

*URXS VFHQDULRV

‡ 6FHQDULRV ZLOO EH GLVFA
%UHDNRXW *URXSV

‡ ,QWURGXFH \RXUVHOYHV D
D VSRNHVSHUVRQ

‡ 3UHVHQWHU ZLOO DVN %UI
*URXSV WR SURYLGH UHVS

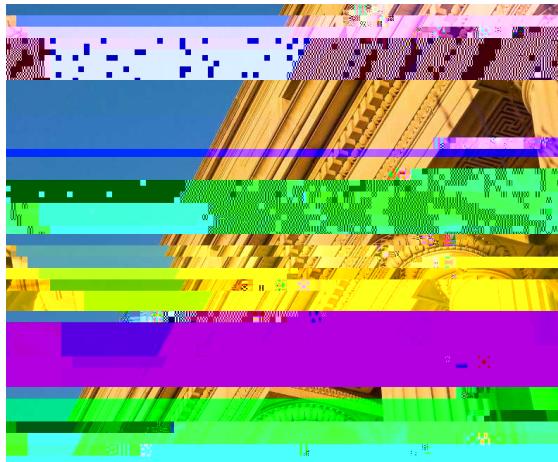
:KDW KDSSHQHG"

‡)LQDO YHUVLRQ RI UHJXODWLRQV ZDV UHOHDV
‡ 5HJXODWLRQV ZLOO WDNH HIIHFW \$XJXVW
‡ 5HJXODWLRQV FRYHU VH[GLVFULPLQDWLRQ V
SUHJQDQF\ DFFRPPRGDWLRQV DQG JULHYDQF
‡ 5HJXODWLRQMS QIRFQW\ FRYHU VH[VHSDUDWH
‡ :KDW QRZ"
‡ 5HYLVH SROLFLHV DQG SURFHGXUHV DQG GRFXPHQW
FKDQJHV

HUSCH BLACKWELL

+XVFK %ODFNZHOO //3

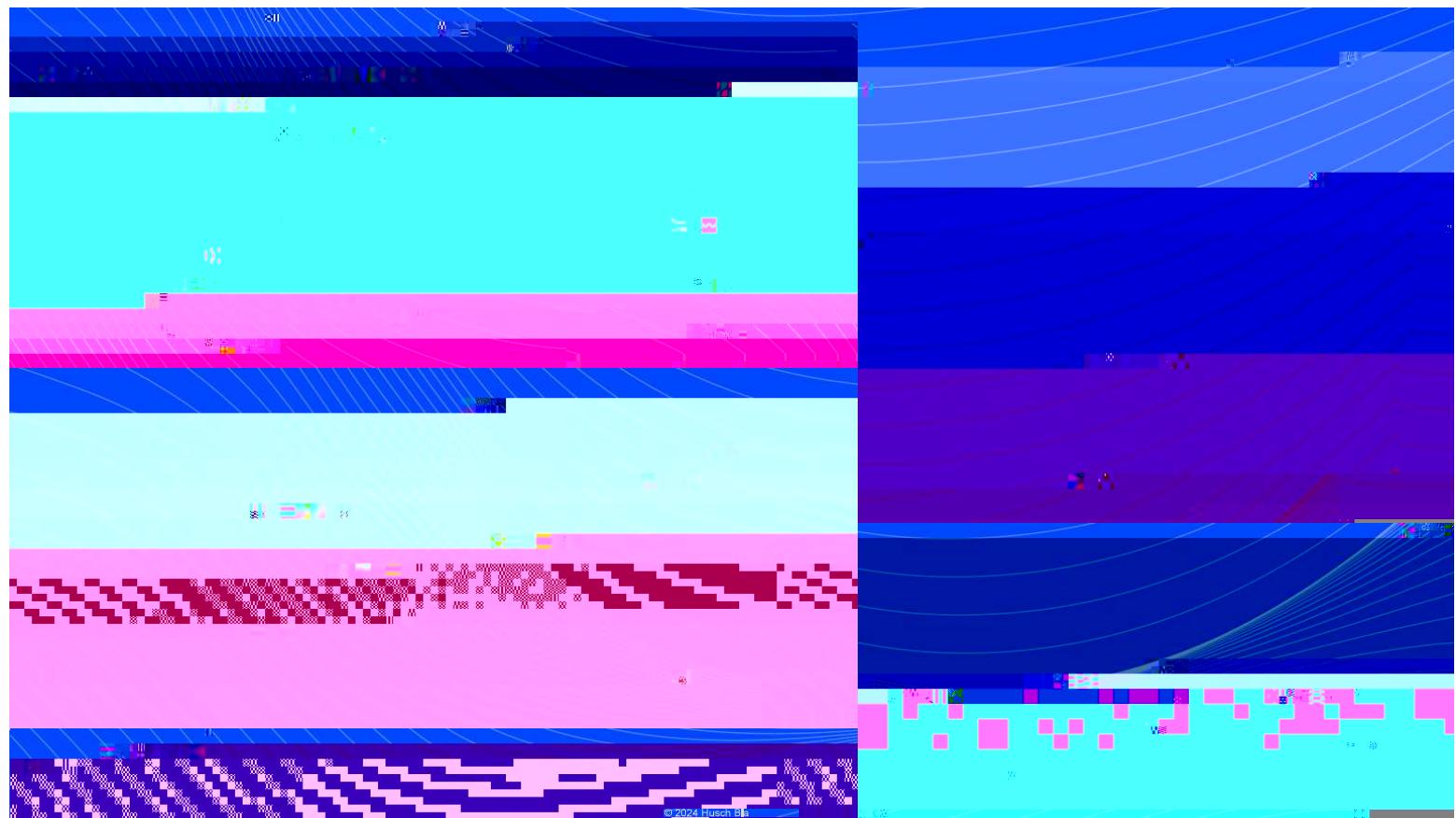
:LOO WKHUH EH ODZVXLWV"



