

Average Age Of Financial Advisors

average age of financial advisors: *Succession Planning for Financial Advisors* David Grau, Sr., 2014-06-02 This book is going to challenge you and everything you think you know about succession planning. For independent advisors, succession planning is quickly becoming the cornerstone to a strategic growth strategy designed to perpetuate their business and their income streams beyond their own lifetime, while providing a multi-generational service platform that attracts and rewards younger advisors. This makes succession planning one of the most, if not the most, important practice management tools in this industry today. As an independent financial advisor, now is the time to address the question of what will happen to your practice and your clients after you "exit the building." In most cases, the answers are right in front of you. Thankfully, *Succession Planning for Financial Advisors: Building an Enduring Business* has arrived to transform today's practices into businesses designed to endure and prosper and serve generations of clients. Learn how to create a "Lifestyle Succession Plan" that can provide a lifetime of income and benefits to the founder even as he/she gradually retires on the job Unlock the power of equity management - the best planning and building tool an independent advisor owns Learn how to attract and retain the best of the next generation to help you build a great business and to support your succession plans and care for your clients and their families Determine precisely when to start a formal succession plan and related continuity plan so that your business can work for you when you need it most Understand why succession planning and selling your business are completely different strategies, but how they can complement each other when used correctly 95% of independent financial service professionals are one owner practices. To the positive, these practices are among the most valuable professional service models in America. But almost all advisors are assembling their practices using the wrong tools - tools borrowed from historically successful, but vastly different models including wirehouses, broker-dealers, and even OSJ's and branch managers. Revenue sharing, commission splitting and other eat-what-you-kill compensation methods dominate the independent sector and virtually ensure that today's independent practices, if left unchanged, will not survive the end of their founder's career. It is time to change course and this book provides the map and the details to help you do just that. For independent practice owners and staff members, advisors who want to transition to independence, as well as accountants, attorneys, coaches and others involved in the financial services space, there are invaluable lessons to be learned from *Succession Planning for Financial Advisors*. Written by the leading succession planning expert in the financial services industry, former securities regulator, M&A specialist, and founder of the nationally recognized consulting and equity management firm, FP Transitions, David Grau Sr., JD, has created an unmatched resource that will have an enduring and resounding impact on an entire industry.

average age of financial advisors: *The White Coat Investor* James M. Dahle, 2014-01 Written by a practicing emergency physician, *The White Coat Investor* is a high-yield manual that specifically deals with the financial issues facing medical students, residents, physicians, dentists, and similar high-income professionals. Doctors are highly-educated and extensively trained at making difficult diagnoses and performing life saving procedures. However, they receive little to no training in business, personal finance, investing, insurance, taxes, estate planning, and asset protection. This book fills in the gaps and will teach you to use your high income to escape from your student loans, provide for your family, build wealth, and stop getting ripped off by unscrupulous financial professionals. Straight talk and clear explanations allow the book to be easily digested by a novice to the subject matter yet the book also contains advanced concepts specific to physicians you won't find in other financial books. This book will teach you how to: Graduate from medical school with as little debt as possible Escape from student loans within two to five years of residency graduation Purchase the right types and amounts of insurance Decide when to buy a house and how much to

spend on it Learn to invest in a sensible, low-cost and effective manner with or without the assistance of an advisor Avoid investments which are designed to be sold, not bought Select advisors who give great service and advice at a fair price Become a millionaire within five to ten years of residency graduation Use a Backdoor Roth IRA and Stealth IRA to boost your retirement funds and decrease your taxes Protect your hard-won assets from professional and personal lawsuits Avoid estate taxes, avoid probate, and ensure your children and your money go where you want when you die Minimize your tax burden, keeping more of your hard-earned money Decide between an employee job and an independent contractor job Choose between sole proprietorship, Limited Liability Company, S Corporation, and C Corporation Take a look at the first pages of the book by clicking on the Look Inside feature Praise For The White Coat Investor Much of my financial planning practice is helping doctors to correct mistakes that reading this book would have avoided in the first place. - Allan S. Roth, MBA, CPA, CFP(R), Author of How a Second Grader Beats Wall Street Jim Dahle has done a lot of thinking about the peculiar financial problems facing physicians, and you, lucky reader, are about to reap the bounty of both his experience and his research. - William J. Bernstein, MD, Author of The Investor's Manifesto and seven other investing books This book should be in every career counselor's office and delivered with every medical degree. - Rick Van Ness, Author of Common Sense Investing The White Coat Investor provides an expert consult for your finances. I now feel confident I can be a millionaire at 40 without feeling like a jerk. - Joe Jones, DO Jim Dahle has done for physician financial illiteracy what penicillin did for neurosyphilis. - Dennis Bethel, MD An excellent practical personal finance guide for physicians in training and in practice from a non biased source we can actually trust. - Greg E Wilde, M.D Scroll up, click the buy button, and get started today!

