

BrainStorm Network, LLC

P.O. Box 720275 Norman, OK 73070 USA Phone: (405) 321-6262 Fax #: (405) 321-6261 Email: TST@BrainStormNetwork.com Website: www.BrainStormNetwork.com

Thank you for your interest in the BrainStorm Network. What follows is a sample of value-based feedback from people and companies we're involved with. You will find:

- ✓ Client Testimonials from Companies I've Worked With
- ✓ Business Organizations and Associations I've Provided Programming For
- ✓ Professional Associates I've Collaborated With

At the end of this packet, we've also included an Executive Summary of our primary programs and my personal information sheet in order to save you time when printing these documents.

Feel free to contact these individuals to hear firsthand how we have helped them. If you have any difficulty reaching these people or need additional information, please let me know.

We look forward to serving you and helping your people re-think the box by examining what's inside, thinking outside your boxes, then moving beyond the box to measurable growth, creative solutions, and increased return on investment.



Innovatively yours,



Our mission is to bring Your ideas to LIFE![™]



Mustang Cat is the southeastern Texas authorized sales, parts and service dealer for Caterpillar construction equipment and engines. The Mustang companies includes Construction Machinery, Power Systems and Rental Services. The company was founded in 1952.



www.mustangcat.com

Participant Comments:

"I have learned to be more creative in my problem solving."

"Good for management to be involved so they understand the frustrations we deal with."

"Learning why people change and how to adapt to those changes."

"It's (the Carpe $Boxem^{\ensuremath{\mathbb{R}}}$ program) a different view on our business."

"Helps guide me to 'focus on priorities'"

"Gets me thinking about how to get new business that I am not currently selling."

"Find new ways to get out of the boxes we are in."

"Get outside our comfort zone. Look at situations in a different light."

"How to get out of the box - change and drive change."

"This opened up some good conversation on specific issues we deal with daily. I think it got us thinking 'outside our box'."

Focus of Work:

- Led group of managers and product support sales reps in a discussion of company issues, challenges, and opportunities.
- Presented Carpe Boxem[®] process as a catalyst for identifying and evaluating organizational "boxes".
- Followed up with management concerning participant feedback and list of company mental models that were identified.

Contact:



Steve Ross CFO The Mustang Companies P.O. Box 1373 Houston, TX 77251-1373 (713) 460-7255



Mainove is the largest independent non-integrated folding carton manufacturer in the United States. They are headquartered in Omaha, Nebraska and have other operations in Jacksonville, Florida and Clearfield, Utah. They were founded in 1948.

Participant Comments:

"Enjoyable class. I have more ideas now than I can shake a stick at." Rich Bludorn Sales Representative

"Great props - kept interest, inspired thought."

Tina Burger Sales Representative

Contact:

Mike Querry VP Sales Malnove Inc. of Nebraska 13434 "F" Street Omaha, NE 68137 (402) 330-1100

www.malnove.com

Focus of Work:

- Designed/facilitated innovative seminar for Malnove's sales meeting focused on the *Thinking and Living Outside The Box* theme.
- Introduced sales force to key concepts relating to the *Carpe Boxem*® Process, Innovation Dynamics, and Obstacles to Innovation to help the Malnove sales team develop creative solutions for new revenue streams in the packaging industry.
- Harvested over 140 unique ideas based on issue of "*How to Connect with Buyers*".
- Led discussion on action steps and analysis of both company and industry challenges and opportunities.



KanOkla Communications, Inc. is a progressive local telecommunications cooperative headquartered in Caldwell, Kansas. They provide a wide array of communication services and products to customers in Kansas and Oklahoma. They were founded in 1951.

www.kanokla.com

Participant Comments:

"This meeting was great! One of our better ones. Thanks so much. It's amazing how the ideas can flow."

"Very productive. Fun. Rewarding."

"Did a good job. Kept it interesting and moving. I feel we got a lot of ideas - a lot accomplished. I'm excited about the three ideas we are going to work on."

"A very interesting day. New ideas."

"Great job! Enjoyed the whole day."

Focus of Work:

- Designed custom *Pre-Event Input* survey, then read, compiled, and analyzed each participant's feedback.
- Led brainstorming session for *KanOkla's* Customer Service team with emphasis on generating practical ways to improve *KanOkla's* customer service.
- Introduced team to key concepts including *Human Dynamics, Strategic Planning models* and *Key Industry Trends* focusing on their daily impact on the team.
- Helped the *KanOkla* team develop a set of action-oriented Strategic Initiatives.

Contact:

Louise DeWitt Human Resource Manager KanOkla Communications, Inc. 100 KanOkla Avenue Caldwell, KS 67022-0111 (620) 845-5682







The Oklahoman is the largest newspaper in the state of Oklahoma and has been published since 1903. *The Oklahoman* has over 1400 employees.