‡ \$OPRVW FHUWDLQO\
‡ \$QWLFLSDWH VXLWV FKI
‡ 5XOHPDNLQJ SURFHVV
‡ 'XH SURFHVV HOHPHQWV RU
ODFN WKHUHRI
‡ 'HILQLWLRQ RI ³VH[WR LQF
JHQGHU LGHQWLW\ DQG RWK
FDWHJRULHV

HUSCH BLACKWELL

+XVFK %ODFNZHOO //3



‡

HUSCH BLACKWELL

+XVFK %ODFNZHOO //3

:KDW RWKHU SROLFLHV PLJKW DSS

, QVWLWXWL RQV D

HUSCH BLACKWELL

+XVFK %ODFNZHOO //3

0RGLILHG 'H

‡ ³4XLG SUR TXR' KDUDVVPHQW H[SDQVLR
‡ \$GRSWLRQ RI 7LWOH 9,, GHILQLWLRQ RI
‡ &ODULILFDWLRQ RI ³UHWWDOLDWLRQ'
‡ 6H[XDO DVVDXOW DQG 9\$:\$ GHILQLWLRQ
UHJXODWLRQ DUH HVVHQWLDOO\ WKH V

HUSCH BLACKWELL

:KDW LV KRVWLOH HQYLURQPHQW'

HUSCH BLACKWELL

+XVFK %ODFNZHOO //3

HU

+XVFK %ODFNZHOO //3

HUSCH LACKWELL

+XVFK %ODFNZHOO //3

:KDW LV IRQGOLQJ"

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+XVFK %ODFNZHOO //3

:KDW LV GRPHVWLF YLROHQFH"

)HORQ\ RU PLVGHPHDQRU FULPHV RI YLROHQFH I
FXUUHQW RU IRUPHU VSRXVH RU LQWLPDWH SDU
E\ D SHUVRQ ZLWK ZKRP WKH YLFWLP VKDUHV D
E\ D SHUVRQ ZKR LV FRKDELWDWLQJ ZLWK RU KD
WKH YLFWLP DV D VSRXVH RU LQWLPDWH SDUWQ
VLPLODUO\ VLWXDWHG WR D VSRXVH RI WKH YLF
GRPHVWLF RU IDPLO\ YLROHQFH ODZV RI WKH VV
SHUVRQ DJDLQVW DQ DGXOW RU \RXWK YLFWLP Z
IURP WKDW SHUVRQ\ VDFWV XQGHU WKH GRPHVV
ODZV RI WKH VWDWH

HUSCH BLACKWELL

+XVFK %ODFNZHOO //3

:KDW LV GDWLQJ YLROHQFH"

³'DWLQJ 9LROHQFH' LV YLROHQFH FRPPLWWHG E
‡ :KR LV RU KDV EHHQ LQ D VRFLDO UHODWL
LQWLPDWH QDWXUH ZLWK WKH YLFWLP DQ
‡ :KHUH WKH H[LVWHQFH RI VXFK D UHO "Ž ÉT

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+XVFK %ODFNZHOO //3

(;\$03/('DWLQJ YLROHQFH

.DFH DQG -DPLH KDYH KRF
RFFDVLRQDOO\ VSHQG WK
RWKHU\TV DSDUWPHQWV E
RWKHU IUHTXHQWO\ 2QH
DUJXPHQW -DPLH WKURZ\
DW .DFH 7KH SKRQH PLV
KLWV WKH ZDOO DQG LV G



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+XVFK %ODFNZHOO //3

:KDW LV VWDONLQJ"

(QJDJLQJ LQ D FRXUVH RI
FRQGXFW GLUHFWHG DW D VS...FLILY
SHUVRQ WKDW ZRXOG FDXVH
UHDVRQDEOH SHUVRQ WR

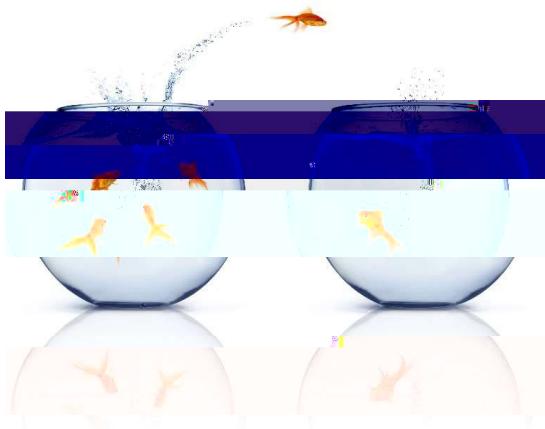
‡)HDU IRU WKHLU VDIHW\ U
WKH VDIHW\ RI RWKHUV
‡ 6XIIHU VXEVDQWLDO
HPRWLRQDO GLVWUHV



