

**BRIGHTEN A new Era of healing in a new Kingdom
D Anna Marie Tere
Catherine Ling**

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#*9/!*%!, #/!.+. (3!\\$16/0, /.%!U%\$, /1!5, (/04!''#+0!0#/!-*9)\$%/0!-*%, . (-, !6*.&!7*!.!(
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^)3". -)'I''#''%'\$%>)B)%>)%**3, %*5''3*, 5C'#D'5, . *\$%) -'3''%'?'5D'&5)''*/DK''G@. -D'<))='
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l%''>>\$%, %C'I', 4*)%8''?)'B5, J)3*-', %&, \$%&'45, #''''>\$4)5)%**3, #B"%DK''P8)*8)5'I''#'
*5''?)/\$%&', 5%, *C'I''#', 4*)%/, , =\$%&'*85, . &8', 5'B)54, 5#%\$%&'''%''/D-\$-', %>'*''45, #'-, 3\$''/
#)>\$''4, 5'*8\$-3, #B"%DK'I'>, %0*'8''?)', *5''?)/4, 5*8\$-3, #B"%DC''%>'I'3''%>, '<, 5='4, 5'
*8)#'<8)*8)5', 5%, *I''#'*5''?)/\$%&'4, 5'3, #B"%D%. #@)5', %)K''I4'I''#'%', **5''?)/\$%&'C'I'
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Y%\$?)5-\$*DK''^)*<))%'#D', *8)5*''--=C'I'8''?)', *-, '-')%>)'#''\$/'-''%>'5. %*8\$-3, . 5-)C'<8\$38'
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Y,!,#/!]/1/.(3!3/F/38!T+3\$%'![(!!\$0!*%/!0*-\$*3\$%' +\$0,!6#*!).\$%' 0!#/!/!/@>/.,\$0/!() *+,!0*-\$ (3!
\$%,/.(-\$*%!,*!7\$%/J'.(\$%/1!+%1/.0,(%1\$%' 0!*7!-*%,/@,!,*!,#/!U454!H+./(+!*7!,#/!W/%0+0!\$%!
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qualitative and quantitative research methodologies to deliver deep insights about disease education, treatment selection and emotional drivers of physician-patient behavior. Verilogue is seeking a _____ with demonstrated analytical skills to work on a team to conduct dialogue based market research projects.

Primary Job Responsibilities

Analyze physician-patient dialogue data to answer client-specific research objectives;
Prepare data for analysis using Verilogue-specific analysis techniques and tools;
Manipulate and present data using spreadsheets;
Research healthcare markets and products for entry into Verilogue's custom database;
Assist Client Services Directors and Managers in **creating strategic reports and presentations;**
Build and maintain excellent client relationships through **delivery of superior customer insights;** and,
Support multiple client projects.

Key Competencies

Ability to conduct research and/or data analytics projects with minimal supervision;
Demonstrated analytical and communication skills;
Strong proficiency in MS Excel with a working knowledge of a variety of functions and data analysis techniques;
Solid skills in other MS Office applications (Word, Excel and PowerPoint);
Close attention to detail and accuracy with the ability to work on multiple projects; and,
Familiarity with qualitative and quantitative research principles.
Project management skills

3, ##. %\$3"*)'<\$*8"' . >\$)%3)- '*8"'*3, %*"%\$B), B/)'<\$*8?'*5D\$%&'@*3=&5, . %>-'%">' #, *\$?)-K''

F8)5)''5)''/-, ''-B)3*-', 4'#D'@"3=&5, . %>*'8"'*8)/B/#)'@)**5\$%*)5"3""%>'#"%"&)', . 5' \$%*)5%"/*)''#C'@, *8'\$%'#, 5)'4, 5#"/'bX1*DB)'-)*\$%&-C''-'<)/''-'<8)%'<, 5=\$%&' 3, , B)5"*\$?)'/D', %'5)B, 5*-K'F8)** , B'*<, '-=\$/-' , 5'''>?'%"**&)-''5)'@)\$%&'"/)* , '\$>)%*\$4D''%">' "BB5)3\$""*)*8)'3, ##. %\$3"*\$, %'-*D/)'- , 4'*8, -)'I'<, 5='<\$*8C''%">*8. -'""\$, 5\$%&'#D' 3, ##. %\$3"*\$, %'<\$*8'*8)#'''33, 5>\$%&/DC''-'<)/''-'#D'&)%5''/-'%-\$*\$?*D*', '*8)'#)--"&)'I' B5, J)3*@"D'<8""""%>*8)'<"D'I'3, ##. %\$3"*)'<\$*8', . 5'*)''#K''

