

by Sameer Khasnis

)RU WK WK
(QJOLVK 0LVVLRQ
\$//:\$<6
5HPHPEHU WKLW

<RX ZLOO EH KDCW \$ % & L'IHUKHU QWH
6HHQ SDVVVDJHV
6HHQ SRHPV
5DSLQ UH DGLQ XOEHEU LGRVU DPKV M

8QVHHQ SDVV DUEW NDCXOEHV D HIRUDM HV M

,I \RX WU\ WR D SUCRKH DWRUVR/USDQ WQJ EDV E

\$OZD\ V VWDUW WYDQ GQWQJ XQW RHO V RRQDV\ RX GRQWKDY HP XF K
KROG RYHU WKFRSDVWRKH RCEMDWVHV DW W

)RU :ULWLQJ 6NLOOV

PDUN LV DOZD\ VUDCSU VUDWRQ DQV

/HWWHU :ULW SUCRUR \$OZD V
7KLV ZRXOG LQ RQJGHEU FQYHSU RQ V ME DSSQ DRQ GMMUHW 5HPHPEHU
ZULWH \$GGUHV
6XEMHFW
5HIHUHQFH
7KDQNLQJ \RX HHO FORVXUHV
'LYLGH WKH OHUWVHU LQWR SD
'RQ W JLYH IXOQ W HESM DIWHU Z

,Q WKH ILUVW SUCRURH JDSK V PIRZUWQ WH GMMUQ QHV
6HFRQG SDUDJG HESKBS QV RSNL RCHZLW UJDU GR WHV XMF DQG WHOV W
SDUDJDSK VGR XGOWELQ DSRMZD

(DV\ WR VFRU RRVRI PRY WJHM H ZUWQZLW SHUF RQ DQG QWV QJG
FDQFHODWLRQ

7RXULVW /HDIO DFWDMY HLDVZHK IXDQV FORMQV
\$GG \RXU RZQ S RUCWVSRQVORNGJ
0D[LXP \RX FDQP DUNRY HKHU H

Ù 5HSRUW :ULW QH QD HV IP DUNORLY HDJRRGRCH
3ODFH /LQH DQ DQD D M M G M E HSRU DWR WU HSDUDJDSK

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6HTXHQFH RI IFAKARCDGWHZSEV WMCV HRI WHU SRVUDUHWHP RV W SRUDQ/SRLQW
WR EH NHSW LQ PLQG

,Q WKH ILUVV RDKWSSHQHG ZKHUHWKSSHQHG DVZKDWPHILWKDSSHQHG DQGZKR
ZDV WKHUH V%SDUJUFSEVORXG DQV ZHUP DRU: K TXHV IACV

,Q WKH VHFRQG GHS BEHZKDWZHS WHHP DRUKJKQKWRI WHHY IAWQEUH
VHTXHQLWDOO\

,Q WKH WKLUG \$ ICHVJUSRSV RQFRUQ RV IAWQF IV DQG WH HQGP HQMRQ
5HSRUWHU OXIF IQ PXPEN R

± ,QIRUPDWLR QZD VJROUQV UHISOR Y H EORCH DV WVF RV R HV\ RXUWPH
:ULWH LW LQ R QDRY HQSKDORR EUNRQKDDSDJH 6DUVON HMLV 7KHDERY H
GLDJUDPV JLYHV DERKWUZPUNZKDFQJLY IQLQWHTXHV IRO \$IMUKDWZUM
ZKDWHYHU \RX IQRWHSEVMDJUSGH IAWRQDV LWQVRSOZRGV ' RQVZUMWR
PXFK .HHS LW RESL H Q D E X P DUN V

° ,QWHUYLHZ 4XFMW TXRQRCV *) V EDIQM GKF IRO DERXWH SHU RZKRP \RXUH
LQWHUYLHZLQJ HESWHTXHV IRO VRSO \$ ODA VDV NWHV H TXHV IRO IRODQ WSH
RI LQWHUYLHZ

:KDW ZHUH WK MIF ISEA OXGQUH RXUGV VGY IAWRXV GDA V "

:KR PRWLYDWHH GHOFRQZKROMPLQZEU MLE NDG WLO'

:KDW ZDV WKH WRK\RXDQJ SRLQ

:KDW DGYLFH RXGV RXONJ HR JY HR WH\ RXQJ JHGHUMRQZKR DV SHVREHF RPH
OLNH \RX" \$VN QDQDA VDVWHHQGLR

0D[LPXP PDUNV

9LHZ &RXQWHU DWPF SZMLV DVOAWRVD V FURJ VRSF <RXF QWP DQSDXOM WH SRLQW
JLYHQ DQG \RX SKI BY HHCPRJK ZKLEH F RY HIQJ \RXUYHZ F RQMYHZ

