

) L Q G L Q J \ R X U Z

6 H Q L R U 3 U R M

\$ F K L H Y H P H Q V

6 W H S V W K D W Z L O O

(D J O H) H L Q U X D U \ I R

3 U R M H F W \$ F K L H Y H P H Q

7KH URDG WR 3U
\$FKLHYHPHQW

‡ 6HOHFW D SURMHFW DU

‡ 3UHSDUH DQG VXEPLW

‡ 1DUURZ GRZQ VXEEMHFW
SURMHFW FDWHJRU IRU

‡ 5HVHDUFK DQG SUHSDU

‡ 'HFLGH XSRQ YLVXDOW

‡ 3UDFWLFH

3 U R M H F W \$ F K L H Y H

‡ 6 H Q L R U V D U H M X G J H G R

± S U H V H Q W D W L R Q D Q

‡ 3 R U W I R O L R V D U H V F R U H

W K H S U H V H Q W D W L R Q

‡ 3 R U W I R O L R V F D Q F R Q W

D U H Q R W V S H F L I L F D O O \

V S H H F K W R S L F

6 W H S

‡ 6 H O H F W D S U R M H F W D
W K H S U R M H F W O L V W

K W W S Z Z Z F D H V X J D H G X H [W H Q V L R Q L U Z L Q + G R

‡ 0 R V W U H T X L U H D Q L Q
V S H H F K

‡ ([F H S W L R Q

±) R R G / D E V

± 3 H U I R U P L Q J \$ U W V

±) D V K L R Q 5 H Y X H

6 W H S

