"K \Yb`mci `W`Y`U`h`Y`V`e`a d`Y`"]b[`g`U`Y`g`g`W`]d`h`g`Z`c`f`h`Y`a `h`c`i`g`Y`U`g`U`[`i`]X`Y`z`b`c`h`c`b`m`X`c`Y`g`]`h`s
 U`ck`h`Y`a `h`c`_`b`c`k`h`Y`m`U`F`Y`g`U`m`]b[`h`Y`f`][\h`h`]b[`z`]h`U`g`c`Y`b`g`i`f`Y`g`h`U`h`mci f`V`e`a`d`U`b`m`]g`V`Y`]b[`s`
 f`Y`d`f`Y`g`Y`b`h`Y`X`h`Y`k`U`m`mci`k`U`b`h`]h`c`V`Y`f`Y`d`f`Y`g`Y`b`h`Y`X`"s

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 ?Y`Y`d`]b[`g`U`Y`g`g`W`]d`h`g`g`][\h`m`c`d`Y`b`Y`b`X`Y`X`U`ck`g`mci`f`h`Y`U`a`h`c`U`X`X`h`Y`]f`c`k`b`d`Y`f`g`c`b`U`h`c`i`W`k`]h`c`i`h`s
 [`c`]b[`h`c`c`Z`U`f`c`Z`Z`g`W`]d`h`"G`c`a`Y`e`i`]W`_`h`]d`g`X`c`b`h`Y`h`mci`f`h`Y`I`h`g`W`]d`h`g`[`c`c`j`Y`f`%`\$`W`U`f`U`W`Y`f`g`z`_`Y`Y`d`mci`f`s
 Y`a`U`]g`g`l`c`f`h`U`b`X`h`c`h`Y`d`c`]b`h`U`b`X`U`k`U`m`g`a`U`_`Y`]h`U`g`d`Y`f`g`c`b`U`U`g`d`c`g`]V`Y`k`\Y`b`W`"]b["s

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 7\Y`W`_`c`i`h`h`f`Y`Y`I`U`a`d`Y`g`c`Z`D`H`g`U`Y`g`g`W`]d`h`g`V`Y`c`k`.s

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<]o`z`]f`g`h`b`U`a`Y`q`q`K`Y`V`e`a`Y`h`c`:]h`b`Y`g`g`:]c`i`b`X`U`h`]c`b`"K`Y`U`F`Y`g`c`[`U`X`h`U`h`mci` \U`j`Y`X`Y`W`X`Y`X`h`c`s
 V`Y`V`e`a`Y`U`a`Y`a`V`Y`f`U`b`X`:\`c`d`Y`h`U`h`mci`Z`Y`f`][\h`U`h`\`c`a`Y`"Z`mci`k`U`b`h`c`'t`a`d`]b`c`b`h`Y`f`][\h`s
 Z`c`h`U`b`X`"Y`U`f`b`g`c`a`Y`f`Y`U`m`i`[f`Y`U`h`k`c`f`_`c`i`h`g`z`V`e`a`Y`U`b`X`W`U`h`k`]h`c`b`Y`c`Z`c`i`f`d`Y`f`g`c`b`U`h`f`U]b`Y`f`gs
 U`b`X`h`U`_`Y`U`Z`F`Y`Y`Z`]h`b`Y`g`g`U`g`g`Y`g`g`a`Y`b`h`H`Y`f`Y`]g`b`c`h`]b[`h`c`"c`g`Y`"s