Å 6SHHFK :ULWV RQDUWF HSDGWHIGHD \$ ODA VV DU ZLW WHV IAWRQ
5HVSHFWHG WH DGFBURHGD DQGWFO GYGHWHV SHF KQRPIQPXP SDUJUSK
(QULFK LW ZLWKH OFRSOV R D FI XCHWHM V4 XDOVF RUMQV H SHF MG 1RWHV \RW
VFRUH XQOHVVDFRUMZHDA WOHQIE X P DJNV

1RWH \$V VRRQ WHTXV IRO SDSH WJOCF HNU RJK WHZUMQ V NQV P DN HD SURSHU

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FKRLFH DQG FRVORQWV\WKIZBWKSDSHU
'RQ W ZDVWH PQRUFRSUHQVRRRU PDU NTXHVROV VBMCFN'DUH
H[SHFWHG ,I \RXXZNLHWI MVMCFNZRXGEHGRXJK <RXFDHVD
VFRUH

μ %H VSDFLRXVQZVHLSDSHUZUKD'KWP SRUDQVSRQW DQGTXRMM RUDQ VQJ QHZ
ZKLFK \RX KDYHWKZSHCFDWHQ ZL
ODUN P\ ZRUGVDWUV GRHV P

μ 'RQ W XVH VKKPEMUWZRUZHU ZKLOZUMJ WHDQV ZHUXQDV VWP HQRCHGLO
WKH H[WUDFW <ERQJFZYQNDWDUH

μ 'RQ W VNLS DQ\WKLQJ

μ 'RQ W WU\ WRKQVDMQDQVZHW

μ)ROORZ ZKDW HYZUMFRYFRQ

μ /DVW EXW QRWHVXZHEVNEWRWZU GGGMRRIHY H VQJ DQGUHP EHU
WKLW

:KDWHYHU LV EHPIDGFKESM FDQ
:KDWHYHU LV 6LP 69(HVFDQ EH
\$QG ZKDWHYHU EHGRQD6XSHB
()2576 0\$<)\$, / %28 6+28/' 127)\$ / 72 0\$. (()2576 a 1LGR4XELQ

\$// 7+(% (67 '2/ :(
3OV SDVV RQ W WIDQRMZKRDUJH SHDUQJ IRU W W%RDGH DPVIURP WLV
\HDU

4 % 1RWH PDNUNQJ 0D

8 ZLOO E DVNHVHGDJBRUDZEDRUHY QRMM

'UDZ WUHH GRJ BODSDJHR Q K

1RWHV PXVWGEKQ HDW DQ

1RWHV PXVWDE/ HXHG HDGDOFFSRUDQVSRQW KDVR EFR HIG

8VH VDPH SHQRMMGRCHGRZV HSHFD

,Q FDVH ZKL QHHCWIDZEU QJKWV RXGRMP [ZLKRQH DGRMHU

'LDJUDP PXVW KY D WLWOH

4 & 1RQ YHU EDDO WR YH

8 ZLOO E JLYH QHDEGCRMSIBPIOU RWJUSK

*LYH D WLWOH

,W FDQ E ZULW VSCRULHQQRQWR SDUJU SK V HWHLQVWF RQJY QQ"

<RXU DQVZHU EFUXQW PKGDDQGF RF X/RQ

8VH \RXU RZQ DQGDUPHW IRU EXWRP SDV BMCFN

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&LW\ RI 'UHDPVURU 0XPED

4 \$)UDPLQJ , Q XHVVQ/LHZ
:ULWH PLQLPXTXHVIRQVWRXJK UDVNGHRZUM
\$VN RSHQ HQG TXHVW
)UDPH :K TXHCO WLRQV R
'R QRW DVN VHXV RULFDO T
'R QRW IUDPH ZKFTKXUWVRVCHHQJVRIGLQMYHZHH
\$VN TXHVWLRQFHQHORJLFDQ
)UDPH JUDPPDWFHXVRO\ FR
'R QRW IRUJHNDUMUSJNDJ TXHVRQ

4 % 6SHHFK :ULWLQJ
*RRG VSHHFK PZIXSU SHJNDVQRVGGJQDUHV
\$IWHU VDOXW EHVSRQ LQWURG X
6SHHFK FDQ QZUSDVJHQ L
*RRG VSHHFK QDPGCHDQGRFXVRO
8VH UKHWRUVEVSHFKZHWLRLQ
*LYH SOHQWVRSUHQHDXSSBQV
6SHHFK PXV RQKHVRCORQH

0\ SDUHQW P\DWGRQXQVRE

6SHHFK RQ VDYHVV EEMGRQSRPH GHIFWRIJEDD/DRQRQHQPQW
EDVHG RQ XQLVUG LVQVMD EDVGRQXQW[LGF RQVRQRI ZRP HQLRXU
VRFLHW\ EDVHGGRQFXRE VQJRRFXJ QFVRQP GGFIDVSHRSDIEDVGRQXQW