‡ , W ¶ V W L P H W R Z R U N R O

‡ 7 K H Q H [W V O L G H V Z L

W K U R X J K W K H U H T X L U H

S R U W I R O L R

: K D W L V D S R U W

‡ \$ G R F X P H Q W W K D W O L V

L Q Z K L F K \ R X K D Y H S D U

W K H F D O H Q G D U \ H D U

‡ 0 R V W R I W K H S R U W I R O L

‡ 7 K H U H D U H V S H F L I L F F D

‡ 7 Z R S D J H V R I V X S S R U W

Z K L F K D U H S L F W X U H V V K

L Q Y R O Y H G L Q W K H D F W L

3RUWIROLR EDV

‡ 3RUWIROLR LV VL[SDJH

± OHWWHU RI LQWURGXFWRQ IURP V

± WZR W\SHG SDJHV RI DFFRPSOLVKI

± WZR SDJHV RI VXSSRUWLQJ PDWHU

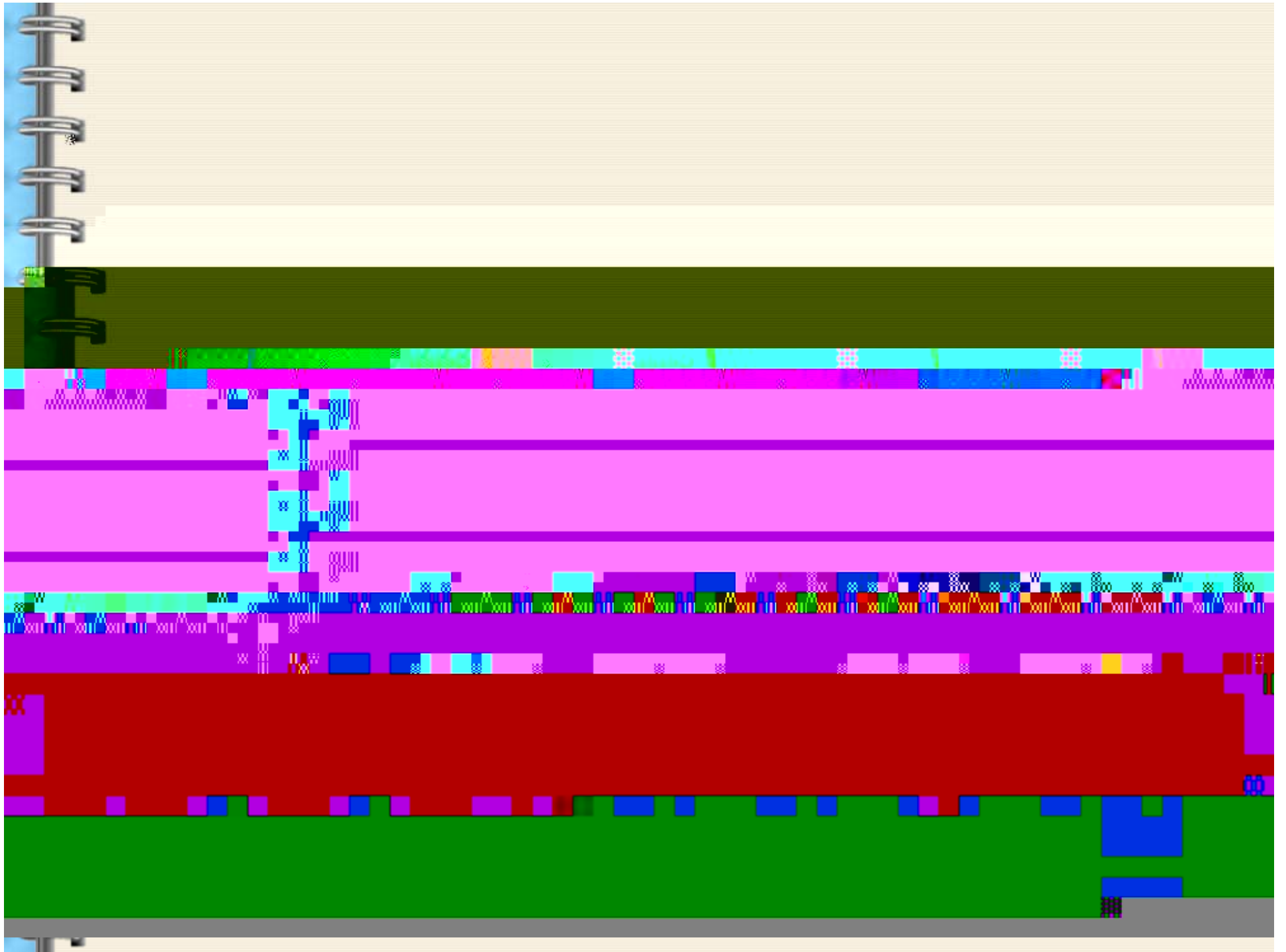
± FHUWLILFDWLRQ SDJH

‡ 3RUWIROLRV PXVW EH W

SDSHU

‡ 0DUJLQV PXVW EH DW O

VKRXOG EH SRLQW RU



/HWWHU RI LQWU

‡ <RXU LQWURGXFWRQ R
SRUWIROLR MXGJH

‡ 0D\ LQFOXGH LQIR DERX
IDPLO\ UHDVRQV IRU MR

‡ +RZ \RX EHFDPH LQWHU
SURMHFW

‡ ,QFOXGH \RXU SODQV IR
HVSHFLDOO\ LI WKH\ LQY

0DLQ 3URMHFW :