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 K`Y`"c`c`_`Z`c`f`k`U`f`X`h`c`g`Y`Y`]b[`mci`z`h`U`b`_`g`"s
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< Y`m`z`]g`h`l`]g`o`z`]f`g`h`b`U`a`Y`q`q`3`H`l`]g`o`Y`a`d`c`m`Y`Y`!`b`U`a`Y`q`q`k`]h`:]h`b`Y`g`g`:]c`i`b`X`U`h`]c`b`"k`U`b`h`Y`X`h`c`s
 d`Y`f`g`c`b`U`m`k`Y`V`e`a`Y`mci`h`c`h`Y`W`V`U`b`X`"Y`h`mci`_`b`c`k`h`U`h`]Z`mci` \U`j`Y`U`b`mci`Y`g`h`c`b`g`z`k`Y`U`F`Y`s
 \Y`f`Y`h`c`"Y`d`"<U`j`Y`mci` \U`X`U`W`U`b`W`"h`c`h`Y`g`h`c`i`h`U`b`m`c`Z`c`i`f`[`f`c`i`d`W`U`g`g`Y`g`3`H`U`h`g`[`f`Y`U`h`z`f`Y`U`m`s
 Y`b`e`m`h`U`h`W`U`g`g`a`m`g`Y`Z`"k`U`b`h`Y`X`h`c`"Y`h`mci`_`b`c`k`h`U`h`U`g`d`U`f`h`c`Z`mci`f`a`Y`a`V`Y`f`g`l`d`z`mci`[`Y`h`U`s
 Z`F`Y`Y`D`Y`f`g`c`b`U`H`f`U]b`]b[:]h`b`Y`g`g`5`g`g`Y`g`g`a`Y`b`h`H`l`]g`:]g`U`[`f`Y`U`h`g`h`U`f`h`]b[`d`c`]b`h`Z`c`f`mci`f`Z`]h`b`Y`g`g`s
 e`i`f`b`Y`m`i`U`g`k`Y`t`g`h`f`i`b`h`f`c`i`[\`g`c`a`Y`g`]a`d`Y`Y`I`Y`f`W`]g`Y`g`U`b`X`[]Y`mci`h`]d`g`U`b`X`]X`Y`U`g`c`b`s
 k`c`f`_`c`i`h`g`h`U`h`k`c`i`X`k`c`f`_`Z`c`f`mci`f`[`c`U`g`"K`c`i`X`mci`V`Y`]b`h`Y`f`Y`g`h`Y`X`]b`g`W`X`Y`i`]b[`mci`f`s
 U`g`g`Y`g`g`a`Y`b`h`3`f`Y`U`h`<`c`k`U`V`c`i`h`i`o`B`U`h`Y`U`b`X`H`]a`Y`q`q`3`G`c`i`b`X`g`[`c`c`X`z`g`Y`Y`mci`h`Y`b`"6`n`Y`"s
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< Y`m`i`h`g`h`]a`Y`Z`c`f`mci`f`Z`F`Y`Y`Z`]h`b`Y`g`g`U`g`g`Y`g`g`a`Y`b`h`U`h`:]h`b`Y`g`g`:]c`i`b`X`U`h`]c`b`z`h`c`g`W`X`Y`i`Y`U`h`]a`Y`z`W`"s
 f`l`...`E`...`!`...`"s

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<]`oaz]fghbUa Yqq`k UbhYX`hc`fYUWk`ci`hUbX`Yhnci`_`bck`h\Uhnci` \Uj`Y`U`Wta`d`ja`YbhUfmZ]hbYggs UggYgga`Ybh\h\Uhnci``Wb`i`gY`k` \YbYj`Yf`nci` `W`ccgY`H\]g`VUg]W]mYbHJ]g`a`YYhb[`k`]h`ci`f`d`YfgcbU`s hfU]bYfZ[`c]b[`cj`Yf`nci`f` \YU`h\` [`cU`gz`UbX`h\Ya` [`]j`]b[`U`fc`UXa`Ud`cb` \ck`hc` [`Yh\h\YfY`K`Y`k`Ubh`c`s a`U`_`Y`gi`fY`nci` `UfY`gi` WYggZ` žgc`k`Y`k`]` \Y`d`]b`Ubm`k`Um`k`Y`Wb`_`Z`nci` `k`ci` `X`_`Y`hc`gW`YXi` `Y`nci` fs UggYgga`Ybh`W`f] , , E , , , ! , , , , `cf`^`ghg]a`d`mfYd`mhc`h\]g`Ya`Uj`<`Uj`Y`Ub`Uk`Ygca`Y`XUm`s

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<]`oaz]fghbUa Yqq`H\]g]g`ooYa`d`cmY!bUa`Yqq`k`]h\` :]hbYgg` : ci`bXU]cb`<`ck`UfY`nci` `Xc]b[`h\]gs UZhfYfbccb3;`fYU`h` `hc`_`U`cc`_`Uhnci`f` [`cU`g]b`ci`f`grghYa` `UbX`gUk`h\Uhnci` `k`YfY`cc_]b[`hc`hcbY`i`ds VYZcfY`gi`a`a`Yf` `g`h\Uh`W`ffYW3K`Y`UfY`W`ffYbh`mfi`bb]b[`U`gd`YW]U`Zcf` `d`YfgcbU`hfU]b]b[`gYgg]cb`Zcfs h\Y`df]W`cZ(`i`bh]`h\Y`YbX`cZ`h\Y`a`cb`h`K`ci` `X`h\Uh`VY`cZ]bh`fYgh`c`nci` 35k`Ygca`Y`K` \Yb`k`ci` `X`VY`Us [`ccX`h]a`Y`hc`W`ta`Y`]b`UbX`[`c`cj`Yf`h\Y`hfU]b]b[`gW`YXi` `Y3B`Yi`h`Hi`YgXUm`k`cf_g[`fYU`H`HU`_`gccb`s