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average age of financial advisors: Always End with the Beginning in Mind Donald F. White, 2021-04-27 The world likes to believe life is a series of endings. Some are good, others bad, but things always end. In the modern age, the movie ends, the television show ends, the book finishes with The End, and we start to believe life is about endings. Yet life continues, without end. Recently, my young nephew died, but the next day life went on without him. This book is based on the premise that endings are just new beginnings. Everyone can end, with the beginning in mind. Giving up the concept of everything ends is one of the most important steps in business continuity. People love to talk about Succession Planning, but few ever accomplish the task. The numbers are staggering. The US Department of Labor Statistics tell us after one year in business, 20% of new businesses in America fail, but after 20 years only about 20% of those same businesses will have survived. Of those who survive, less than 20% will continue to a second generation! Most businesses have a cessation plan (a plan that leads to a business ceasing to exist), while very few have succession plans (a plan that leads to a business not only continuing, but thriving after the founder exits). In his book, Always End with the Beginning in Mind, Donald White takes you on his journey that resulted in a successful business continuation, and will give a founder of a business the steps necessary for a succession plan to actually succeed. A well-thought out and properly executed Succession Plan is a classic win-win. In fact, it is a win-win-win. It is a win for the company, namely the clients and staff who are able to enjoy continuity after the founder's exit. It is a win for the successor, who is able to build on the success of the founder. Finally, it is a win for the founder, who

is able to exit on their own volition and see what they have built continue to prosper for years to come. Firms can succeed into perpetuity. They do not need to eventually cease. A businessperson who exits a business without seeing their exit as an ending, but as a new beginning, both for themselves and the business, can enjoy seeing the firm they spent a lifetime building continue to prosper after the business transitions to new leadership and simultaneously enjoy a new season of life personally. Do not leave business continuity to fate! Read this book and discover the tools necessary to move from a reactive cessation plan to a proactive plan of succession.

average age of financial advisors: The Millennial Money Fix Douglas Boneparth, Heather Boneparth, 2017-08-21 The world today comes with a list of challenges. Figuring out how to get your feet planted and get your finances on track should be easier, but we're not always prepared with the best information despite the best education. Enter *The Millennial Money Fix*, a candid guide to understand how to handle your money with the obstacles of today. This book will get you through each step including: Identifying honest and realistic goals. Selecting and paying for a college or graduate program. Mastering cash flow to jumpstart your life. Navigating the job landscape to do what you love. Planning for marriage, babies, and all that gushy stuff. Redefining retirement as your ability to do what you want.

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average age of financial advisors: The Marketing Guide For Financial Advisors Claire Akin, 2019-11-06 *The Marketing Guide for Financial Advisors* uncovers the truth about how independent advisors really get new clients in a digital world. Learn what no one wants you to know about marketing, how to avoid wasting money on your marketing, and the secret to unlocking your marketing potential, including: Why digital marketing is so challenging in financial services How to create a website that converts Email marketing strategies for financial advisors Using social media to get in front of your ideal prospects Search engine optimization to get more traffic to your website Content strategy to start the conversation Embracing a specialty to command higher fees Using webinars to warm up prospects In this exclusive guide, you'll learn proven strategies from top advisors to grow your firm and uncover a step-by-step process to build your marketing engine. About the Author Claire Akin, MBA grew up in the financial services industry working with her father, an independent financial advisor of over 35 years. She holds a bachelor's degree in economics and a master's of business administration. Claire founded Indigo Marketing Agency to help independent financial advisors reach more of their ideal clients. It's her mission to help financial advisors grow their firms through digital marketing.

