



# CURRICULUM TO BECOME A

# CLI Power Coach<sup>®</sup>



*“ ... what is probably the most revolutionary and effective model of coaching to be developed in the last ten years – Betska K-Burr’s Power Coaching<sup>®</sup> with Mind-Kinetics<sup>®</sup>. ”* – Rey Carr, Peer Resources

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The following is an overview CLI registered trademarks and trademarks claimed by usage and common law: The 'CLI Logo', "Mind-Kinetics®", "The Brain Walk®", "Power Coaching®", "Power Coach®", "Master Power Coach®", "Certified Power Coach®", "Professional Power Coach®", "PCMK™", "CCMK™", "Diamond Teacher™", "Logic Coaching Plus™", "Personal Success Tool™", "Quick Core Coaching™", "Ultimate Clarity On Issues™", "Solution Tools™", "Success Triangles™", "The Ten Commandments of Innovation™", "Take A Walk - Move A Mountain™", "Brain Re-Train™", "The Coaching Tree™", "Passage to Personal Power™" and "Creating Champions™"



# Welcome!

Dear Valued Guest:

Greetings from Coaching and Leadership International! We extend to you a warm welcome to join our team of professionals who work with great commitment to make this world a more positive place to live and work. As a group we have assisted many in achieving their dream of greater success, joy and peace of mind. And this makes a Coach's life truly meaningful!

Your studies with CLI will give you world-class coaching methodologies. CLI's [award-winning](#) coaching system called Power Coaching® with Mind-Kinetics® (PCMK™) is what gives CLI this branding statement - *The Global Leaders in Coach Training for Mind, Body, Spirit Mastery*. In addition, the watchdog of the coaching and mentoring industries has this to say about PCMK™:

*" ... probably the most revolutionary and effective model of coaching to be developed in the last ten years – Betska K-Burr's Power Coaching® with Mind-Kinetics®."*

– Rey Carr, Peer Resources, 2011

***PCMK's genius lies in the use of "pentalateral thinking" to support the Client's desire for a more brilliant future.*** Pentalateral thinking (a phrase coined by CLI) means that the Client can easily switch back and forth between their left hemisphere and their right hemisphere for speed and accuracy in problem solving and goal achievement. In addition, Clients can use both the beauty of the subconscious, where all our unconstructive and constructive patterns are stored, and our superconscious, the highest creative genius centers in the brain/mind. With this type of whole brain thinking the Clients achieves ***permanent positive behavioural and thought changes in every single coaching session.*** We thank Stephen Covey for being one of the first to encourage whole-brain thinking in the corporate world.

***"It is our unconscious which holds the power of a Leonardo da Vinci or an Einstein."***

Recent research has greatly changed how we should coach. Through scientists such as Lipton, Pert and K-Burr, we understand that a change in habits and behaviours (thus forward movement) will only happen if there is a shift at a cellular level. This shift will only happen when the Client discovers/learns why they are holding on to a specific belief. Unlike therapy where the Client can often spend much time in the past, a CLI Power Coach® can quickly facilitate a Client finding the seed of a recurring behaviour but then immediately moves the Client to change their beliefs for positive action today and in the future. PCMK™ also encourages the Client to find the seeds of their constructive positive patterns and celebrate them!

In summary, PCMK™ preserves the natural beauty of each coaching Client:

1. To raise their self-awareness about how truly great they are!
2. To identify unconstructive patterns in the subconscious and turn them into positive ones
3. To re-discover their positive beliefs in the conscious and subconscious and celebrate them.

While reading the remaining pages in this document, you will note the 300 coach training hours which makes PCMK™ ***the most comprehensive coach training program on the market today*** for mind, body, spirit mastery.

Join our team today!

***Betska & John***

Betska K-Burr and John Burr  
Co-Presidents



# WHY CHOOSE PCMK™ AS YOUR COACHING MODEL?

## 1. CLI is The Global Leader in Coach Training for Mind, Body, Spirit Mastery

You have already seen the words of Rey Carr on the previous page plus ... World HRD Congress is the largest rendezvous of HR professionals in the world - visit [www.WorldHRDCongress.com](http://www.WorldHRDCongress.com). Betska K-Burr, developer of PCMK™, was invited by the Congress to Mumbai, India in February 2010 to receive an international award for PCMK™. She was gifted with a most prestigious award 'Pride of HR Profession Award'. In Betska's words,

*"This is like winning a Nobel Prize for HR. I am extremely happy that the work is receiving international recognition. After just 15 years of research and development, it seems like a miracle."*

Click to view other [notable awards](#).