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+XVFK %ODFNZHOO //3

* URXS 6FHQDULR

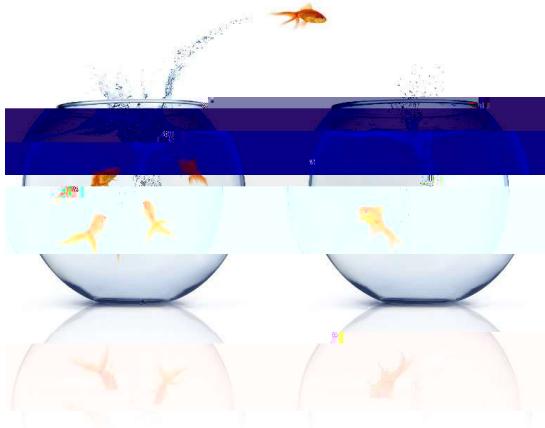


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-DVSHU DQG .ULV DUH PHPEHUV RI &ROOH
SDWQHUIRU DQ XSFRPLQJ FRPSHWLWL
FOXE LV VVWXGHQW UXQ DQG KDV QR DGYL
IRU WKHLU RZQ WUDYHO WR FRPSHWLWLR
HQWUDQFH IHH
'XULQJ RQH RQ FDPSXV SUDFWLFH ZLWK W
-DVSHU WHOOV D UDXQFK\ VH[XDO MRNH V
ZKLOH -DVSHU DQG .ULV DUH SUDFWLFQJ
FDPSXV DSDUWPHQW -DVSHU FRPPHQWV S
SUDFWLFH ,¶G OLNH WR KDYH VH[ZLWK V
7KH GD\ EHIRUH WKH FRPSHWLWLRQ -DVS
LQ .ULV¶V FDU -DVSHU DQG .ULV HDFK K
HDFK LQGHSHQGHQWO\ SDLG IRU .ULV FI
ILQDO UXQ WKURXJK ,Q WKH KRWHO URR
FRPPHQWV RQ .ULV¶V DSSHHDUDQFH DQG H
RQ .ULV¶V JURLQ DUHD .ULV VODSV -DVS
7KH QH[W PRUQLQJ -DVSHU ZDNHV XS WR
KRWHO DQG UHWXUQHG WR &ROOHJH :LV
WR ZLWKGUDZ DQG WDNH D ULGH VKDUH E
HYHQWXDOO\ ILOHV D 7LWOH ,; FRPSODLQ

+XVFK %ODFNZHOO //3

* URXS 6FHQDULR



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4XHVWLRQV

:KDW SRWHQWLDO IRUPV RI VH[XDO KDU
-DVSHU¶V DFWLRQV"
'RHV &ROOHJH¶V 7LWOH ,; SROLF\ DSSO
DFWLRQV" +RZ ZRXOG \RX DQDO\JH WKL
ZRXOG \RX FRQVLGHU"
\$UH WKHUH IDFVV WKDW \RX ZRXOG OLN
LQ WKH VFHQDULR WR GHWHUPLQH ZKH
SROLF\ DSSOLHV"

+XVFK %ODFNZHOO //3



5 H V S R Q V H W R 6
' L V F U L P L Q D W L R

\$ G P L Q L V W U D W L Y H & R Q W D F W V

#& R P S O D L Q W V U H S R U W V R U Q R W L F H R I D O O H J I
P D G H W R

* U D F H : D J V W D I I 7 L W O H , ; & R R U G L Q D W R U
7 U R M D Q & H Q W H U
7 U R \ \$ /

J Z D J V W D I I # W U R \ H G X
W L W O H L [I R U P V # W U R \ H G X

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HUSCH BLACKWELL

+XVFK %ODFNZHOO //3

HUSCH LA

+XVFK %ODFNZHOO //3

6XSSRUWLYH 0HDVXUHV

‡ 3URKLELWV WKHLU LPSRVLWLRQ IRU SX
UHDVRQV

‡ ,PSRVHV D OHDVW UHVWULFWLYH PHDQV

‡ \$OORZV SDUWLHV WR DSSHDO VXSSRUW
DQG VHNN UHYLVLRQV LI FLUFXPVWDQF

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+XVFK %ODFNZHOO //3

HUSCH LACKWELL

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&DQ ZH SODFH HPSOR\HHV RQ DG

- ‡ <HV ± HPSIØHRWISRQGHQWV PD\ EH SODFHG RQ D
OHDYH ZLWKRXW UHTXLVLWH VKRZLQJ RI WKU
VDIHW\
- ‡ :KHWKHU DQ RSSRUWXQLW\ WR FKDOOHQJH D
PXVW EH JLYHQ GHSHQGV RQ HPSOR\HH VWDW
H J (PSOR\HH +DQGERRN

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+XVFK %ODFNZHOO //3

(;\$03/(\$GPLQLVWUDWLHYH OHDY

0DLQWHQDQFH ZRUNHU LV C
QHDU WKH UHVWURRP DQG
LQ YDULRXV VWDJHV RI XQG
ZRUNHU ZDV DFFXVHG RI VL
\HDUV SULRU 0DLQWHQDQI
DFFXVHG RI SK\VLFDO YLRO
SODFHV ZRUNHU RQ GPLQL
SHQGLQJ UHVXOWV RI WKH LQJLQDFWLRQ



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+XVFK %ODFNZHOO //3

, QWDNH SURFHVV



HUSCH BLACKWELL

+XVFK %ODFNZHOO //3

&RPSODLQWV

‡ ³) RUPDO` FRPSOLDQW FRQFHSH LV HOLPLQ
PDGH YHUEDOO\ DQG ZLWKRXW VLJQDWXUH
‡ \$OOHJHG YLFWLP QHHG RQO\ WDHV KADKYHH EHH
WLPH RI WKH PALRV PPRDQNGHX BWFRPSODLQW RI K
‡ 3HUVRQV ZLWK OHJDO DXWKRULW\ WR DFW
DOORZHG WR ILOH FRPSODLQWV RI KDUDVV
‡ :LGHU JURXS RI SRWHQWLDO FRPSODLQDQ'
RWKHU WKDQ VH[XDO KDUDVVPHQW