average age of financial advisors: Buying, Selling, and Valuing Financial Practices, + Website David Grau, Sr., 2016-08-22 *The Authoritative M&A Guide for Financial Advisors* Buying, Selling, &

Valuing Financial Practices shows you how to complete a sale or acquisition of a financial advisory practice and have both the buyer and seller walk away with the best possible terms. From the first pages of this unique book, buyers and sellers and merger partners will find detailed information that separately addresses each of their needs, issues and concerns. From bestselling author and industry influencer David Grau Sr. JD, this masterful guide takes you from the important basics of valuation to the finer points of deal structuring, due diligence, and legal matters, with a depth of coverage and strategic guidance that puts you in another league when you enter the M&A space. Complete with valuable tools, worksheets, and checklists on a companion website, no other resource enables you to: Master the concepts of value and valuation and take this issue “off the table” early in the negotiation process Utilize advanced deal structuring techniques including seller and bank financing strategies Understand how to acquire a book, practice or business based on how it was built, and what it is capable of delivering in the years to come Navigate the complexities of this highly-regulated profession to achieve consistently great results whether buying, selling, or merging Buying, Selling, & Valuing Financial Practices will ensure that you manage your M&A transaction properly and professionally, aided with the most powerful set of tools available anywhere in the industry, all designed to create a transaction where everyone wins—buyer, seller, and clients.

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average age of financial advisors: Broke Millennial Erin Lowry, 2017-05-02 WASHINGTON POST “COLOR OF MONEY” BOOK CLUB PICK Stop Living Paycheck to Paycheck and Get Your Financial Life Together (#GYFLT)! If you’re a cash-strapped 20- or 30-something, it’s easy to get freaked out by finances. But you’re not doomed to spend your life drowning in debt or mystified by money. It’s time to stop scraping by and take control of your money and your life with this savvy and smart guide. Broke Millennial shows step-by-step how to go from flat-broke to financial badass. Unlike most personal finance books out there, it doesn’t just cover boring stuff like credit card debt, investing, and dealing with the dreaded “B” word (budgeting). Financial expert Erin Lowry goes beyond the basics to tackle tricky money matters and situations most of us face #IRL, including: - Understanding your relationship with moolah: do you treat it like a Tinder date or marriage material? - Managing student loans without having a full-on panic attack - What to do when you’re out with your crew and can’t afford to split the bill evenly - How to get “financially naked” with your partner and find out his or her “number” (debt number, of course) . . . and much more. Packed with refreshingly simple advice and hilarious true stories, Broke Millennial is the essential roadmap every financially clueless millennial needs to become a money master. So what are you waiting for? Let’s #GYFLT!

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open-minded human being, interested in the truth, no matter how shocking it may be, you are going to love this book.

average age of financial advisors: Ernst & Young's Personal Financial Planning Guide

Ernst & Young LLP, Martin Nissenbaum, Barbara J. Raasch, Charles L. Ratner, 2004-10-06 If you want to take control of your financial future and unlock the doors to financial success, you must have a plan that will allow you to find good investments, reduce taxes, beat inflation, and properly manage money. Whether you're new to financial planning or a seasoned veteran, this updated edition of Ernst & Young's Personal Financial Planning Guide provides valuable information and techniques you can use to create and implement a consistent personalized financial plan. It also takes into consideration the new tax rules that affect home ownership, saving for college, estate planning, and many other aspects of your financial life. Filled with in-depth insight and financial planning advice, this unique guide can help you: * Set goals * Build wealth * Manage your finances * Protect your assets * Plan your estate and investments It will also show you how to maintain a financial plan in conjunction with life events such as: * Getting married * Raising a family * Starting your own business * Aging parents * Planning for retirement Financial planning is a never-ending process, and with Ernst & Young's Personal Financial Planning Guide, you'll learn how to tailor a plan to help you improve all aspects of your financial life.

