

4 7KH (\$3 GRHVQ1W SURYLGH OHJDO DGYLFH EXW KRZ FDQ FRQVXOWLQJ ZLW
HPSOR\HU EHLQJ VXHG"

\$ (\$3VHQFRXUDJH VXSHUYLVRU FRQVXOWDWLRQV DQG RQH EHQHILW RI WKH
SURPSWHG E\ PLVWVHSV LQ WKH IRU X\$DPSOHLRQKBU\$BPLJKW KHOS WKH VXSH
WR DQ HPSOR\HH UHJDUGLQJ WKHLU SHUIRUPDQFH 7KLV LQ MRWUDRFRXQGIK
HPSOR\HH WR SHUIRUP WR VWDQGDUGV DQG D VXEVTXHGW OHJDO FODLP I
LPSRUWDQFH RI GLYHUVLW\ XH TXLQV W KH ZLLQFSDXDFLRQ'XLVWQJ D FRQVXOWDWL
WKH VXSHUYLVRU VKBZDDJGHRWLVKQRIUDFWLRQ PLJKW EH UHFHLYHG SDUWL
GLVFULPLQDWLRQ 7KHVH DUH RQO\ WZR H[DPSOHV RI KRZ (\$3V UHGXFHWORR
EHQHILFLDO LPSDFWV

4 , KDYH EHHQ KHDULQJ WKH ZRUG 3EHORQJLQJ' TXLWH RIWHQ DV LW SHUW
ZKDW VKRXOG LW PHDQ WR PH DV VXSHUYLVRU"

\$ 7KH ZRUG 3EHORQJLQJ' KDV FRPH WR PHDQ KHOSLQJ HQVXUH WKDW DOO H
ZRUNSODFH ,WWDKWR HPSOR\HO YDOSXHGWDIGIRUH ZKR WKH\ DUH DORQJ ZLWK
UHFRJQLJHG DQG DSSUHFLDWHG %HORQJLQJ LV LPSRUWDQW EHFDXVH LW F
PRWLYDWLRQ 7KLV FDQ GUDPDWLFDOO\ LPSURYH SHUIRUPDQFH DQG SURGX
HPSOR\HH GILMILUFRXUDJLQJ RSHQ DQWKRQHEVWZFRPCZRLN HUV DQG ILGIV
WR JURZ DQG GHYHORS 'RQ1W IRUJHW WR FHOHEUDWH DFKLHYHHPHQWV DQG
HIIHFVRQYHFWLRQV WR LGHQWLI\ IHHOLQJV RI ODFN RI EHORQJLQJ 'R WKLV E
MRE LV ZRUNLQJ RXW IRU WKHP

4 , UHIHUUHG P\ HPSOR\HH WR WKH (\$3 IRU EHLQJ TXDUUHOVRPH ZLWK FRZR
WKLW HPSOR\HH EXW WKH SURJUDP ZRUNHG \$IWHU QLQH PRQWKV WKH HPS
QHFHVVDU\"