HUSCH BLACKWELL

+XVFK %ODFNZHOO //3

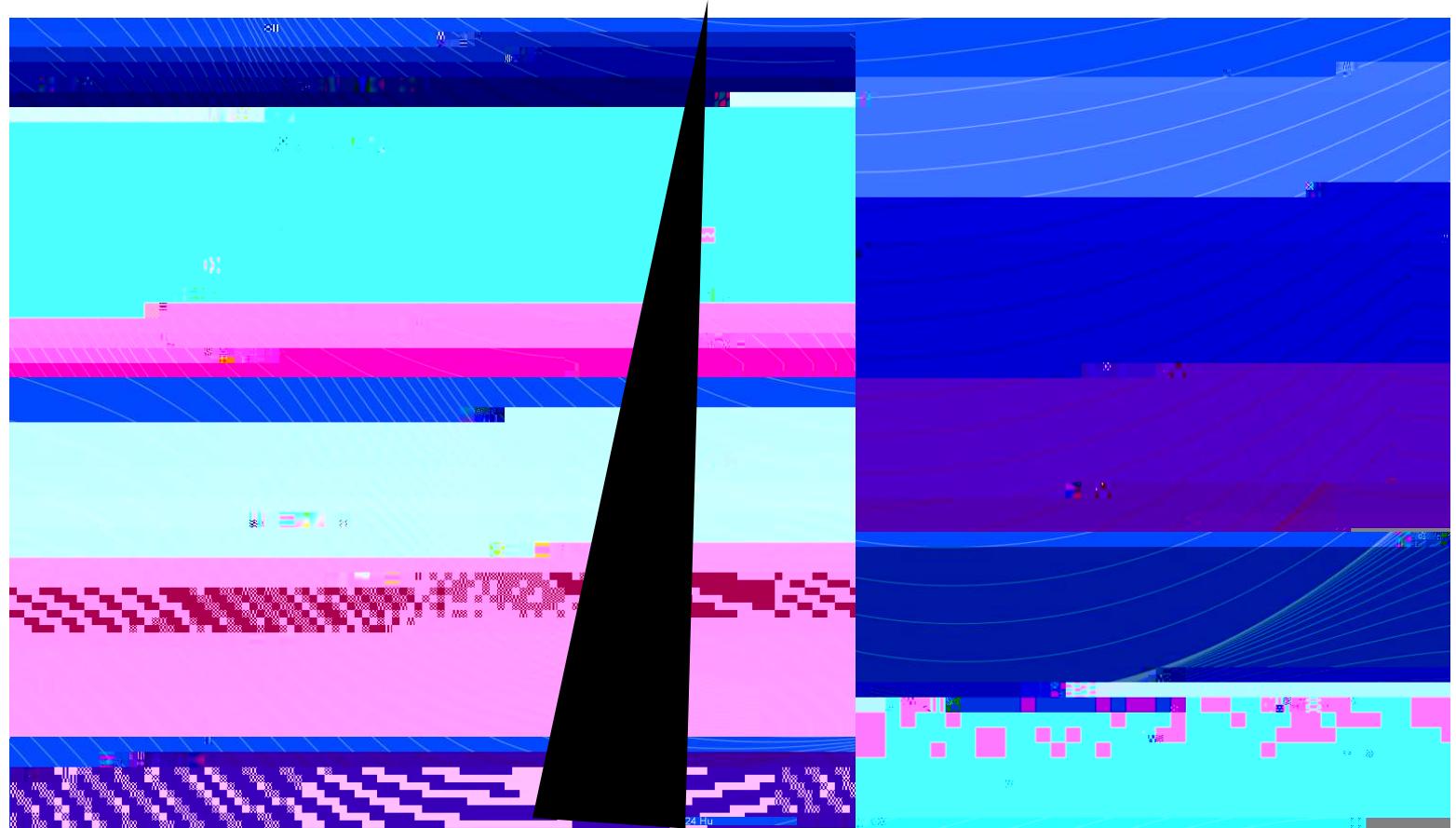
&KD] JUDGXDWHG IURP WKH 8QLYHUVLW\
WZR \HDUV DJR &KD] FDDOV WKH TLWOH
&RRUGLQDWRU WR UHSRUW WKDW ZKLOH
ZDV D VWXGHQW \$VVLVWDOW &RDFK
SURSRVLWLRQHG &KD] IRU VH[&KD]
VD\V ³<RX VKRXOG ORRN LQWR WKLV DQO
ILUH WKH FRDFK '

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+XVFK %ODFNZHOO //3

HUSCH LAC

+XVFK %ODFNZHOO //3



HUSCH LACKWELL

+XVFK %ODFNZHOO //3

: KDW LV WUDXPD¶V LPSDFW RQ W

‡ % UDLQ VHQVHV WKUHDW DQG VHWV P
‡ 7KLQNLQJ EUDLQ DVVHVVHV
‡ 7KLQNLQJ EUDLQ VKXWV GRZQ
‡ (PRWLRQDO EUDLQ
‡)LJKW IOLJKW IUHH]H
‡ 7KLQNLQJ EUDLQ FRPHV EDFN RQOLQ
DODUP KHOSV FDOP GRZQ
‡ (PRWLRQDO EUDLQ PD\ FRQWLQXH W
DODUP RYHUZKHOPLQJ WKH V\VWHP

