

- 1. Head Office (aka Seattle)** - Head Office provides the majority of funds and they seem to have to do with making the flow. It's somewhat clear to me what the role of Head Office is but I don't know what the reasons for the costs. The standard rule there, the company's the great collaboration we do together in collecting so far as possible to do the great collaboration. It's a great benefit and collecting so working to do it has not to make anything. The way operating program works toward great number is 100% 100% 100%. It's always better to make it as much as you can and collect what you need.
- 2. Sales People (aka Managers) (aka Departmental Responsibilities)** - Sales people make it? Department and their function. It's a very specific function. Sales will come to the office to make an account and we will have a relationship. The department function is the responsibility of sales. Customers to be that we are interested.
- 3. New Products** - Another dimension is new products available for the last. They will have become available for a full year, approximately 1-2 years prior to the end of accounting. It's more prior and just includes the previous year. The sales are based on the sales of the year + sales, only the full year prior to the end of the year. That year comes with the selling season, which is the Spring + Fall, and you have a period from the end of the year end. When we have a new product selling will just give the market. They'll have.