average age of financial advisors: Advice That Sticks Moira Somers, 2018-02-28

The advice is sound; the client seems eager; and then... nothing happens! Too often, this is the experience that financial professionals encounter in their daily work. When good recommendations go unimplemented, clients' well-being is compromised, opportunities are lost, and the professional relationship grows strained. Advice That Sticks takes aim at the problem of financial non-adherence. Written by a neuropsychologist and financial change expert, this book examines the five main factors that determine whether a client will follow through with financial advice. Individual client psychology plays a role in non-adherence; so, too, do sociocultural and environmental factors, general advice characteristics, and specific challenges pertaining to the emotionally loaded domain of money. Perhaps most surprising, however, is the extent to which advice-givers themselves can foil implementation. A great deal of non-adherence is due to preventable mistakes made by financial professionals and their teams. The author integrates her extensive clinical and consulting experience with research findings from the fields of positive psychology, behavioural economics, neuroscience, and medicine. What emerges is a thoughtful, funny, but above all practical guide for anyone who makes a living providing financial advice. It will become an indispensable handbook for people working with clients across the wealth spectrum.

average age of financial advisors: A Wealth of Common Sense Ben Carlson, 2015-06-22

A simple guide to a smarter strategy for the individual investor A Wealth of Common Sense sheds a refreshing light on investing, and shows you how a simplicity-based framework can lead to better investment decisions. The financial market is a complex system, but that doesn't mean it requires a complex strategy; in fact, this false premise is the driving force behind many investors' market mistakes. Information is important, but understanding and perspective are the keys to better decision-making. This book describes the proper way to view the markets and your portfolio, and show you the simple strategies that make investing more profitable, less confusing, and less time-consuming. Without the burden of short-term performance benchmarks, individual investors have the advantage of focusing on the long view, and the freedom to construct the kind of portfolio that will serve their investment goals best. This book proves how complex strategies essentially waste these advantages, and provides an alternative game plan for those ready to simplify. Complexity is often used as a mechanism for talking investors into unnecessary purchases, when all most need is a deeper understanding of conventional options. This book explains which issues you actually should pay attention to, and which ones are simply used for an illusion of intelligence and control. Keep up with—or beat—professional money managers Exploit stock market volatility to your utmost advantage Learn where advisors and consultants fit into smart strategy Build a portfolio that makes sense for your particular situation You don't have to outsmart the market if you can simply

outperform it. Cut through the confusion and noise and focus on what actually matters. A Wealth of Common Sense clears the air, and gives you the insight you need to become a smarter, more successful investor.

average age of financial advisors: Smart Women Love Money Alice Finn, 2017-04-11 YOU ARE A SMART WOMAN, BUT DO YOU STILL: —Feel you're too busy to invest your money? —Rely on someone else to deal? —Get bored by financial talk? —Think that investing is something only men do? —Worry you're not smart enough? THINK AGAIN. Women have made strides in so many areas and yet we still have a blind spot when it comes to managing our money. Why? A myriad of factors cause women to earn less than men over a lifetime, making it all the more imperative that we make the money we do have work for us as much as possible. And here's a reality check: as many as nine out of ten of us will have to manage our finances and those of our family at some point in our lives. And a lot of us think that means keeping our money "safe" in savings accounts, and not investing it. But not doing so has an opportunity cost that will lead to opportunities lost—the ability to pay for a college education, own a home, change careers to pursue a dream, or retire. Alice Finn wants to change how you think about your money, no matter how much or little you have. In *Smart Women Love Money*, Finn paves the way forward by showing you that the power of investing is the last frontier of feminism. Drawing on more than twenty years of experience as a successful wealth management adviser, Finn shares five simple and proven strategies for a woman at any stage of her life, whether starting a career, home raising children, or heading up a major corporation. Finn's Five Life-changing Rules of Investing will secure your financial future: 1. Invest in Stocks for the Long Run: Get the magic of compounding working for you, starting now. 2. Allocate your Assets: Strategize your investing to get the most of your returns. 3. Implement with Index Funds: Take advantage of "passive" investing with simple, low-cost, and diverse funds. 4. Rebalance Regularly: Sell high and buy low without much effort, to keep you on track toward your goals. 5. Keep Your Fees Low: Uncover hidden fees so you don't lose half of your wealth to Wall Street. Finn will also provide the tools you need to achieve long-term success no matter what the markets are doing or what the headlines say. So even in the face of uncertainty— such as the possible dumping of the fiduciary rule (requiring financial advisers to act in their client's best interests) by the Trump administration—*Smart Women Love Money* will help you protect yourself and all of your assets for your future. Whether you have \$10, \$10,000, or more, it's time to get smart about your money.