HUSCH BLACKWELL

, Q Y H V W L J D W L Q J W U D X P D

‡ \$ Y R L G M X G J P H Q W L P S D W L H Q F H
G L V U H V S H F W P L V X V H R I S R Z H U

‡ (P S K D V L] H

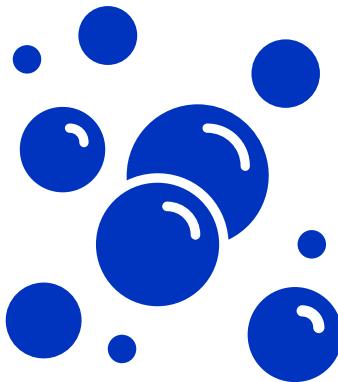
‡ 6 D I H W \ F R P I R U W

‡

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+XVFK %ODFNZHOO //3

7UDXPD LQIRUPHG LQWHUYLHZV



‡ , QVWHDG RI DVNLQJ ³ZK\`
DERXW ZKDW ZLWQHVV ZDV
GXULQJ WKH H[SHULHQFH
‡ &RQVLGHU DVNLQJ DERXW
DVVRFLDWHG ZLWK WKH VHO
‡ 6LJKWV
‡ 6PHOOV
‡)HHOLQJV

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+XVFK %ODFNZHOO //3

7UDXPD FUHGLELOLW\

‡ 'RQ¶W DVVXPH LQIRUPDWLRQ LV QRW FUHGLE
PDQQHU GHOLYHUGH
‡ 8QGHUVWDQG PHPRU\ PD\ EH FODULILHG LQ W
‡ \$GGUHVV LQFRQVLVWHQFLHV
‡ \$VFHUWDLQ IDLU DQG LPSDUWLDO DVVHVVPHG
JLYH DSSURSULDWH ZHLJKW WR SDUW\ DQG ZL

HUSCHBLACKWELL

+XVFK %ODFNZHOO //3



*HQHUDO 3URFHGXUHV

- ‡ ,QFOXGH IDLUQHV V HTXLW\ QRWLFH SUH HOHPHQW V VLPLODU WR \$XJXVW UHJXO
- ‡ 5HTXLUH IHZHU HOHPHQW V WR EH LQ ZULW DQ LQYHVWLJDWLRQ UHSRUW
- ‡ 'RHV QRW UHTXLUH WKH XVH RI DGYLVRUV
- ‡ 'RHV QRW UHTXLUH D KHDULQJ DOWKRXJK EH DOORZH G WR TXHVWLRQ SDUWLHV DQG WR GHWHUPLQH FUHGLELOLW\

HUSCHBLACKWELL

+XVFK %ODFNZHOO //3

- ‡ *ULHYDQFH SURFHGXUHV RU SURPSW DQG HTX FRPSODLQW V RI VH[GLVFULPLQDWLRQ PXVW E VSHFLILF SURYLVLRQ V
- ‡ 7UHDW SDUWLHV HTXLWDEO\VVW LXX X10€LLT HDW C

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‡

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+XVFK %ODFNZHOO //3

, QYHVWLJDWRU \$GMXGLFDWRU OR

‡ , QYHVWLJDWRU FRQGXFWV WKH LQYHVWLJL
SDUWLHV DFFHVV WR WKH HYLGHQFH RU D
UHFRUGLQJV RU WUDQVFULSWV RI LQWHUYL

‡ \$ VHS DUDWH SHUVRQ LV DSSRLQWHG DV G
VXEVHTXHQW PHH WLQJV ZLWK SDUWLHV DC
TXHVWLQRQV EHDULQJ RQ FUHGLELOLW\ DQ
LQFOXGLQJ IROORZ XS TXHVWLQRQV SURSI

‡ 'HFLVLRQPDNHU WKHQ LVVXH D ZULWWHQ C

HUSCH BLACKWELL

+XVFK %ODFNZHOO //3

‡ 6LPLodu WR \$XJXVW FRQFHSH RI D

VRPH FKDQJHV

‡ 'HFLVLRQPDNHU PXVW EH DOORZHG WR DVN T

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+XVFK %ODFNZHOO //3

HUSCH LAW

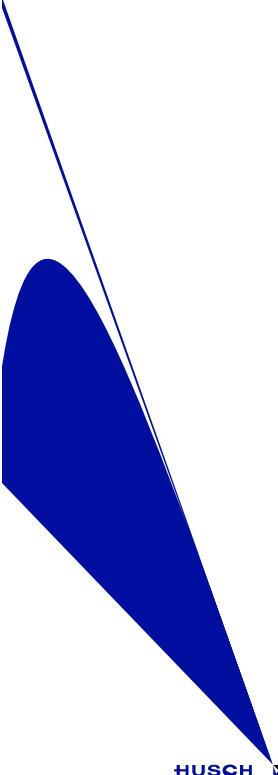
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+XVFK %ODFNZHOO //3

HUSCH LAC

+XVFK %ODFNZHOO //3



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([DPSOHV
RSHQ
LDQPSLOHDWWRKV