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9c, . ''5)''''#''-*)5'-*, 5D*)//)5''%">'@)/\$)?)>'""'\$-# , 5)'\$%-B\$5\$%&'<8)%\$*3, (%)3*-'@*3='* , ' *8)'/\$?)-' , 4'5)''/B), B/)K'c, . '8''?)''''- *5, %&'<, 5=\$%&' . %>)-''%">\$%&' , 4''''<\$>)'5''%&)', 4' : . "/\$**\$?)''%">: . ""\$**\$?)'5)-''538'#)*8, >, /, &\$)-K'c, . '=, <)'S"3*/D'<8)%** , ')%&'&)' <\$*8'*)''#-'35, --'M)-\$&'C'Q5, >. 3*CN%&(\$%))5\$%&C''%">' (''5=)'\$%&C'<8''*': .)-\$, %'-* , ''-='< <8)5)* , 'B5, @)C''%">'8, <' , '\$#B/)#)%**8)'# , -*)44)3*\$?)'5)-''538'-5''*)&\$)-K;'

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\ (%; !* . ' (%\$: (, \$*%0!#\$. /!0*-\$ (3!9/1\$(!0, . (/ ' \$0, 08!, *!6#-\$-#!3\$%' +\$0, 0!); . \$%' !(1%/6!>/ . 0>/- , \$F/8!(0! I+0, !*% /!/@(9>3/!K*0/ , , (15, *% /8!6#*0/! . /0\$1/%, ![#b!3\$%' +\$0, !YF\$(1!M\$3(9!6(0! . /-/%, 3; !>. *7\$3/1! *%![#b0!(, !6* . &B!#, , >Baa>#10(, 6* . &4-*9a6//&J\$%J, #/J3\$7/a(F\$(1J/33(9J\$%, . *a4!!!

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Y-)51\$%*)54"3)'>)-\$&%'' H*)!6* . &0!\$%!MGKaM\K!0M3/-, . *%\$-!G/(3, #IK/-* . 1aM3/-, . *%\$-!\ /1\$-(3!K/-* . 108!(!-(, /' * . ; !*7! #/(3, #- (. /!0*7, 6(. /!, # (, !1/(30!>.\$9(. \$3; !6\$, #11*-+9/%, \$%' !>(, \$/%, !9/1\$-(3!\$7* . 9(, \$*%I7* . ! 1\$(%'*0, \$-8!(19\$%\$0, . (, \$F/8!(%1!)\$33\$%' !>+ . >*0/04!

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F8)'<, 5='*8"'*I', '8''-5)''/C'#)''- . 5''@/)'\$#B"3*", %'8)'>, 3*, 5-'*8"'* . -)' , . 5'-, 4* <'5)''%">' *8)'B""\$)%*-'*8)D'3""5)'4, 5K'^D'-, /?\$%&'(\$%)44\$3\$)%3\$)-'\$%'>, 3. #)%""*\$, %""%">' B""\$)%*HB5"3*\$3)'#"%"&#)%*C""%">'@D'4, 3. -\$%&' , %'\$%*)//\$&)%*/D''&&5)&"\$%&'%">'>

, 5\$%)>C'3' . *\$, . -C''%>'385, %\$3''//D'-8, 5*1, %''*#)C''''//, 4'<8\$38''5')S*5) #)/D'\$#B, 5''%''* , '\$%*)5%''(\$L)'<8)%''5D\$%&'*, '5)'38*8) #'44)3*?) /D'<\$'8' #'5=) *\$%&'3, BDK'