## 2. PCMK™ is based on science

In the mid 90's CLI was disappointed with the results from most ordinary coaching methodologies. The processes were primarily based on left brain logical conversations without exploration of the highly important emotional and spiritual elements. In addition they were often dangerous in terms of raising people's emotions and not doing anything to release these emotions. Therefore, CLI set about to research and develop safe coaching methodologies. Today, the more than 80 full session methodologies are based on cellular biology (Bruce Lipton), neuroscience (Candace Pert), quantum physics and CLI's own Science of Mind-Kinetics® which literally means "putting the whole brain into motion".

In the wise words of Stephen Covey (author of *7 Habits of Highly Effective People*)

*"When a person has access to both the intuitive, creative and visual right brain and the analytical, logical, verbal left brain, then the whole brain is working."*

Clients are thrilled with PCMK™ because it allows them to use their whole brain (versus just their logic) in solving life's greatest challenges and achieving their life goals. The results from PCMK™ coaching sessions are astonishing ... world-class.

## 3. PCMK™ is unique in that the methodologies are universal

We all know that we cannot separate our personal lives from our professional lives. For example, if we are unhappy at work, it affects our personal lives. Power Coaching® is unique in that the students learn how to use these methodologies for **both business and life coaching issues and goals**.

## 4. PCMK™ is easy to learn. No worries about going into therapy mode

One of the challenges for most Coaches is that they rarely learn any structured methodologies. Therefore, they are left to quickly think of their feet. And if their intuition isn't very good that day or if they have trouble accessing their intuition, the Client is left without great results. Students of PCMK™ receive a thick manual explaining how the brain works, how to change human behaviour and how to use the Universal Laws of Human Behaviour and the Values of Humanity to assist a client in transforming their situation. In addition, the manual contains structured methodologies which are very easy to learn. The new coach doesn't have to worry about going into therapy mode.

## 5. CLI's Programs are accredited/approved by two governing bodies

As already mentioned, CLI's Coach Training Programs are accredited/approved by both the International Institute of Coaching and the International Coach Federation.



## Your Studies with CLI are Unique

PCMK™ is a distinctly unique coaching system for the [many reasons](#) listed on our website. Here are a few:

1. **Permanent Positive Change:** CLI's Coach Training Model is based on CLI's Science of Mind-Kinetics® which literally puts the entire brain/mind into motion. This program goes beyond the average coaching conversation. This methodology creates permanent positive change for your Clients because of the attention to the body, mind and spirit. Your clients will be able to generate innovative solutions using both logic and heart.
2. **PCMK™ tools are universal.** You will have the ability to coach executives, couples, children, teams and people of all ages, beliefs and cultures.
3. **Quickly recoup your investment!** As soon as your Power Coach® Instructor is satisfied that you are able to effectively use each specific tool, you may use it to coach Clients. By the time you have completed your PCPC training you will have access to 80+ PCMK™ methodologies, six 10 minute coaching methods and 10+ profile/assessments.

## PCMK™ Coaching Designations

Your PCMK™ Coach Training Program is comprised of one introductory course and five coaching designations. You can choose based on your time commitment and budget:

### Foundational Training

- PCF: Power Coach® Fundamentals – Introductory course
- PPC - Practitioner Power Coach®
- APC - Associate Power Coach®
- CPC - Certified Power Coach®

### Advanced Training

- SCPC - Senior Certified Power Coach®
- PCPC - Professional Certified Power Coach®

## Choose Your Vehicle for Learning

You may achieve your chosen coaching designation by choosing one of the following learning methods each providing you with the same content – you simply choose the vehicle for learning:

1. **Distance Learning.** Sessions are facilitated by a live Instructor. Following webinars on models and theory and core competencies/ethics, the Power Coach® Instructor will demo each of the PCMK™ coaching methodologies. Then it will be your turn to practise by coaching other students with feedback provided by the Instructor.
2. **On-Site Training.** On-site trainings are conducted on Vancouver Island Canada, in many cities in the rest of Canada and in various cities around the world. For next course dates and locations be sure to check [this link](#).