³3OHDVH WHOOPHZKDWKDSSHQHG WKDW



³:DONPHWKURXJKZKDWKDSSHQHG



³,Q\RXURZQZRUGVWHOOPHZKDW RFFX

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([DPSOH
RI FXHG
LQYLWD



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3 <

R & I W

([DPSOHV
UHFRJQLV
SURPSWV

D V K H V D \ G(' , Á(' , € D @ € U T M K @ b 5 f

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&RPSODLQDQW KDV DFFXVHQ [UDPSOQH] QW
RI KRVWLOH HQYLURQPHQW VHIXDO
KDUDVVPHQW 5HVSQRQGHQW DGPLEWV WR
WKH DOOHJHG FRQGXFW EXW DVVHUWV LW
³ZDVQ¶W WKDW EDG ' &RP
DOOHJHV EHLQJ VR DIIHFV
FRQGXFW WKDW FRPSODLC
DWWHQGLQJ ZRUN DW WKH



HUSCH BLACKWELL

+XVFK %ODFNZHOO //3

‡ :KDW GLG FRPSODLQDQW VD [UDPSOQH] RTX'H VWL
‡ :KDW GLG \RX REVHUYH DER\W
FRPSODLQDQW¶V DWWLWXGH WR ZDUGV JRLQI WR
ZRUN"
‡ %HIRUH WKH UHVSQRQGHQW¶V FRQGXFW GIG
FRPSODLQDQW JR WR ZRUN
‡ 'LG \RX QRWL FH DQ\ FKDQJ
FRPSODLQDQW¶V EHKDYL RU
UHVSQRQGHQW¶V FRQGXFW"
‡ \$IWHU WKH UHVSQRQGHQW¶
FRPSODLQDQW VWLOO JR W
‡ \$UH WKHUH DQ\ UHFRUGV
ZKHQ FRPSODLQDQW ZHQW WR ZRUN EHIRUH
DQG DIWHU WKH FRQGXFW" 7LPH FDUGV"
3HUIRUPDQFH UHSRUWV" 6LJQ RQV"



HUSCH BLACKWELL

+XVFK %ODFNZHOO //3

5HVS RQGHQW LV DFFXVHG RI DPSODLQH
FRPSODLQDQW E\ OXUNLQJ DURXQG
FRPSODLQDQW\ FDU WZLFH 5HVS RQGHQW SU
KDV GPLWWHG WR WKH IIVVW LOVWDOEH EXW
GHQLHV WKH VHFRQG & F
UHSRUWHG FOHDUO\ VHHI
UHVS RQGHQW\ IDFH WKH
FDU EXW WKH SHUVRQ ZD
LQ VLJKW WKH VHFRQG W



WKH
O\

HUSCH BLACKWELL

+XVFK %ODFNZHOO //3

‡ 7HO0 PH PRUH DERXW ZKDW DRSOH WKH VHV
VHFRQG WLPH" 'LG \RX DFWXDOO\ VHH WKH
UHVS RQGHQW\ IDFH" :KDW HOVH GR\ RX
UHPHPEHU DERXW WKH SHUVRQ RI FR
DSSH DUDQFH RU DWWLUH"
‡ 'RHV KDYLQJ VHHQ UHVS RQGHQW DWADYU
FDU EHIRUH OHDG \RX W
UHVS RQGHQW ZDV WKH
WLPH" & RXOG LW KDYH E
HOVH"
‡ 'R \RX DFWXDOO\ NQRZ
UHVS RQGHQW WKH VHFR
‡ +DYH \RX KDG DQ\ RWKH
ZLWK UHVS RQGHQW" ([SORUH HDFK



HUSCH BLACKWELL

+XVFK %ODFNZHOO //3

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Q
D

‡

HUSC

+RZ GR ZH PDNH D UHFRUG
LQWHUYLHZ"

7UHQG WRZDUGV DXGLR
([WHQVLYH QRWH WDNLQ
SUHSDUDWLRQ RI D VXPP
SHUPLVVLEOH
9LGHR UHFRUGLQJ LV GL



HUSCH BLACKWELL

+XVFK %ODFNZHOO //3

7KH SDUWLHV

([DPSOH
VRXUFHV RI
QRQ WHVWLPRQLDO
HYLGHQFH

HUSCH BLACKWELL

+XVFK %ODFNZHOO //3

OD\ DQ LQYHVWLJDWLRQ FROOHFW

HUSCH BLACKWELL

+XVFK %ODFNZHOO //3

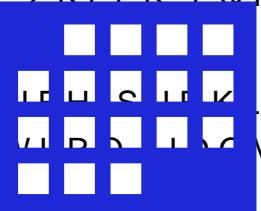
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+XVFK %ODFNZHOO //3

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+XVFK %ODFNZHOO //3

\$UH SDUWLHV VXEMHFW WR D³JD
LQYHVWLJDWLRQ"

- ‡ *HQHUDOO\ QR²WKH LQVWLWXWLRQ PD\ QRW UHVWULFW
DELOLW\ RI SDUWLHV WR GLVFXVV WKH DOOHDWLRQV P
DQG SUHVHQW UHOHYDQW HYLGHQFH  ZKIEK LOFOXGHV
WR ZLWQHV VH
‡ %XW LQVWLWXWLRQ FDQ VWLOO HQIR  ELWLRQ
LQWLPLGDWLRQ ZLWQHV PDQLSXOD UHWDOLDWLRQ KDUDVVPHQW HWF

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+XVFK %ODFNZHOO //3

+XVFK %ODFNZHOO //3



:KDW GRHV LW PHDQ WR ZHLJK HY
‡1RW DOO HYLGHQFH KDV HTXD HKL H@

HUSCH BLACKWELL

+XVFK %ODFNZHOO //3

: KDV

JURXQGV IRU

7LWOH ,

WKH IROORZLQJ SHUPLWWHG



W\ WKDW DIIHFWHG WKH RXW



QRW UHDVRQDEO\ DYDLODEO
PLVVDO ZDV PDGH WKDW FRX

HUSCH BLACK

ZHOO //3



:KDW DUH FRQVLGHUDWLRQV DUR
UHVROXWLRQ LV DSSURSULDWH"