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<]z]hg`ooYa`d`cmY!bUa`Yqq`k`]h\` :]hbYgg` : ci`bXU]cb`M`i` \Uj`Y`U`ZFY` \YU`h` UggYgga`Ybh`k`ci` `X`nci` `]`_`Ys hc`i`gY`]h37U`žf] , , E , , , ! , , , , `s

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<Y`c`oaz]fghbUa Yqq`H\]g]g`ooYa`d`cmY!bUa`Yqq`Zfca` :]hbYgg` : ci`bXU]cb`K`Y`UfY`fi`bb]b[`U`dfca`ch]cb`i`bh]`s h\Y`YbX`cZ`h\Y`a`cb`h`UbX`]hgYYa`YX`_`Y`U`[`fYU`h`Z]h`Zcf`nci` `K`Y`UfY`Xc]b[` `%)`\$`cZZ`nci`f`bcfa`U`hfU]b]b[`s`gYgg]cb`df]W`]Z`nci` `Vi`m)`cf`a`cfY`gYgg]cb`H\]g]g`U`[`fYU`h`XYU`UbX` `X]Xb`hk`Ubh`nci` `hc`a`]gg]h`hg`U`gc`Us [`fYU`h`k`Um`k`hf`nci`h`ci`f`hfU]b]b[`Uh`U`X]gW`i`bh`X`df]W`@`Y`ha`Y`_`bck` `k` \Uhnci` `h\]b`žhU`_`gccb`s

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<Y`c`z]g`h\]g]g`ooYa`d`cmY!bUa`Yqq`Zfca` :]hbYgg` : ci`bXU]cb`<`ck`UfY`nci` `Xc]b[`hc`XUm8s `k`Ug`^`ghfi`bb]b[`h`fci` [`gca`Y`cZ`ci`f`fYW`fXg`UbX`gUk`h\Uhnci` ` \Uj`Y`VY`Yb`Ub`UW]j`Y`a`Ya`VYf`bck`Zcfs UVci`hU`a`cb`h`5fY`nci` `Yb`^`n]b[`nci`f`h]a`Y` \YfY3H\Uhg[`fYU`h`K`Y` \Uj`Y`gY`Yb`U`g][`b]Z]W]bh]b`WY`UgY`]bs a`Ya`VYf`g`fYgi` `hg`Vmi`g]b[`U`d`YfgcbU`hfU]bYf`hc` \Y`d`[`i`]XY`h\Ya` `hc`h\Y]f`[`cU`gz]g`h\]g]g`ca`Yh\]b[`nci` `k`ci` `X`S VY`]bh`fYgh`X`]b`Uh`h\]g]h]a`Y3C` \Z`Uk`Ygca`Y`M`gž`k`Y` \Uj`Y`Uj`U]UV`]hmk` \Yb`Yj`Yf`nci` `UfY`fYUX`mž`gc`b`Yi`h]h]a`Ys`nci` `g`hc`d]b`h\Y`[`m` ž`^`gh`W`ta`Y`Vmi`h\Y`Z`cb`h`XYg`_`UbX`Ug`_`Zcf`ooYa`d`cmY!bUa`Yqq`UbX` `k`]`[`Yhnci` `gY`hi`d`s <`Uj`Y`U`[`fYU`h`XUm`h\`Ub`_`gž`VnY`s

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C`W`hc`VYf`Gd`YW]U`_`HU`_`Y` `%)`\$`cZZ`nci`f`hfU]b]b[`dUW`U`[`Y`cZ)`gYgg]cb`cf`a`cfY`7U`_`bck` `f] , , E , , , ! , , , , `s

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I b]ei Y'DYfgcbU`HfU]b]b['Dfca ch]cbgs