Prior to the On-Site Training you will receive pre-course assignments and attend introductory webinars. The on-site training will include Models and Theory, demonstrations by the Instructor on each of the systems/methodologies learned and in-class practise by the students on each of the tools learned. On-Site Training is followed by engaging and highly valuable Telementoring sessions for more student practise. Classes are three hours each and conducted 1x per week.



3. **Combination Training.** You may wish to choose a combination of learning methods. For example, you may acquire one of the designations via On-Site training and complete another designation via Distance Learning.
4. **On-Site Training in your home-town or Corporate Setting.** We make it easy for you to achieve your certification. Many organizations choose to bring CLI into their own facility to train their leaders, middle managers and HR Professionals in the art and science of Power Coaching® with Mind-Kinetics®.

Some of you may wish to gather a group of individuals together and CLI will be happy to fly to your home town and deliver the program.

## Length of Time to Complete Your Training

It can take 9-12 months to complete the CPC designation and another 12 months to complete the SCPC and PCPC designations; however, you can study at your leisure and according to your budget. "Fast-trackers" who choose to start with the on-site training can complete their CPC certification in 6 months and their PCPC in 12-18 months.

## The Various Components of Your Training

- **Pre-course work:** completion of profile assessments and reading
- **Supervised training** with a live Instructor
- **Independent study** which includes reading Betska K-Burr's book *The "God" in Coaching – The Key to a Happy Life*, Bruce Lipton's books such as *Biology of Belief* and *Spontaneous Evolution*, listening to recordings, additional reading and so on.
- **Self-coaching sessions.** As a Trainee you are required to complete self-coaching sessions which expedite your knowledge and comfort with each of the systems/tools. These sessions are also valuable to assist you in achieving your own goals by becoming more clear on direction and any judgments you might have about yourself and others. The more we coach ourselves the more successful we will be as role models in the coaching world.
- **Client coaching sessions.** Prior to sitting your exams, you are to log a specific number of coaching sessions applicable for your designation. These Client coaching sessions will build your confidence in the use of the tools and concepts.
- **Weekly work with a Buddy Coach.** You may choose your Buddy Coach with which to practise the coaching methodologies prior to using them on real Clients.

## Accreditations and Approvals

Your first and most important accreditation will come from CLI. Then, if you wish, you can apply to one or both of the following governing bodies for an accreditation/credential from an independent assessment.

The entire PCPC Program is accredited by the International Institute of Coaching (IIC). The CPC Program has been approved by the International Coach Federation (ICF).





## Optional Training & Business Direction

1. **Group Power Coaching®:** With your APC certificate you may apply to learn how to be a Group Power Coach® and then coach entire groups using the same PCMK™ methodologies.
2. **Build a Boooooooming Business:** Many students wish to work with a Business Instructor in order to complete their Marketing and Business Plan. These small group classes of 4 students give you direct access to the Business Instructor and will save you much time and energy in the launch of your coaching business. 12 group sessions plus 2 private sessions for a total of 24 hours.
3. **Become a Master Licensee!** If you like what you experience, you may wish to buy a Master License and become an Instructor of PCMK™ and Corporate Programs in your own city or country.



CPC Class Sidney, BC Canada

APC Class Mumbai, India



*Join the World-Class Team of PCMK™ Coaches*



## TRAINING CHOICES: WHICH DESIGNATION DO I CHOOSE?

PCMK™ Designation	Learn through Distance Learning (webinar/teleclass)  2 classes per week @ 2 hours per class	On-Site In Person Coach Training All Designations start with 2 webinars = total of 4 hours			Your Investment  (Canadian Dollars)
		# of Training Days	Tele Mentoring Classes (3 hours per class)	Self Study Hours	
<b>(PCPC) Professional Certified Power Coach®</b> Designation with <b>Private Business Building Mentor</b> (includes SCPC - Senior Certified Power Coach® Designation)	Same as below	Same as below	Same as below	Same as below	\$18,000 CDN
<b>(PCPC) Professional Certified Power Coach®</b> Designation (includes SCPC or Senior Certified Power Coach® Designation)	300 hours	16	32 hours	30 hours	\$15,000 CDN
<b>(CPC) Certified Power Coach®</b>	150 hours	8	48 hours	30 hours	\$7,295 CDN
<b>(APC) Associate Power Coach®</b>	75 hours	4	24 hours	15 hours	\$3,195 CDN
<b>(PPC) Practitioner Power Coach®</b>	45 hours	2	17 hours	9 hours	\$1,895 CDN
<b>(PCF) Power Coach® Fundamentals</b> Introductory Course	22 hours	n/a	n/a	n/a	\$1,095 CDN