‡ : RUN WKDW \RX KDYH G
\RXU SURMHFW DUHD

‡ /HDUQLQJ H[SHULHQFH V
± &ODVVHV ZRUNVKRSV WF

± /LVWERRNV YLGHRV RU
UHODWH WR DUHD

‡ &DQ LQFOXGH VFKRRO F

0DLQ 3URMFW 6K

+HOSLQJ

‡ , QFOXGH VKDULQJ KH

\RXU SURMFW DUHD

‡ 0D\ LQFOXGH

± &ODVVHV WDXJKW

± 3UHVHQWDLRQV

± ([KLELWV

± 3URMFW UHODWHG FRPP

/ H D G H U V K L S

‡ \$ Q \ O H D G H U V K L S D F W L Y
L Q F O X G H G L Q P D L Q S U R

‡ + R O G L Q J R I I L F H V H U Y L
F R P P L W W H H V H W F

‡ \$ F W L Y NOT I O V F D L W H H G W R

‡ 8 V H Y H U E V *helped, led, V*
organized, R taught W R W H O O Z
\ R X G L G

& L W L] H Q V K L S

‡ \$ Q \ F R P P X Q L W \ V H U Y L F H
O L V W H G X Q G H U P D L Q S U

‡ \$ F W L Y L W L H V W R D V V L V V
J U R X S

‡ \$ F W L Y L W L H V Z K L F K Z L O
F R P P X Q L W \

‡ 1 R W O L P L W H G W R +

2WKHU \$FWLYLV

‡ \$Q\WKLQJ HOVH \RX KD
OLVWHG HOVHZKHUH LQ

‡ &DQ LQFOXGH

± 6FKRRO FOXEV HYHQWV

± 2WKHU + DFWLYLVHVVXF

± \$ZDUGV KRQRUV

± &@ 0

6 X S S R U W L Q J 0 D W

‡ 3 L F W X U H V R U D U W L F O H
W K H D F W L Y L W L H V O L V W H

‡ 3 K R W R V P D \ E H V W D J H G

±) H H G L Q J R U Z D O N L Q J G R J
F D U H

± 6 H W W L Q J W D E O H R U F R R N
V K R S S L Q J F O L S S L Q J F R X S
F D W H J R U \

3RUWIROLR 'XH

‡ %H DZDUH RI WKH GHDC

SRUWIROLRV WR WKH, U

RILFH, W LV XVXDOO\

ODVW GD\ RI VFKRRO EH

&KULVWPDV KROLDG\ EU

'RQ W ZDLW WLOO WKH C

JHW VWDUWHG WRGD\

6 W H S

‡ 7 L P H W R W X U Q \ R X U D
\ R X U S U R M H F W S U H V H C

\$ I W H U W K H 3 R U W
V X E P L W W H G

‡ 1 D U U R Z \ R X U V X E M H F W
F D W H J R U \