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average age of financial advisors: Financial Planning Basics for Doctors Marshall Weintraub, Michael Merrill, Cole Kimball, 2019-01-25 Financial Planning Basics for Doctors is a comprehensive guide on building a long-term financial plan for doctors and their families. Subjects covered include student loans, home buying, disability insurance, estate planning, college planning, retirement planning, investments, and behavioral finance, among many others. Each chapter starts with the basics before addressing more advanced concepts, frequently with examples and graphs, and concludes with a concise summary of the key takeaways. Throughout the book, there are links to free downloadable spreadsheets and a planning checklist to help you jump-start and organize your financial plan. The content provided is a result of the feedback the authors have received over thousands of meetings with doctors, condensed into a thorough overview of the most relevant ideas. Teaching hospitals do an excellent job of training our next generation of doctors, yet most new physicians graduate without having had a class on managing their finances. This book was written to fill that knowledge gap. Marshall Weintraub, Michael Merrill, and Cole Kimball are financial advisors with Finity Group, LLC, a financial planning firm specializing in working with doctors.

average age of financial advisors: The Boomers Retire Lynn Biscott, 2010

average age of financial advisors: Profit First Mike Michalowicz, 2017-02-21 Author of cult classics The Pumpkin Plan and The Toilet Paper Entrepreneur offers a simple, counterintuitive cash management solution that will help small businesses break out of the doom spiral and achieve instant profitability. Conventional accounting uses the logical (albeit, flawed) formula: Sales - Expenses = Profit. The problem is, businesses are run by humans, and humans aren't always logical. Serial entrepreneur Mike Michalowicz has developed a behavioral approach to accounting to flip the formula: Sales - Profit = Expenses. Just as the most effective weight loss strategy is to limit portions by using smaller plates, Michalowicz shows that by taking profit first and apportioning only what remains for expenses, entrepreneurs will transform their businesses from cash-eating monsters to profitable cash cows. Using Michalowicz's Profit First system, readers will learn that:

- Following 4 simple principles can simplify accounting and make it easier to manage a profitable business by looking at bank account balances.
- A small, profitable business can be worth much more than a large business surviving on its top line.
- Businesses that attain early and sustained profitability have a better shot at achieving long-term growth.

With dozens of case studies, practical, step-by-step advice, and his signature sense of humor, Michalowicz has the game-changing roadmap for any entrepreneur to make money they always dreamed of.

average age of financial advisors: The Million-dollar Financial Advisor David J. Mullen (Jr.), 2010 The best financial advisors are well equipped to succeed regardless of market conditions. Based on interviews with fifteen top advisors, each doing several million dollars worth of business every year, The Million-Dollar Financial Advisor distills their universal success principles into thirteen distinct lessons. Each is explained step-by step for immediate application by veteran and new financial professionals alike. The lessons cover:

- * Building and focusing on client relationships
- * Having a top advisor mindset
- * Developing a long-term approach
- * Specialization
- * Marketing
- * And much more

The book also features two complete case studies. First there is the best of the best advisor whose incredible success showcases the power of all the book's principles working together in concert. The second is an account of a remarkable and inspiring career turn around and demonstrates that it's never too late to reinvent oneself. Brimming with practical advice from the author and expert insights from his interview subjects, The Million-Dollar Financial Advisor is a priceless success tool for any and all financial advisors.