Participant Comments:

"I'll admit I was skeptical. Thinking out of the box, to me, had become a useless cliché and trite expression. John's presentation was full of fresh and original thinking. I was inspired to try to look at many things in a new way. I would be hard pressed to think of anyone who would not benefit from John's presentation"

> Leo Allard Account Services Manager

"Very good program, helped me be more aware of how I may put limits on people and also how they may view me." Chris Carpenter Advertising

www.newsok.com

AWA PUBLISHIN

Focus of Work:

- Designed and facilitated *Defining Leadership* session focused on: "What is *leadership*? What do we see *Oklahoman leadership* looking like?" The focus was to grapple with these questions as relates to the development of a customized leadership program for *The Oklahoman*.
- Designed and led proprietary *Thinking Outside The Leadership Box* program. Introduced task force to key concepts relating to *Innovation Dynamics, Obstacles to Innovation* and the *Carpe Boxem*® process which provided a framework for development of the *Oklahoman's* "Building Leadership" Initiative.

Contact:

Laura Moore Training and Development Manager P.O. Box 25125 Oklahoma City, OK 73125-0125 (405) 475-3446

Collaborator Testimonials

"TWO HUNDRED and FIFTY THOUSAND DOLLARS! That's the amount of money John helped me to make in just ONE of the many projects he has helped me with. John's unique ability to not only see the opportunities, but just as importantly, to show you how to avoid the costly mistakes that we all make when we are blinded by unrealistic expectations. Regardless of what your goals, challenges, opportunities, or problems are, John can help

you make the right decisions. Invite John to your next management meeting and watch the new concepts, ideas and money-making opportunities appear by using John's unique methods of getting everyone to think outside the box."



trusted to work closely with individuals and organizations, even in sensitive areas of business and relationships. I have found him to be someone with whom I can openly discuss the weaknesses and vulnerabilities of my work and with whom I can collaborate to strengthen my business. While remaining clear about his "outsider" status as a consultant, he relates like an "insider"; he genuinely cares about the success of the organization I lead and invests himself in our cause as an integral part of the effort."

"John is a man of integrity, who can be

Dr. Greg Hunt Executive Director Directions, Inc.



"I have worked extensively with John on a variety of projects. John has an outstanding ability to listen to a multitude of opinions, analyze them succinctly, and help a group process all this information into a workable format. John is a very talented and creative person whose easy demeanor allows him to give gentle, yet effective, guidance to a group of very diverse personalities. If your company or organization seeks creative "brainstorming" and guidance for new directions, John Storm is a perfect fit for your sessions."

Jim Hopper President and CEO Oklahoma Restaurant Assn. www.okrestaurants.com



Bob Oros President and CEO More Gross Profit Consulting International www.MoreGrossProfit.com

"I've had the opportunity to collaborate with John multiple times and have truly enjoyed the experience. He has helped me and my business partners see problems through new eyes and given us the

means with which to develop creative solutions. John is gifted at harvesting ideas from the fields of other peoples' sometimes dormant minds and it's always a pleasure to work with him."



Leslie Wiggins Co-Owner Bramlett Multimedia www.BramlettMultimedia.com



April 30, 2003

John Storm PO Box 720275 Norman, OK 73070-4207

Dear John,

The American Society for Training and Development (ASTD) Central Oklahoma Chapter wants to express our sincerest appreciation to you for presenting *Carpe Boxem!...Thinking and Living Outside the Box* at our April meeting! Our chapter members commented that this presentation was fun and was a nice change.

Without hesitation, we would highly recommend you to other organizations that need help with innovative thinking. Thank you for your dedication to improving training strategies and for sharing them with our members!

Sincerely,

Kathlur Kager

Kathleen Rager Vice President Programming



Sponsor



The Alliance

Steering Committee:

Ladd Adams Entek Corporation

Kevin Arnold Francis Tuttle

Jannetta Glenn The Alliance

Mel James OTCC

Mark Nash Argent Consulting

Dan Luton OCAST

Bill Nelson Bank of Oklahoma

Doug Schones Dyna-Turn of Oklahoma

Pat Wright Heritage Press

Ex-Officio Members:

Roy Peters President The Alliance

John Lingenfelter, VP The Alliance Oklahoma Manufacturers' Resource Network – Oklahoma City 12777 N. Rockwell Avenue Oklahoma City, Oklahoma 73242-2789 (405) 624-1183 linda.wilson @okalliance.com

June 25, 2003

Memorandum

To: John Storm, The BrainStorm Network

From: OMRN-OKC Steering Committee

Subject: OMRN Presentation

On behalf of the Oklahoma Manufacturers' Resource Network, we would like to thank you for the excellent presentation you delivered at the OMRN-OKC Meeting on June 24.