‡ 1DWXUH RI WKH DOOHJHG RII
‡ \$Q\ RQJRLQJ WKUHDW RI KDUL
WR WKH FDPSXV FRPPXQLW\
RI D ZHDSRQ
‡ \$Q\ SDVW ILQGLQJV UHJDUGL
UHVSRQGHQW
‡ 6WDWXV RI WKH SDUWLHV
‡

HUSCH BLACKWELL

:KDW LV UHVWRUDWLYH MXVWL FH

³5HVWRUDWLYH MXVWL FH LV DQ DSSURDFK WR D
LQYROYHV WR WKH H[WHQW SRVVLEOH WKRVH
VSHFLILF RIIHQVH RU KDUP WR FROOHFWLYHO\ L
KDUPV QHHGV DQG REOLJDWLRQV LQ RUGHU W
DV ULJKW DV SRVVLEOH '

!<ckUXNkf

HUSCHBLACKWELL

+XVFK %ODFNZHOO //3

+RZ GRHV UHVWRUDWLYH MXVWL FH
LQIRUPDO UHVROXWLRQ"

*HQHUDO ,QIRUPDO 5H\
‡ 1R JXLGHG RU VWUXFWXUHG
‡ ,PPHGLDWH SDUWLHV RQO\
‡ 6KDUHG UHVSQRQVLELOLW\ Q
UHVSQRQVLELOLW\
‡ 6ROXWLRQ &RPSURPLVH
‡)RFXV RQ IDFWV HYLGHQFH

5HVWRUDWLYH -XVWL FH
‡ 6XEVWDQWLDO SUHS DUDWLRQ
‡ &RPPXQLW\ LQVWLWXWLRQ
‡ \$FFHSWDQFH RI UHVSQRQVLE
‡ 7UDXPD LQIRUPHG VDIHJXDU
‡)RFXV RQ UHSDLULQJ UHODV
WUXVW

&RPPRQ IHDW
WUDLQHG IDF
VKXWWOH QHJ
GHVFULEHG D
³PHGLDWLRC

HUSCHBLACKWELL

+XVFK %ODFNZHOO //3

&DQ D FDVH WKDW LV UHVROYHG
³UHRSHQHG'"

‡ ,W GHSHQGV XSRQ WKH WHUPV RI WKH
LQIRUPDO UHVROXWLRQ

‡

HUSCH BLACKWELL

+XVFK %ODFNZHOO //3

:K\ ZRXOG DQ LQVWLWXWLRQ FRQ SURFHVV DIWHU UHVSRRQGHQW GH

‡ &RPSODLQDQW\ V ZLVKHV
‡ 'HVLUH WR DYRLG ³SDVVLQJ WKH KDUDVVHU' V
‡ &RPPXQLW\ H[SHFWDWLRQ
‡ /DUJH LQYHVWPHQW RI WLPH DQG UHVRXUFHV
‡ 3RWHQWLDO IRU UHVSRRQGHQW\ V UHWXUQ LQ V
‡ 2WKHU IDFWRUV SRVVLEOH

HUSCHBLACKWELL

+XVFK %ODFNZHOO //3

* URXS 6FHQS~~DULRV~~

\$OL VRSKRPRUH ZDON RQ DFFXVHV WKH P
SRZHU DUG 7RQL RI VH[XDO KDUDVVI
LQ D KRWHO URRP GXULQJ DQ LQ VHDVRQ
\$W WKH LQWDNH PHHWLQJ LQ \$XJXVW RX
-HVVH H[SODLQV WKDW -HVVH ZLOO QHYHU
-HVVH ILOHV D)RUPDO &RPSODLQW DQG S
WR WKH SDUWLHV DQG VXSSRUW PHDVXUH
EDVNHWEDOO VHDVRQ VWDUWV ZKLOH WK
GHFLGHV WKDW -HVVH ZDQWV WR SURFHH
ERDUG '

<RX DUH EURXJKW LQ WR OHDG WKH LQIRU

:KDW LVVXHV IURP WKH IDFVV DERYH G
RXW GLJ LQWR PRUH"

:KDW TXHVWLRQV ZLOO \RX UDLVH ZLWK

:KDW TXHVWLRQV ZLOO \RX UDLVH ZLWK

:KR LI DQ\RQH ZLOO \RX WDON WR ZKL
SURFHVV LV XQGHUZD\"

+XVFK %ODFNZHOO //3

HUSCHBLACKWELL



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+XVFK %ODFNZHOO //3

‡ ,I D VWXGHQW LQIRUPV DQ HPSOR\HH R
RU UHODWHG FRQGLWLRQV HPSOR\HH P
ZLWK 7LWOH ,; &RRUGLQDWRLU¶V FRQWD
LQIRUP VWXGHQW RI 7LWOH ,; &RRUGLQ
SUHYHQW GLVFULPLQDWLRQ DQG HQVXU
‡ ,QVWLWXWLRQ PXVW WKHQ @ `W DFW L