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show you how to prioritize what you really want in life and figure out how to get there. 'In a world where financial advice is (often purposely) complicated and filled with jargon, Carl Richards distils what matters most into something that is easy and fun to read' Wall Street Journal 'Feeling tormented by your finances? Read this book. Now. The One-Page Financial Plan helps you identify what you truly want from life, get crystal clear about the financial position you are starting from today, and develop a simple, actionable plan to narrow the gap between the two' Manisha Thakor, CEO at MoneyZen Wealth Management Carl Richards is a certified financial planner and a columnist for the New York Times, where his weekly Sketch Guy column has run every Monday for over five years. He is also a columnist for Morningstar magazine and a contributor to Yahoo Finance. His first book, *The Behavior Gap*, was very well received, and his weekly newsletter has readers around the world. Richards is a popular keynote speaker and is the director of investor education for the BAM ALLIANCE.

average age of financial advisors: The Bogleheads' Guide to Investing Taylor Larimore, Mel Lindauer, Michael LeBoeuf, 2006-04-20 Within this easy-to-use, need-to-know, no-frills guide to building financial well-being is advice for long-term wealth creation and happiness, without all the worries and fuss of stock pickers and day traders.

average age of financial advisors: Rock Retirement Roger Whitney, 2017-10-03 "A guide for planning that rich season of life, based not just on money, but also on how to create meaningful relationships, memories, and legacy." —Dan Miller, author of *48 Days to the Work You Love* Rock Retirement offers inspirational advice on how to enjoy the journey to retirement to its fullest. Traditional retirement advice usually boils down to saving more, sacrificing more, and settling for less. This approach makes people dependent on systems outside their control, such as the market, economy, and investment returns. The result: people lose power over determining their life. What sets Rock Retirement apart is its holistic approach to helping people take back control and act intentionally towards the life they want. It addresses the fears, hopes, and dreams that people have about retirement, goes way beyond the numbers, and shows them how to balance living well today and tomorrow. "Too many books think retirement is just about finances. Instead, retirement is about looking at life in full and working out what it is you want to do and then turning to finances to make it happen. That's exactly the focus of the practical and helpful guide." —Andrew Scott, coauthor of *The 100-Year Life* "Roger Whitney lays out a plan for today's modern retiree. If you are exhausted with being fed that retirement is the end game of life, then Roger's book is a must-read!" —Darryl W. Lyons, author of *18 to 80* "If you're dreaming of a retirement free of worry, chaos and confusion, Rock Retirement will give you the clarity, a solid plan and fresh inspiration to help you get where you want to go." —Jevonnah "Lady J" Ellison, author of *Love Letters for Leading Ladies*

average age of financial advisors: Smarter Investing Tim Hale, 2013-10-11

average age of financial advisors: Investor and Industry Perspectives on Investment Advisers and Broker-Dealers Angela A. Hung, Noreen Clancy, Jeff Dominitz, Eric Talley, Claude Berrebi, 2008-03-12 In theory, financial professionals are relatively distinct: A broker-dealer conducts transactions in securities on behalf of itself and others; and an investment adviser provides advice to others regarding securities. Different laws regulate each type of professional, but boundaries have blurred. This report examines current business practices and investor understanding of each type.

average age of financial advisors: MONEY Master the Game Anthony Robbins, Tony Robbins, 2016-03-29 Bibliography found online at tonyrobbins.com/masterthegame--Page [643].

average age of financial advisors: The Smartest Portfolio You'll Ever Own Daniel R. Solin, 2012-09-04 Acclaimed and bestselling author Dan Solin shows you how to create a SuperSmart Portfolio that follows the same strategies used by the most sophisticated investment advisers in the world—but previously unavailable to most do-it-yourself investors. Providing the specific information and guidance lacking in most investment guides, Solin leaves nothing to chance in this accessible and thoughtful guide that will put you in control of your investment future.

average age of financial advisors: The White Coat Investor's Financial Boot Camp James M.

Dahle, 2019-03 Doctors and other high income professionals receive little training in personal finance, investing, or business. This book teaches them what they did not learn in school or residency. It includes information on insurance, personal finance, budgeting, buying housing, mortgages, student loan management, retirement accounts, taxes, investing, correcting errors, paying for college, estate planning and asset protection.

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sister, and, most of all, his mother, struggled profoundly with the demands of their new middle-class life, and were never able to fully escape the legacy of abuse, alcoholism, poverty, and trauma so characteristic of their part of America. Vance piercingly shows how he himself still carries around the demons of their chaotic family history. A deeply moving memoir with its share of humor and vividly colorful figures, *Hillbilly Elegy* is the story of how upward mobility really feels. And it is an urgent and troubling meditation on the loss of the American dream for a large segment of this country.

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