PCMK™ *“the most comprehensive coach training program on the market today”*



## Curriculum for **PCF - Power Coach<sup>®</sup> Fundamentals**

### *"So What is Coaching Anyway?"*

This introductory course answers the question "So what is Coaching anyway?". Students learn about the ethics and competencies of the coaching business. They begin to study the Science of Mind-Kinetics<sup>®</sup> for whole-brain thinking and important models and theory. In addition, they learn 4 PCMK<sup>™</sup> full session methodologies plus 6 PCMK<sup>™</sup> Lasers to give them some simple coaching tools.

### **THEORY includes**

This level presents some of the theory behind Power Coaching<sup>®</sup> with Mind-Kinetics<sup>®</sup>. Coaches learn how to physiologically prove that changes in thinking have indeed taken place at a cellular level. Changes in behaviour can only happen if a cellular shift has taken place.

- \* What is Coaching? What is Power Coaching<sup>®</sup> with Mind-Kinetics<sup>®</sup>?
- \* ICF and IIC Code of Ethics and Core Competencies
- \* The Power Coach<sup>®</sup> Commitment
- \* Setting Expectations: Coach's Role, Coachee's Role
- \* Coaching with logic and heart
- \* Coaching (and living) by the Universal Laws of Behaviour
- \* The Complex Human Mind: We can only move forward when our beliefs in our unconscious are stronger than the beliefs in our conscious.
- \* Owning our own stuff
- \* Perception vs reality: moving from setting goals to achievement of the goals
- \* How emotions block our Client's progress
- \* Building and living by our personal values
- \* Left Brain, Right Brain concepts
- \* Scientific research proving that our unclarity (judgment) comes from blocked emotions which prevent our cells from receiving nourishment.
- \* The CLI Clarity Solutions Model

### **PCMK<sup>™</sup> COACHING METHODOLOGIES LEARNED**

Logic Coaching Plus, the first methodology learned, can be used in corporate, for family coaching and can be memorized for use on planes and trains! The Brain Walk<sup>®</sup> series is introduced for students to begin self-coaching for higher levels of innovative thinking. The Brain Walk<sup>®</sup> series and PCMK<sup>™</sup> Lasers provide the Power Coach<sup>®</sup> with simple, quick and powerful methodologies for fast and effective Client coaching.

- Logic Coaching Plus
- The Brain Walk<sup>®</sup> - A Journey for Peace of Mind
- The Brain Walk<sup>®</sup> - Your Morning Stroll
- The Brain Walk<sup>®</sup> - Value Amplification
- Profiles
- PCMK<sup>™</sup> Laser Methods



## Curriculum for **PPC - Practitioner Power Coach®** Designation

### *"Innovative Thinking, Self-Esteem and Relationships"*

Students of The Practitioner Power Coach® designation acquire an ample selection of CLI's Power Coaching® methodologies, processes and models which assist the Client in better achieving their goals and overcoming their challenges. For example, in the corporate world, The PST tool is specifically designed for Managers to use post Employee Evaluation to aid the employee in removing obstacles, fears and emotions with respect to accomplishment of their annual goals. The same methodology is also widely used for coaching complex situations in our personal lives.

### **THEORY includes**

In addition to studying the same theory listed in the Power Coach® Fundamentals course, PPC students continue on to learn more complex Models and Theory such as:

- \* Quantum Physics, biology and Mind-Kinetics®: the benefit of this marriage
- \* How to handle emotions in the workplace
- \* The Diamond Concept: How deep are our patterns?
- \* Pentalateral thinking – using all five parts of the brain mind for genius thinking
- \* So what is the power of the subconscious?
- \* The Johari Window
- \* Inferior, Superior and Heavenly Ego
- \* Signs that the Emotional Charges have been released
- \* Many practical Notable Notes for Power Coaching®.