HUSCH BLACKWELL

HUSCH LAC

+XVFK %ODFNZHOO //3

‡7KH SURIHVVRU¶V DOOHJHG FRPPHQWV HQF
GURS WKH FODVV FRXOG FRQVWLWXWH SUH
WKHUHIRUH PHULWHG D SURPSW DQG HTXLW
7LWOH ,; JULHYDQFH SURFHGXUHV ZKLFK 6
‡7KH 7LWOH ,; &RRUGLQDWRU GLG QRW FUHD
REWDLQ ZULWWHQ VWDWPHQWV WDNH QR

HUSCH BLACKWELL

‡7 R WKH H[WHQW 6/&& GHWHUPLQHG WKH
DGMXVWPHQWV ZRXOG KDYH FRQVWLWXV
DOWHUDWLRQ 6/&& GLG QRW HQJDJH LQ
SURFHVV LQ PDNLQJ VXFK GHWHUPLQDW
‡6/&& GLG QRW FRQVLGHU ZKHWKHU WKH

HUSCH BLACKWELL

6 / & & 9 ROXQWDU\ 5HVROXWLRQ \$.

‡ 5HYLVH LWV QRQGLVFULPLQDWLRQ VWDV

‡ 5HYLVH LWV JULHYDQFH SURFHGXUHV

‡ & RQGXFW LQYHVWLJDWLRQ

‡ & RQGXFW WUDLQLQJ

HUSCH BLACKWELL

+XVFK %ODFNZHOO //3

HUSCH LACK

HUSC

+XVFK %ODFNZHOO //3

HfcmI bjj YfgJngDc`JWicb< UFUgga YbhUbX8]gMja JbuJcb·
UbXh YHjhY-L k WdQ Y

3ROLF\

#7UR\ 8QLYHUVLW\¶V SROLF\ DQG SURFHGXU
EH IRXQG LQ WKH 3ROLF\ RQ +DUDVVPHQW I
‡%XW QRWH WKDW WKLV ZLOO EH XSGDWHG
FRPSO\ ZLWK WKH QHZ 7LWOH ,; UHJXODWLI
‡7KH 7LWOH ,; KZHWESD\JHZZZ WUR\ HGX DERXW
XV OHDGHUVKLS VWXGHQW VHUYLFHV GPLC
DFW KWDOOR LQFOXGHV LQIRUPDWLRQ DQG U

+HUSCHBLACKWELL

+XVFK %ODFNZHOO //3

HfcmI bjj YfgJngDc`JWicb< UFUgga YbhUbX8]gMja JbuJcb·
UbXh YHjhY-L k WdQ Y

6FRSH -XULVGLFWLRQ

#\$SSOLHV WR DOO HPSOR\HHV VWXGHQW
YHQGRUV FRQWUDFWRUV YLVLWRUV DQ
RIILFLDO EXVLQHVW ZLWK WKH 8QLYHUVL
‡-XULVGLFWLRQ FRYHUV DOO SURJUDPV
DFWLYLWLHV FRQGXFWHG E\ DQG WKURX

+HUSCHBLACKWELL

+XVFK %ODFNZHOO //3

**HfcmI bjj YfgJngDc`]Wicb`< UFUgga YbhUbX8]gMja JbUjcb`
UbXh YHjhY=L k WdQ Y**

5 HSRUWLQJ

‡ (YHU\RQH LQFOXGLQJ HPSOR\HHV PXVW UHSRUW D
EHKDYLRLU KDYLQJ WKH SRWHQWLDO WR QHJDWLYH
‡ ,I D VLWXDWLRQ LV DQ HPHUJHQF\ RU SRVHV DQ LP
‡ \$Q\RQH ZKR ZLWQHVHV DQ DFW RI KDUDVVPHQW R
WKH LQFLGHQW GLUHFWO\ WR WKH +XPDQ 5HVRXUF
‡ \$Q\RQH ZKR EHOLHYHV WKH\ DUH EHLQJ KDUDVVHG
VKRXOG UHSRUW WKH LQFLGHQW WR WKH 'HSDUWPH

HUSCH BLACKWELL

+XVFK %ODFNZHOO //3

**HfcmI bjj YfgJngDc`]Wicb`< UFUgga YbhUbX8]gMja JbUjcb`
UbXh YHjhY=L k WdQ Y**

6 XSSRUWLYH OHDVXUHV

‡ 7KH 7LWOH ,; &RRUGLQDWRU RU FDPSXV 3RLQW RI &RQWDFW V
DGMXVWPHQWV L H VXSSRUWLYH PHDVXUHV VXFK DV
‡ 1R FRQWDFW RUGHUV
‡ \$FDGHPLF DFFRPPRGDWLRQV
‡ +RXVLQJ DFFRPPRGDWLRQV
‡ &RXQVHOLQJ VHUYLFHV
‡ &DPSXV HVFRUWV
‡ (GXFDWLRQDO RU RXWUHDFK LQLWLDWLYHV
‡ \$GMXVWPHQWV PD\ EH WDNHQ RQ DQ LQWHULP RU SHUPDQHQW

HUSCH BLACKWELL

+XVFK %ODFNZHOO //3

, QYHVWLJDWLRQ 5HY

‡, QYHVWLJDWLRQV ZLOO EH FRQGXFWHG E\ V
‡% RWK SDUWLHV UHFHLYH QRWLFH RI WKH D
‡, QYHVWLJDWLRQ PD\ LQFOXGH RUDO LQWHU
VWDWHPHQWV IURP WKH SDUWLHV DQG RU Z
‡, QYHVWLJDWLRQ ZLOO EH FRPSOHWHG LQ D
7LWOH ,; &RRUGLQDWRU ZLOO VWULYH WR F
GD\V

HUSCH BLACKWELL

0P0X+XVFK%ODFNZHOO//3