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6YWli gY'DH]g'Ub`YI hfU `Zcf'a cghdYcd`YzhYj U'i Y'fYU`m\Ug'hc `VY'h\YfY'UbX'VY'g\ck b"" hU'gc`bYj Yfs \i fhg'hc`h\fc k`]b`gca Yh\]b[`ZYfYz[]j Y'U'X]gWti bhzc f`ck Yf'mci f'df]W'hc`[Yha`cfY'dYcd`Y]b`h\Y'Xccfs gc`h\YmWb`fYU`m]gY'h Uhj U'i Y""6YWli gY`h`Wb`VY'X]Z]W`h'hc`WfYUhj`Y'mh\]b`_cZbYk`dfca`ch]cb`]XYUgs Yj Yfmg]b[`Y'a`cbh\zk`Y`k`Ybh\U\YUX`UbX`[Uj`Y`mci`gca`Y`]XYUg`h\Uh'mci`Wb`fi`b`k`]h`cf`YI`dUbX`cb"s ?YYd]b[`h\]b[g`ZYg\zi`b]ei`YzUbX`g]a`d`Y'a`U`Yg`]h`YUgmZcf`mci`f'a`Ya`VYfg'hc`hU`_Y`h\Y`d`i`b[Y`]b]hcs dYfgcbU`hfU]b]b["s

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Gi Va]h'U'M`d`F`Yj]Yk ž; Yh`C`b`Y`: f`Y`Y`D`H`G`Y`g`]c`b`"s

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CbY`cZ`h`Y`a`cgh`i`W`Uhj`Y`k`Um`g`hc`[`f`ck`mci`f`Vi`g]b`Ygg`]g`Vmk`cf`X`c`Za`ci`h`cf`[`f`Y`Uh`f`Yj`]Yk`g": A`cgh`W`b`gi`a`Yfg`cc`_`g`Uh`f`Yj`]Yk`g`]h`Yg`VY`Zc`f`Y`W`cc`g]b[`U`Vi`g]b`Ygg`k`h`Y`h`f`]hg`; cc[`Y`Z`M`d`z`cf`gca`Yh\]b[`g]a`]`Uf`"6m]b`W`Y`Ug]b[`h`Y`Ua`ci`b`hc`Z`f`Yj`]Yk`g`mci`_`Uj`Y`z`mci`]b`W`Y`Ug`Y`mci`fs`W`Ub`W`g`c`Z`]b`X]b[`b`Yk`a`Ya`VYfg`"Gc`Zk`_`m`b`ch`_`"i`k`c`V`]f`X`g`k`]h`c`b`Y`g`h`c`b`Y`3`Z`U`a`Ya`VYfs`W`a`Yg`]b`Ub`X`g`l`ck`g`mci`h`Y`]f`M`d`c`f`; cc[`Y`f`Yj`]Yk`ž`h`Y`m[`Y`h`c`b`Y`Z`f`Y`d`Y`fg`cb`U`h`f`U]b]b[`s`g`Y`g`]c`b`"K`]b`ž`k`]b"s



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6i m) `D`H`G`Y`g`]c`b`g`ž; Yh`U`: F`99`B`i`h`f`]h`]c`b`; i`]X`Y`s

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5`"ch`c`Z`d`Y`fg`cb`U`h`f`U]b]b`Y`fg`U`f`Y`U`X`m]b`W`i`X`Y`U`bi`h`f`]h`]c`b`[`i`]X`Y`]b`hc`h`Y`]f`d`U`W`U[`Y`g`ž`Vi`h`b`ch`Us`"ch`c`Z`h`f`U]b]b`Y`fg`d`U`mi`d`h`Y`]a`d`c`f`h`U`b`W`c`f`]`U`i`Y`]b`h`Y`bi`h`f`]h`]c`b`[`i`]X`Y`"6`Y`Zc`f`Y`mci`fi`b`h`]gs`dfca`ch]cb`z`Xc`gca`Y`ca`Yk`cf`_`Ub`X`f`Y`U`m`Vi`]X`ci`h`U`i`g`Y`U`V`Y`bi`h`f`]h`]c`b`[`i`]X`Y`h`U`h]gs`V`fc`_`Yb`X`ck`b`V`mk`Y`Y`_`ž`c`f`Yj`Yb`X`Um";]j`Y`f`Y`W`d`Y`]X`Y`U`g`ž`g`l`c`d`d]b[`[`i`]X`Y`g`ž`U`n`Y`g`U`b`X`bc`"gh`ž`Ub`X`U`b`n`h`]b[`Y`g`Y`mci`W`b`h`]b`_`c`Z`h`U`h`k`ci`X`_`Y`d`mci`f`W`]Y`b`hg`f`Y`U`W`h`Y`]f`[`c`U`g`Z`U`gh`Y`f`s`A`U`f`_`Y`h`h`]g`V`m`ig`Y`b`X]b[`ci`h`U`g`Ua`d`Y`c`Z`h`Y`bi`h`f`]h`]c`b`[`i`]X`Y`ž`k`]h`U`b`ch`Y`h`U`h]Z`mci`g][`bs`i`d`Zc`f`D`H`ž`mci`k`]`[`Y`h`h`Y`Y`b`h`f`Y`d`U`W`Y`h`s