Your contributions to OMRN are appreciated. Please let us know if we can ever be of assistance to you.

The Mission: To help service providers identify and meet the needs of Oklahoma's manufacturers.



<u>Mid-America Technology Center</u>

27438 State Highway 59 • P.O. Box H • Wayne, OK 73095 • (405) 449-3391 • FAX (405) 449-7321 • www.matech.org

Dale Nye Superintendent Fielding Yost Assistant Superintendent Dusty Ricks Assistant Superintendent Larry Killebrew BIS Director

June 10, 2003

John Storm, President BrainStorm Network, LLC P.O. Box 720275 Norman, OK 73070-4207

Mr. Storm

I want to express my gratitude for your presentation to the Mid-America Technology Center Business and Industry Council. Your subject was intriguing, Carpe' Boxem... "seize the box" got people to thinking about the limits we create that keep us from being more productive.

Your delivery was professional and articulate, you have an innate ability to adjust to the wide variety of participants that were in the room. From CEO to Blue Collar you met the participant needs and provided them with the energy and focus to enrich their environment at whatever level they are working at.

One of the members called me and stated "I don't know where you found him, but find more like him!" Which is his way of saying this is exactly what I need.

During a client visit five days after your presentation, I had a conversation with an employee who asked about creative problem solving. He specifically mentioned thinking outside the norm. This employee was not at your meeting but his manager was. The transfer of knowledge and impact of your presentation was immediately evident and validated by his comment.

You are always a welcome guest at our meetings, you have a standing invitation to participate in our planning sessions. The BrainStorming session you facilitated with the planning committee yielded more fruit that I thought possible. For the past few months we have been struggling with a way to get a handle on regional development. As a result of your short BrainStorming session, we have been able to identify goals and key people to move toward those goals.

After we have had an opportunity to develop some of the ideas and moved toward a few goals, I would like to have a follow-up BrainStorm session. I feel this will keep us looking beyond the horizon.

John, you are a hard working man. From prelims to presentation to follow-up your attention to detail and communication was impeccable.

Thanks again.

Larry Killebrew BIS Director



(An Affiliate of the Oklahoma Alliance for Manufacturing Excellence) 7777 S. May Avenue • Oklahoma City, OK 73159-4444 (405) 682-7543 (405) 682-7578

April 3, 2003

Mr. John Storm BrainStorm Network, LLC P.O. Box 720275 Norman, OK 73070

Dear John,

The Board of Directors of the Central Oklahoma Manufacturers' Association ask me to personally thank you for sharing your expertise with us at our March meeting. We sincerely appreciate you joining us as the keynote speaker. By the look on some of the member's faces, I believe you hit on several points that will cause them to rethink how they conduct their business. In today's environment, it's absolutely imperative that people think outside the box. Those that do not may not be in business in the future. Some of the comments from the members included "Refreshing approach to prevalent problems", "Good program – causes one to think – more than one way to success", "Very interesting concept on a very real problem". These comments speak volumes on the timeliness of the topic of "Thinking & Living Outside The Manufacturing Box" and the quality of your presentation. Not only did the participants learn new concepts during the workshop, they shared their ideas on how the Oklahoma Alliance for Manufacturing Excellence could improve their annual conference. The suggestions were pertinent and timely, as the conference will be held this October.

The mission of the Association mirrors that of the Alliance, which is to provide leadership and assistance to Oklahoma manufacturers to help them become progressively more successful in their marketplace. We could not fulfill this mission if we did not have service providers like you. We believe that within the next ten years, manufacturing will replace oil & gas and agriculture as the primary industry fueling Oklahoma's growth.

Thank you for the time and value you brought to the membership.

Sincerely,

Vanton

Bob Carter Member, Advisory Board

Oklahoma City Community College Sponsors South Oklahoma City Chamber of Commerce

Oklahoma Alliance for Manufacturing Excellence

"Working Together for a Stronger Oklahoma"



Power Source International[™]

4204 N.W. 143rd. St. Oklahoma City, OK 73134

Ph. 405-752-1132 Fax. 405-752-1133

Email: PowerSource1 @carthlink.net January 7, 2002

Mr. John Storm BrainStorm Network, LLC P.O. Box 720275 Norman, Ok 73070-4207

RE: BrainStorm Network Workshop Letter Of Reference

Dear John,

It is our pleasure to express appreciation for the extensive work you performed in preparing for, leading us in, and documenting the results of our recent BrainStorm Network Workshop.