‡ 5 H V H D U F K J D W K H U F R L C

\$ * R R G 6 S H H F K F R

‡ , Q W U R G X F W L R Q ± + R R N

L Q W U R G X F H \ R X U V H O I

\ R X U V S H H F K Z L O O F R Y H

‡ % R G \ ± 7 K H I D F W V W K D V

W H O O W K H D X G L H Q F H D

‡ & R Q F O X V L R Q ± 6 X P P D U

S R L Q W V U H I H U E D F N W

K R R N O H D Y H \ R X U D X G

W R K H D U P R U H R U W D N H

7 L P H U H T X L U H P H

‡ \$ V H Q L R U S U H V H Q W D W
P L Q X W H V L Q O H Q J V

‡ ([F H S W L R Q V

± 3 H U I R U P L Q J D U W V ± P L

±) R R G O D E V ± K D Y H V S H F L

O L P L W V I R U H D F K S U R M H

±) D V K L R Q 5 H Y X H ± P R G H O

W K D W \ R X K D Y H P D G H D Q

T X H V W L R Q V

6 W H S

± 9 L V X D O

‡ \$ Y L V X D O D L G L V V R P H V

D X G L H Q F H F D Q V H H Z K L P

X Q G H U V W D Q G \ R X U V X E M

± 3 R V W H U V

± 3 L F W X U H V

± , W H P V

± 6 K R Z L Q J K R Z W R G R V R P H

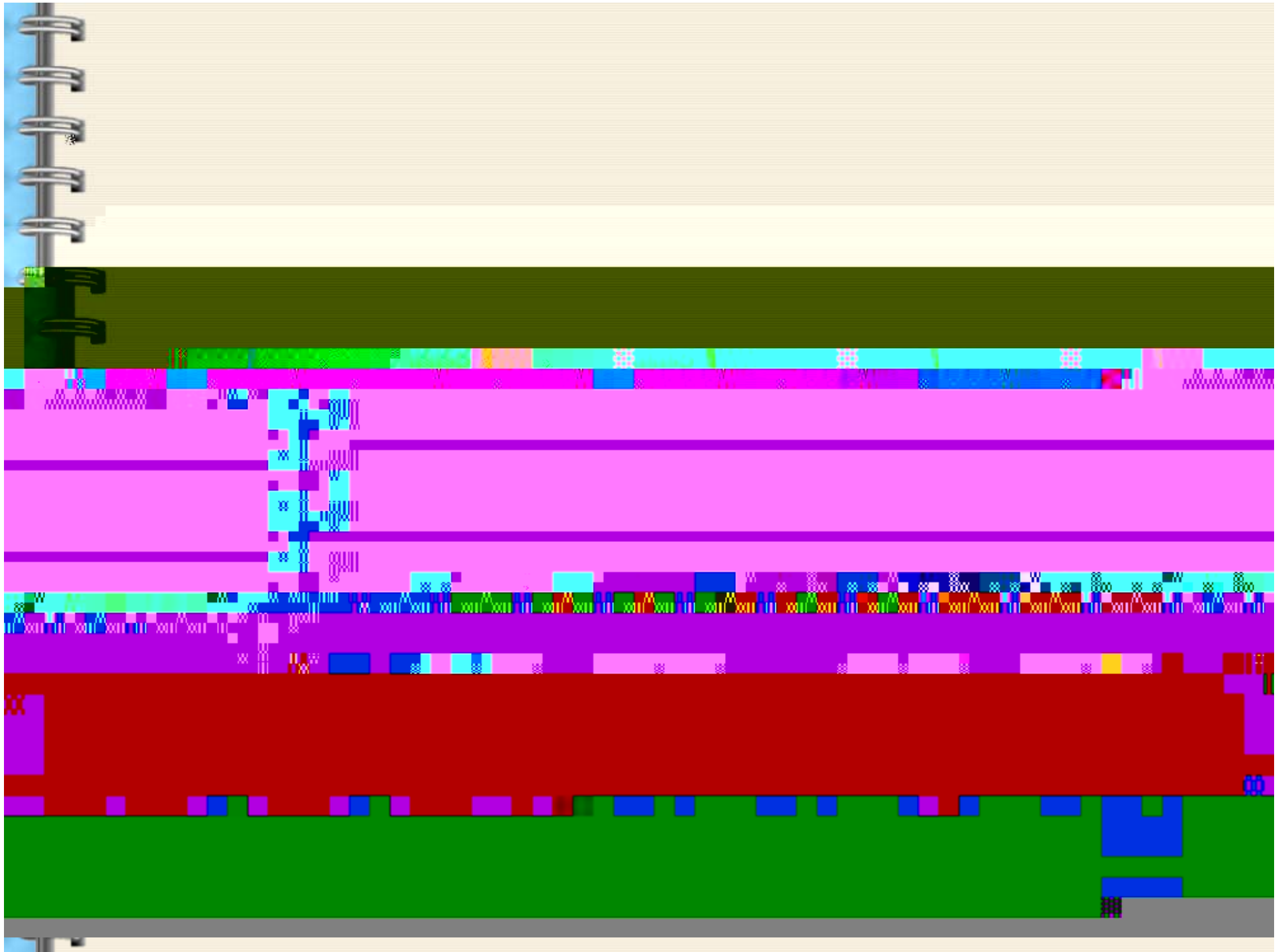
3 R V W H U 3 R L Q W

‡ % L J D Q G V L P S O H L V E H V
V K R X O G E H U H D G I U R P W
U R R P

‡ 0 D L Q L G H D V R U S K U D V H

‡ 8 V H S O D L Q H D V \ W R U H

‡ ' D U N F R O R U V I R U W \ S H
E D F N J U R X Q G



6 W H S

‡ 0 D N H D Q D S S R L Q W P H Q
W K H + R I L F H

‡ * L Y H \ R X U V S H H F K W R
V W D I I

± 0 D N H D Q \ F K D Q J H V W K D V
U H F R P P H Q G H G

6 W H S

‡ 3 D F N \ R X U E D J V

‡ < R X † U H R Q \ R X U Z D \ I R
R I F R P S H W L W L R Q D Q G I X
D W 5 R F N (D J O H

‡ - 6 R X W K Z H V W ' L V W U L F W
\$ F K L H Y H P H Q W L V X V X D C
F K H F N Z L W K , U Z L Q & R X Q W \ +