^)%\$&'"" . -)51\$%*)54''3)'>)-\$&%)5'5)B5)-)%*-'''B)54)3*'8''5# , %D', 4'#D'@''3=&5, . %>'\$%' a\$%&. \$-*\$3-'''%>'?\$. ''/'5*K'a''%&. ''&)C'\$3, %, &5''B8DC''''%>'?\$. ''/'>)-\$&%'A<8\$38'\$%3/. >)-' 4, 5#C''//D, . *C'3, /, 5C''''%\$#''*\$, %E'. %\$*) '*, '3, #.#. %\$3''*)'8)'5. /)-''''%>'4. %3*\$, %-', 4'-, 4*<'5)' ?\$''*8)' . -)5'\$%*)54''3)K'Y-)51\$%*)54''3)'>)-\$&%)5'Z''5)>WB, , /'-''\$>C'9g, , >'>)-\$&%'<8)%'\$0-' >, %) '<)/C'@)3, #)-'\$%?-\$@/)K'I*0-', %/D'<8)%'\$0-'>, %) 'B, , 5/D'*8''* '<)'%, *\$3)'\$K:'U5''#)>' ''%, *8)5'<'DC'&, , >'>)-\$&%'\$-'-. 33)--4. /'3, #.#. %\$3''*\$, %K'P8)%''8''*3, #.#. %\$3''*\$, %' @5)'='>, <%C'B), B/)'%, *\$3)K''

G-'''' . -)51\$%*)54''3)'>)-\$&%)5C'I'' '#C'\$%''''-)%-)'C''''%\$%*)5B5)*)5K'I'8)/B', . 5'. -)5-'\$%*)5''3'' <\$'8'3, #B/)S'''/&, 5\$*8#-'''%>'@''3=)%>'#''38\$%)5D''85, . &8''''''55''D', 4'@. ** , %'3/\$3=-''''%>' *)S*'\$\$B. *-K'I'8)%''*=') '*8)', . *B. *, 4', . 5'-D-*) #']''''?'- *3, /)3*\$, %, 4'B''*)%''>'''''1''''%>' , B*\$#\$L)'\$*4, 5'3, %- . #B*\$, %K''

P8)%'\$*3, #)-'*, '3, %- . #B*\$, %C'-'5. 3*. 5\$%&'*)S''''%>'\$%4, 5#''*\$, %, %''''B''&)'\$-'''''5'' 4, 5#''*8''*0-'&'5%)5)'>'#. 38'#, 5)''''*)%\$, %'-%3)'*8)''''>'?)%*', 4*8)'1%*)5%)K'ND)1*5''3=\$%&' -*. >\$)-B)54, 5#>' , ?)5'*8)''-'* '>3''>)'8)/B'. -'. %>)-5-'''%>'8, <'B), B/)5)'>'<8''*0-' B5)-)%*>' , %''''-35))%C'<8)5)'*8)D'4, 3. -'*8)\$5''''*)%\$, %C''''%>'8, <'8)D'-3''%4, 5'3/.)-'*8''* <\$//)'>'*8) #'*, '<8''*8)D'-)=K'I'>, %0*'8''?) '*8)'/ . S. 5D', 4''-=\$%&'*8)' . -)5'<8''*8)D05)' /, , =\$%&'4, 5R'?)5D*8\$%&'\$-B5)-)%*>'''*, %3)C''''%>'\$*0-'''@, . *'8''5%)--\$%&'?\$. ''/'>)-\$&%'*, ' 3, #.#. %\$3''*) '*, '*8)' . -)5'<8)5)'*, ''33, #B/\$-8*8)\$5'&, ''/'-K'

5*9/!7\$(3!6 * . 10!) * +, !, / -#%*3* ; !(%1!1 (, (!7. *9!G*33; !Z8!6#*!6/!0>* &!6\$, #!/ (.3\$/.!\$%! , #/ ! K/0/(-#!0/-, \$*%B!! !

G%D'3, #B''%D'*8''*'\$- . -\$%&'''''BB'4, 5'>'''''3, /)3*\$, %%)>-'-, #), %) '*, '4&. 5)', . * '<8''* * , '>, '<\$'8''*8''* '>'''''K'F8)'@)-''*8\$%&'*, '>, '\$-'4\$%>'*8, -)'3, #B''%\$)-''''%>'5)#\$%>'*8)#'8, <' /, -'*8)D''5)'<\$*8, . *D, . K' '

"#/.!\$0!0*!9+ -#!, *!) /!0(\$1!) * +, !6 * . &!\$%! , #/!, / -#%*3* ; !0/-, * .8!) +, !A!, #\$\$%&! , # (,!*% /! *7!, #/!) /0, ! . /0* +. -/0!, # (,!A! - (%!0, (%1!7* .!/\$, #/ .!a!) * , #!M1 + - (, \$*%!(%1!M%, . /> . /% / + . 0# \$>4!! 6/)0\$, /! *7!W#. \$0, * ># / . ! [# \$ > > 0B! 6664Z*+0; Z\$%'+\$0,4- *94!