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C`Z`Z`f`U`B`c`!`7`ca`a`]`h`a`Y`b`h`:`]`f`g`h`G`Y`g`]c`b`:`c`f`" `"\$`s

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HU`_]b[`h`Y`Z`f`g`h`g`h`d`]g`_`U`f`X`"H`U`h`]g`Y`g`d`Y`W`U`m`h`fi`Y`]b`h`Y`Z`]h`b`Y`g`]b`X`i`g`h`f`m`Gc`ž`4`gh`_`Y`mci`[`]j`Y`s`ci`h`U`Z`f`Y`[`i`Y`gh`d`U`gg`Zc`f`!)`X`U`m`g`ž`W`b`g]X`Y`f`c`Z`Z`f`]b[`Ub`]b`Y`I`d`Y`b`g]j`Y`h`f`U`c`Z`mci`f`d`Y`fg`cb`U`s`h`f`U]b]b[`hc`[`Y`h`a`Ya`VYfg`]b`h`Y`X`cc`f`"C`Z`Z`f`]b[`h`Y`g`Y`g`]c`b`Zc`f`V`Y`h`k`Y`b`" %\$!`" ` \$`a`U`_`Y`g`]h`Z`Y`s`YI`h`f`Y`a`Y`m`f`Y`U`g`cb`U`V`Y`hc`h`f`mci`h`A`cgh`_`Y`m`ž`h`Y`a`Ya`VYf`k`]`"c`j`Y`h`Y`k`cf`_`ci`h`h`Y`m`f`Y`W`]j`Y`X`s`Ub`X`k`Ub`h`c`_`Y`d`W`a`]b[`V`U`W`_`Zc`f`a`cf`Y`s



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5`b`ch`Y`c`b`[`]j`]b[`h`]b[g`U`k`U`m`Zc`f`Z`f`Y`Y`"5`Z`f`Y`d`Y`fg`cb`U`h`f`U]b]b[`g`Y`g`]c`b`]g`c`b`m`Z`f`Y`hc`h`Y`d`f`c`g`d`Y`W`i`h`W`c`g`h`g`mci`s`h`j`a`Y`f`a`c`b`Y`m`k`U`b`X`f`Y`g`ci`f`W`g";]j`]b[`g`Y`f`]W`g`U`k`U`m`W`b`U`gc`_`U`j`Y`h`Y`c`d`d`c`g]h`c`Z`h`Y`]b`h`Y`b`X`Y`X`Y`Z`Z`Y`W`i`6`m`f`Y`a`c`j`]b[`s`h`Y`a`c`b`Y`h`U`f`m`U`g`g`c`W`U`h`]c`b`Z`f`ca`h`Y`g`Y`f`j`]W`ž`h`Y`d`f`c`g`d`Y`W`i`a`U`m`b`Y`Y`f`a`Y`b`h`U`m`U`g`g`c`W`U`h`d`Y`fg`cb`U`h`f`U]b]b[`k`]h`s`a`c`b`Y`m`U`b`X`U`g`g`ca`Y`h`]b[`h`Y`m`g`l`ci`X`d`U`m`Zc`f`"H`Y`f`Y`U`f`Y`d`Y`b`h`m`c`Z`j`U`i`Y`d`f`c`d`c`g]h`]c`b`g`]b`d`Y`fg`cb`U`h`f`U]b]b[`h`U`h`s`X`c`b`h`f`Y`ei`]f`Y`X`c]b[`h`]b[g`Zc`f`Z`f`Y`Y`"M`ci`X`Y`g`Y`f`Y`hc`[`Y`h`d`U]X`s