### **PCMK™ COACHING METHODOLOGIES LEARNED**

The tools and processes learned in Practitioner Power Coach® range from simple to complex. CLI provides a variety of methodologies to assist the Power Coach® in coaching many issues: leadership competency issues at work and at home, poor productivity, lack of creativity/innovation, relationship issues, resolution of complex cases (harassment etc.), self-esteem, and so on.

- Logic Coaching Plus
- The Brain Walk® - A Journey for Peace of Mind
- The Brain Walk® - Your Morning Stroll
- The Brain Walk® - Value Amplification
  
- The PST Tool (Personal Success Tool) Long and Short
- Relationship with Self
- Relationship with Others
- Short Cut to Stronger Relationships with Others
- Short Cut to Stronger Relationship with Self



## Curriculum for **APC - Associate Power Coach®** Designation

### *"Who am I?"*

APC designation students learn very important coaching methodologies for raising our Client's self-awareness on their strengths and areas of improvement at home and at work. Coaches learn and practice these unique systems throughout the course of study. Corporate and Professional Coaches will be able to use these methodologies in their daily coaching practices for both business and life coaching.

### **THEORY includes**

In addition to studying the same theory listed in the Practitioner Power Coach® designation, PPC students continue to learn more complex Models and Theory such as:

- \* The Nine Stages of Spiritual Development
- \* The Model of Merging Matrices
- \* The Model for Inner Peace which brings World Peace
- \* Congruency of Conscious and Subconscious
- \* The structure of a Protein sandwich
- \* Many practical Notable Notes for Power Coaching®.

### **PCMK™ COACHING METHODOLOGIES LEARNED**

The tools and processes learned in this designation range from simple to complex. Issues and goals in any area of life and in any level of life (emotional, mental, spiritual and physical) can be coached to action by these remarkable tools. The Client begins to answer the question "Who am I?".

- PCMK™ Lasers – 10 minute coaching methods
- Logic Coaching Plus
- The Brain Walk® - A Journey for Peace of Mind
- The Brain Walk® - Your Morning Stroll
- The Brain Walk® - Value Amplification
  
- The PST Tool (Personal Success Tool) Long and Short
- Relationship with Self
- Relationship with Others
- Short Cut to Stronger Relationships with Others
- Short Cut to Stronger Relationship with Self
  
- Conversational Coaching with Mind-Kinetics®
- Quick Core Coaching
- The Brain Walk® - 'Solutions'
- Life Purpose
- Period Purpose
- Profiles



# Curriculum for CPC - Certified Power Coach® Designation

## *"Deep Listening"*

This designation certifies your performance as a Coach. You learn how to catapult your Client's success in all seven areas of life through deep listening skills. The CPC students begin to truly embrace the beauty of the human mind as the methodologies offer the Client more wholistic coaching. Following a written exam and two oral exams, you will feel highly confident in helping your Clients investigate their competencies in each of the seven areas of their lives and break through major mental barriers in each of those same seven areas.

## **THEORY includes**

In this level we deepen our listening skills and use advanced Universal Laws to guide our Clients to ultimate clarity.

- \* Optimizing your Client's hour
- \* Advanced Universal Laws
- \* Writing of Belief Systems
- \* Finding the root cause
- \* Causes of unclarity: emotionally, mentally, physically and spiritually
- \* Definition of positive and negative thinking patterns. 'Seeing' patterns.
- \* Setting boundaries
- \* How to redirect the subconscious mind to act positively in all aspects of life

## **PCMK™ COACHING METHODOLOGIES LEARNED**

These CPC methodologies catapult our Clients to higher levels of success.

- PCMK™ Lasers – 10 minute coaching methods
- Logic Coaching Plus
- The Brain Walk® - A Journey for Peace of Mind
- The Brain Walk® - Your Morning Stroll
- The Brain Walk® - Value Amplification
- Ultimate Clarity on Issues
- The Brain Walk® - 'Enhanced Power in 7 Areas of Our Lives'
- Simple Mind-Kinetics® for conscious and unconscious blocks
- The PST Tool (Personal Success Tool) Long and Short
- Relationship with Self
- Relationship with Others
- Short Cut to Stronger Relationships with Others
- Short Cut to Stronger Relationship with Self
- Free Fly Coaching & Mentoring
- Success Triangles – Streaming
- Success Triangle – Values
- Career Transition System
- Brain Re-Train
- Conversational Coaching with Mind-Kinetics®
- Quick Core Coaching
- The Brain Walk® - 'Solutions'
- Life Purpose
- Period Purpose
- Profiles
- The Brain Walk® – Super Loop