YO!A!/@>3(\$%/1!) * F/!\$%! , #/!A!0/-, \$*%!*7!, # \$0! . /0* +. -/8!A!>3(; !(!)\$, !6\$, #!, #/!F*6/30!\$%! , # \$0! (- . *%; 9! P!0+ - #!, # (,!M! - (%!0, (%1!7* .!/\$, #/ .!a!) * , #!M1 + - (, \$*%!(%1!M%, . /> . /% / + . 0# \$>4!!

Z/ , ?0!) /' \$%!6\$, #!M1 + - (, \$*%4!!

\ (%; !' . (1 + (, /0!*7!3\$%' + \$0, \$-0!)/ - *9/! /1 + - (, * .0!* .! /1 + - (, \$*%!. /0/ (-# / .08!(0!\$%1//1!9 (%; ! > / * > 3 /! - *9/!, *!3\$%' + \$0, \$-0!7. *9!(, / (-#%!'!) (-&' . * + %18!*7, /%13(%' + (' /!, / (-#%!' !0> - \$7\$ - (33; !P! 9/!\$%-3+1/18!A!, (+ # , !M% ' \$30#!\$%!W*0, (K\$ - (8!A!, (+ # , !5> (%\$0#!\$%!'' /@ (0! (%1!# (F/!, (+ # , ! (%1!

, +, * ./1!) * , #!5 > (%\$0#!(%1!M%' 3\$0#!) /7* ./!(%1!0\$%-/8!) + , !, #/!(>>3\$- (, \$*%0!*7!0+-#!(!) (-&' . *+%1!
/@, /%1!7(!) /; *%1!, /(-#%' !3(%' + (' /!\$%! (!-3(00. **94!!" . (\$%\$%' !%\$!3\$%' +\$0, \$-0!-(%1#/3>!, /(-#/ .0!
9* ./!/77/-, \$F/3; !- *99+%\$- (, /!6\$, #!, #/\$. !0, +1/%, 08!, *!+%1/.0, (%1!#*6!3(%' + (' /!*>/. (, /0!
6\$, #!\$%, #/!-3(00. **9!(%1!\$%!, #/!6\$1/!- *99+%\$, ; 4!!Y!, /(-#/ .!, . (\$%/1!(0!(!3\$%' +\$0, !\$0!0&\$33/1!\$%!
./- *' %\$:\$%' !#*6!3(%' + (' /!+0/1!\$%!, #/!-3(00. **9!./73/-, 0!(%1!- *%0, .+-, 0!0*-\$ (3!\$1/%, \$, \$/0!00+-#!
(0!' /%1/.8!(' /8!/, #%\$-\$, ; 8!\$(, \$*%(3\$, ; 8!. (-/8!./' \$*%8!(%1!-3(0008!* !#*6!&%*63/1' /!*7!>. (' 9(, \$-0!
0#*6!3(%' + (' /!7+%-, \$*%0!\$%!- *%, /@, 0!-(%1#/3>!, /(-#/ .0!, *!\$1/%, \$7; !- . \$, \$- (3!/3/9/%, 0!*7!3(%' + (' /!
6#-\$-#!>3(! (!. *3/!\$%!- *99+%\$- (, \$%' !9/(%\$%' 4!!5+-#!&%*63/1' /!-(%1!\$7* . 9!) * , #!, #/!>. * -/00!(%1!
> . *1+-, 0!*7!/1+- (, \$*%8!\$%-3+1\$%' !#*6!, /(-#/ .0!1/0\$' %!3/-, +. /0!(%1!0, .+-, +. /!-3(00. **9!
\$, /(-, \$*%0!, *!9* ./!/77/-, \$F/3; !9//, !, #/!%/ /10!*7!(!. (%' /!*7!3/(. %/ .04!!!

!
Y%1!\$, !6* . &0!6/33!, # (, !, #/!%/ @, !0/-, \$*%!*7!*+ .!(-. *%; 98!N!\$0!%*%J> . *7\$, 08!)/- (+0/!, #/!7\$. 0, !
* . ' (%\$: (, \$*%!, # (, !A!6(% , !, *!7/(, +. /!\$0!(%1/1+- (, \$*%(3!%*%J> . *7\$, B!!