6cbi g'GYW]cb. 'HYI h]b[s

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I g]b['hYI h]b['Ug'U'Vt'a a i b]W]h]cb'a Yh\cX'jg'gca Yh\]b['h\Uhk Y'Uh7'i V'C G'ZY' 'jg' **YI hfYa Ym**a dcfhJbhs
fUbx'ci f'a Yhf]Vg'VUW_ 'h\]g'Vt'bW' g]cb'i dE''5bX'k \Yb'j'hVt'a Yg'hc'gY''b['ža Uf_Yh]b['žcf'fYHJ]b]b[s
dYfgcbU' 'hfU]b]b['gYgg]cbgž'hYI h]b['jg'h\Y'dYfZYVh'Z]h'ss

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GYbX]b['hYI hg'hc'Vt'bgi a Yfg'k cf_g'fYU''mk Y''k \Yb'mci 'UFY'hfm]b['hc'a U_Y'U'dYfgcbU'Vt'bbYW]cb's
DYfgcbU' 'hfU]b]b['jg'dfcVUV'mh\Y'a cgh'dYfgcbU'Vt'bbYW]cb'gca YcbY'k]''a U_Y'Uh'h\Y' [ma 'f\Ymž]hgs
f][\h]b'h\Y'bUa Yžgc'j'hZ]hg'fYU''mk Y''< YfY'UFY'gca Y'cddcfh' b]h]Yg'hc'Z]h'hYI h]b['j]bhc'mci fs
Vt'a a i b]W]h]cb'ghfUH] ms

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S

7i ffYbh'DH'A Ya VYfg.s

S

- GYgg]cb'fYa]bXYfgs
- H\Ub_'Mti 'A YggU[Yg'5ZhYf'H\Yss
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- FYWd'A YggU[Y'5ZhYf'H\Y'HfU]b]b['GYgg]cbs
- Bi hf]h]cb'cf'A YU'D'Ub'fYa]bXYfgs

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DH'DfcgdYW]g.s

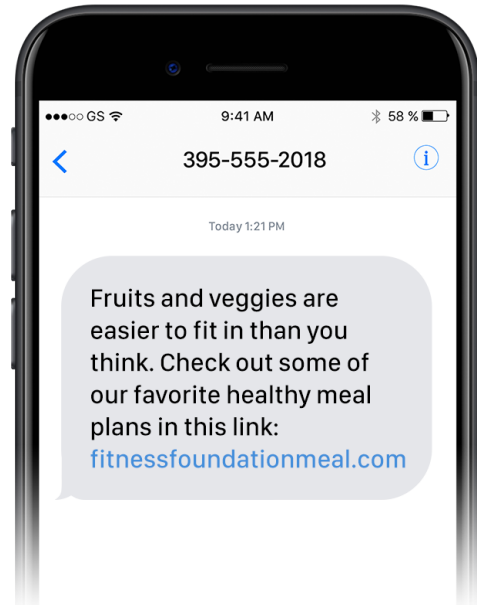
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- DUfh]W'UF'GdYW]U'gss
- 5ggYgga Ybh'5ddc]bra Ybh'fYa]bXYfgs
- A cbh'm7\YW]! bgs
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 H\Y'a cfY']bj c'j YX'mci fs
 a Ya VYfg'UfY'k]h' mci f' [ma 'cfs
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 fUHyg'UbX'a Ya VYf'gUh]gZUW]cbs
 k]' VY''5bX'gUh]gZ]YX'a Ya VYfgs
 hi fb]bhc 'Yj Ub[Y']ghg'k \]W']bs
 hi fb 'Vf]b[]'b'a cfY'a Ya VYfg'↑ ghs
]_Y'h\Ya "s



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 ; Yh]b['h\Ya ']bj c'j YX'ghUfhgs
 f] [\hk \Yb 'h\YmghUfh'h\Ys
 a Ya VYfg\]d 'Vi m]b['dfcW'ggžVi hs
 fYU'mYj c'j Yg'k]h' UbW'Ufms
 fYj Ybi Yg']_Y'dYfgcbU' hfU]b]b[žs
 [fci d'WUggYgžga U'' [fci ds
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 K]h' h\Y']bZcfa Uh]cb']b'h']gs
 Y!Vcc_žmci 'WUb'bck 'di hmc i f'VYghZcchZc'fk UfX']b'h\Y'DH'UgdYW'icZmci f'Vi g]bYgg''5bX'VY']Yj Ys
 i g'k \Yb'k Y'gUmih\Uhmc i f'a Ya VYfg'fUbX'ž hi fY'a Ya VYfg'k]'h\Ub_'mci 'Zcf']h''ss

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