## Curriculum for **SCPC – Senior Certified Power Coach®** Designation

### *"Removing Multiple Blocks to Success"*

The only word to describe this designation is "astonishing"! The PCMK™ methodologies learned are truly life-changing and you will be a brilliant Coach. For example, one of the greatest gifts we can give our clients is the ability to think bilaterally – to switch easily between left and right hemispheres of the brain. The benefits are numerous including greater innovativeness, faster thinking, feeling more peaceful and content inside and greater productivity. With this designation Coaches deepen their study of the mystery, complexity and beauty of the human mind. Imagine helping your Clients discover and remove the biggest boulder on their shoulder stopping them from living a successful life! This is powerful coaching.

### **THEORY includes**

Clients will usually seek out a Coach when they discover that a way of thinking they have had all of their lives is no longer serving them. SCPC student learn the top fears that people have and how to put them behind us. We learn how to help a client assess their brain's capacity to provide them with the success they desire. For example, transposed hemispheres may be causing the client to think too hard!

- \* Intuition: our greatest coaching skill. How to build it. How to maintain it.
- \* Becoming a pentalateral thinker
- \* Assessment of our client's capacity: left or right brain dominancy, location of analytical and creative skills, unconscious beliefs of specific success attitudes, homolateral or bilateral thinking, etc. We determine where the brain slows down in its thinking power
- \* Pinpointing positive and negative patterns
- \* The Secrets of Life: embracing it, loving it and letting go of attachments.

### **PCMK™ COACHING METHODOLOGIES LEARNED**

The tools and instruments learned in SCPC allow a Power Coach® to greatly deepen their intuitive ability. We learn to put a name to the various stages of thinking and recognize when and how to pull us in to "higher mind". In addition to the PCMK™ methodologies listed for the CPC designation, you will learn these high powered ones to help your Clients understand how they think and why!

- Natural Processing - Self: Coaching out deeper patterns
- Challenges and Blindfolds
- Natural Processing - Clients
- Connection
- Multi-Core Removal - Self: coaching out multiple patterns for ourselves
- Advanced visualizations
- Multi Core Removal – Clients: coaching out multiple patterns for our Clients
- The Brain Walk® - 'Pentalateral Thinker'



## Curriculum for PCPC – Professional Certified Power Coach® Designation

### *"Health and Relationships"*

The PCPC is a greatly coveted designation. You can consider yourself to be among the best in the industry because your knowledge of mind, body, spirit mastery as it relates to Coaching will bring you the most fascinating (and challenging) Clients. With the PCPC you will be prepared for them.

The PCPC Coach is able to work with the Client to put together a plan to assist them in functioning well on all four levels: emotionally, mentally, spiritually and physically and in both their personal and professional lives. The PCPC Coach has a deeper understanding of how our physiology affects our psychology and vice versa.

### Theory includes

Science has proven that "what we think" is "what we become in our body". Awakening our clients to the power of our thinking and how it affects our own body is a necessary discussion as a Whole Life Coach.

Power Coaches may find themselves working with whole families. Children take on their parent's patterns, good and bad. They experience the same joys as their parents and they can experience the same pain. Children respond quickly to Mind-Kinetics® work. By working with the whole family, a Coach can assist them in coming to a place of greater harmony. This is truly rewarding work.

- \* 30 of the most important belief systems in the subconscious mind
- \* Healing the psychology to positively affect our physiology and vice versa
- \* Healing the most complex of relationships at home and at work
- \* Working with children and families
- \* The spiritual and emotional causes of diseases
- \* Letting go of attachments to a person, place or thing.

### PCMK™ COACHING METHODOLOGIES LEARNED

In addition to the PCMK™ methodologies listed for the CPC and SCPC designations, you will learn these additional sophisticated ones to help your Clients understand how they think and why! The Coach learns in-depth processes for assisting couples and groups of people to move past roadblocks and achieve their goals.

- Diamond Teacher
- The Brain Walk® - 'To Better Health'
- Healing Relationships
- Natural Processing for 7 Areas of our Lives
- Open Hearted Listening and Open Hearted Conversation between Two People
- Discovery
- Physical Wellness

\* \* \* \* \*