F8)' +) %*)5'4, 5'GBB(\$)>'a\$%&. \$-*\$3-

]. *9!, #/\$. !6/)0\$, /B!!

F8)'#-\$-\$, %, 4*8)' +) %*)5'4, 5'GBB(\$)>'a\$%&. \$-*\$3-'A+GaE'\$-'*, 'B5, #, *) /' "%&. ""&)' /)' "5%\$%&'

8&8)5')>. 3"*\$, %'">#%\$- *5"* , 5- ""*. %\$?)5-\$*\$)- ""%>'3, //)&)- '*8"%*8)5)''5)'B5, 4)--, 5-c'
<, 5=%&'\$%'>#-\$-\$, %-', 44\$3)-c'\$%-*\$*. *\$, %"/'5)-) "538c'5)&\$- *5"50-', 44\$3)-c'- * . >)%""33, . %*-c'
) *3k'Q"5*", 4'<8"*'I', ')?)5D'>"D'\$-''"/=* , 'B5, -B)3*\$?)'-* . >)%*- ""%>H, 5'''BB/\$3""%'-', %*8)'
B8, %)' , 5'\$%'#D', 44\$3)k'W, '#. 38', 4'8, <'l'''BB5, "38"*8)-)'\$%*)5"3*\$, %-\$-*85, . &8'3, %3)B*-'
""%>H, 5'- *5""&\$)-'l'/) "5%)>'\$%'#D'3, %?)5- ""\$, %""%"/D-\$- '3/'-- '\$%'&5">' -38, , /k'W, #) *8\$%&
45, #'*8""*3/"-- '*8""*5) ""/D'-* . 3='<\$*8'#) '\$-*8)'B5"3*\$3)', 4'\$%*)55. B*\$%&'\$%*' . 5%1""=\$%&k'
Q), B/)0-'- *D/)-'5)/'")>*, '*8\$- '3""% '@)')\$*8)5'8\$&8/D'\$%?, /?)>', 5'8\$&8/D'3, %-\$>)5""*)k'G'
8\$&8/D'\$%?, /?)>'B"5*\$3\$B""*# "D'&\$?)''"/, *, 4', 5"/'4))>@ "3='>. 5\$%&'""3, %?)5- ""\$, %c'""%>
8\$- '# "D'@)-))%'" - ""% '\$%)55. B*\$, %*, '*8)', *8)5'\$%*)5/, 3. *, 5c'>)B)%>\$%&', %'8\$- , 5'8)5'
3, %?)5- ""\$, %"/- *D/)'k'1*8\$%='*8""*%)5)"/D'-B) ""=\$%&'#D'3, %?)5- ""\$, %"/- *D/)'3""% '@)'
>)-35\$@>' "'- '8\$&8/D'\$%?, /?)>R'8, <?)?)5c'l'5) ""/L) '*8""*8\$- '# "D'B)58"B'-))# ""&&5)--\$?)'*, '
-, #), %) <8, -) - *D/)'3""% '@)'>)4\$%)>' "'- '8\$&8/D'3, %-\$>)5""*)k'F8)5)4, 5)c'\$%'#D'\$%*)5"3*\$, %-'
<\$*8'B5, -B)3*\$?)'-* . >)%*- ""%>' ""BB/\$3""%*-c' *8\$-\$-\$>)4\$%\$*)/D'-, #) *8\$%&'l' ""# '3, &%\$L ""%*', 4k

&)*'-'*\$-4'3*\$, %', . *, 4'4\$%>\$%&'*8)'5\$&8*'#"*38'4, 5'B), B/)C'&\$?%&'*8) #'""J, @'""%>'""%)<' , BB, 5*. %\$Dc""%>'9-)//\$%&'*8) #' , %'*8)', BB, 5*. %\$D'<8)%'I'>)3\$>)'I'<'%"** , '8\$5)'*8) #K''

l'=%<'4,5'3)5*"\$*8"*l'<"%*>*', '@)'\$%@. -\$%)--'4,5'#D-)/4k'F8)', %/D': .)-\$, %'<"-'
<8\$38'\$%>. -*5D*', '38, , -)'* , '@. \$/ >'""3, #B""D'\$%K''l'38, -)'4\$/##"=\$%&C'@)3"" . -)'\$*\$-', %)', 4'
#D'/\$4)0-'B""-\$, %-'""%>'4"? , 5\$*)'8, @@(\$)-K''W, 'l'4)/*\$*\$'<"-'*\$#)'* , '&\$?)'#D-)/4""'38"%3)* , '& ,'
4, 5\$*\$""-'""'3"5))5K'+. 55)%*/DC'l""#'-*\$/'\$%*8)'B5, 3)--', 4'@. \$/ >\$%&'#D'?\$>), 'B5, >. 3*\$, %'
3, #B""DC'""%>'8"?)%0*J. #B)>'\$%* , '\$*4. //'\$*#)'D)*K''W, 'l'<, 5='45, #'m1`'4, 5""/'"5&)'
3, %- . /*\$%&'4\$5#'\$%*8)'>)4)%-)'\$%>. -*5DK''l'&)*'8, #)C'3, , ='>%%%)5C'5)/"S'4, 5""<8\$/)K''F8)%'
45, #""5, . %>'n', 5'o'Q(. %*\$/'#\$>%\$&8*A, 5'/, %&""4*)5EC'l'<, 5=' , %'#D'B5, >. 3*\$, %'3, #B""DK''
l'8"?)'@))%>, \$%&' , %)' , 5'*<, 'B5, J)3*-'B)5'<))=* , '@. \$/ >'#D'B, 5*4, /\$, K''l'*\$-'S*5)#)/D'
>\$4\$3. /'C'@. *\$**8\$-<, 5=\$-'%)3)--"5D*', 'B5)B""5)'4, 5*8)'>"D'*8""*l'3""%J. #B'\$%* , '#D', <%'
3, #B""D'4. //'\$*#)K'

!

c, . 'W''D'F, #"" , '

H(.) (. (!W3(.&?0!1/0-.\$>,\$*%!*7!#/.!) +0\$%/00!T*+!5(;!*9(,*!\$0!#/3>7+3!7* .! / , , \$% ! \$% , * ! , # / !
, # / 9 / 0 ! * 7 ! 0 , * . ; ! 0 3 \$ 0 , / % \$ % ' 8 ! 7 \$ % 1 \$ % ' 8 ! (% 1 ! , / 3 3 \$ % ' Q ! \$ % ! , # / ! > . * 7 / 0 0 \$ * % (3 ! - * % , / @ , 8 ! (0 ! * % ! # / . ! 6 /) 0 \$, / 8 !
0 # / ! ' \$ F / 0 !) * , # ! (! < 0 # * . , ! F / . 0 \$ * % = ! (% 1 ! (! < 3 * % ' ! F / . 0 \$ * % = ! * 7 ! # / . ! 0 , * . ; B !

!

""#/!0#* . , ! F / . 0 \$ * % B !

K/9/9)/.!,#(!,#\$0!./0*+.-/!\$0!0/,,,\$% '! ; *+!+>!,*!)/!()3/!,*!9* ./!/77/-,\$F/3;! ,/33!0,*.\$/0!,#(!
0#*6!/9>3* ; /.0!a!\$%F/0,* .0!a!-3\$/%,0!6#;!\$,!\$0!,#(!"GMT!%/ /1!; *+8!(%1!,*!1/F/3*>!(!>.(-\$- /!*7!
, (3&\$%' !() *+,!,# /!XGT!*7!; *+.!6* .&B!
!

R4

Z\$%' +\$0,J7.\$/%13;!*. ' (%\$: (,\$*%0!
"#!/X*X!5/.\$/0!P!/@>3*.\$%!16*.310!*7!6*.&!\$%!1/>,#!
[.*7/00\$*%(3![(,#0!*7!Z\$%' +\$0,0!!
5,*.\$/0!(.*+%1!,#!/W(9>7\$./!0/.\$/0!P!-%F/.0(\$*%0!6\$,#!3\$%' +\$0,0!())*+,!,#!/!>.*)3/90!,#/:!0*3F/!
\$%!,#/\$.16*.&!
./!\$%7.9(\$*%!(*)*+,!H.\$%'\$%'!Z\$%' +\$0,\$-0!,*!X*.&8!\$%-3+1\$%'!)**&!/F/%,0E!
!
I (%1!#/./?0!,*!6#(,?0!%/@,E!