Your leadership throughout the process drew out ideas, concepts, priorities and crystallization, which, heretofore, were latent in our organization.

The Pre-Event Planning form, Agenda, Synthesized Input form, Action Plan Detail, Key Summary Information form and Miscellaneous Discussion and Information document were each very thorough, directional and effective in assisting us to progress through the various steps of the process.

You spent the necessary time to comprehend our current situation, needs and desires, meet the objectives of the brainstorming session, and promptly compile and deliver the final report documents.

Your professional skills and services have benefited our organization by helping us crystallize our own ideas, attitudes and goals. We have already implemented one of your suggestions and a couple of ideas brought out during the brainstorming session.

We enthusiastically recommend your services to any size company.

Thank you for leading us in this very beneficial and enjoyable experience.

Regards,

Casey

Bill Casey Principal/Owner

A & J INDUSTRIES, INC.

P.O. Box 7049 Moore, Okla. 73153-1049 Phone: (405) 794-6667 213 N. Sunnylane Moore, Okla. 73160-9401 Fax: (405) 794-6668 E-Mail: aeb1940@cox.net

Dear Mr. Storm,

I want to let you know how much I enjoyed your "Carpe Boxem" presentation Tuesday, March 11, 2003. The presentation addressed many areas with which business owners struggle on a continuous basis. Accepting and implementing change in business practices is a challenge that needs to be addressed, and you brought a refreshing new perspective to management problems and methods for change.

Sincerely, Mr. Allie Burgin Member of the Board of Directors A & J Industries, Inc.



The Problem:

People and organizations tend to develop routines and thinking patterns that limit their ability to adapt to change. Even the phrase "think outside the box" has become trapped in a well-worn cliché box. Many people simply don't see the attitudes, behaviors, and paradigms which affect their ability to grow and discover new ways of thinking.

The Solution:

The **Carpe Boxem**[®] program offers a unique perspective on the *thinking outside the box* metaphor by challenging each participant to identify, examine and modify their mental models about life and work. Your team will be surprised, then equipped to see their issues, problems, opportunities, and challenges with a fresh perspective.

What Participants Are Saying:

I'll admit I was skeptical. Thinking out of the box, to me, had become a useless cliché and trite expression. John's presentation was full of fresh and original thinking. I was inspired to try to look at many things in a new way.

Leo Allard, The Oklahoman

John enabled me to see innovation with fresh eyes. Rick Bedlion, Integris Health

Refreshing approach to prevalent problems. Ladd Adams, Entek Corporation

Great use of props! Really brought the program to life! Kate Beavin, Cox Communications

Perception is reality. John helped change my perceptions of my challenges.

Dave Schmidt, Oklahoma Safety Council

Perfect for:

- Sales and Marketing Meetings
- Team Strategy and Planning Sessions
- Staff Meetings and Retreats
- Board of Directors Meetings

The Outcomes:

Key Benefits for Your Team:

- ✓ Overcome Hidden Barriers to Innovation
- Recognize and Evaluate Your Organizational "Boxes"
- ✗ Identify Key Future Trends in Your Industry
- ✗ Capitalize on Critical Ways to Increase Your ROI
- Learn the Key Components of Innovation Dynamics
 (The Reasons People and Organizations Change)
- ✗ Receive Powerful Innovation Tools and Resources
- ✗ Gain Practical Ways to See with "Fresh Eyes"
- ✗ Experience a FUN, Positive, Uplifting Challenge
- Create an ACTION Plan for Positive Change
- ✗ 100% MoneyBack Guarantee!

Format, Pricing, and Scheduling:

Contact John Storm for a customized quotation. Ask about our other innovative programs and services, such as the *Next Level StormBraining*[™] workshop.

Your Idea Catalyst:

John Storm is *The BrainStorm Expert*[™]. His mission is to bring your ideas to Life! His expertise focuses on helping people discover, evaluate and implement their ideas. John speaks, consults and writes on the topics of brainstorming, change and innovation.



John Storm



P.O. Box 720275

Norman, OK 73070 USA

Phone: 405.321.6262 Fax: 405.321.6261

CB@BrainStormNetwork.com



The Problem:

Most people put "brainstorming" in a box, thinking they already know how to brainstorm. Yet, they usually only know the ONE traditional technique created in the 1950's. Recent research indicates this method is <u>not nearly as effective</u> as once believed, resulting in the painful loss of many profitable and useful ideas.

The Solution:

In reality, there are <u>more than 25</u> brainstorming skills and exercises. John Storm's stimulating **Next Level StormBraining**[™] program offers a unique opportunity to learn, practice and apply multiple techniques to generate powerful ideas and solutions for **your specific issues,** problems, challenges, or opportunities.

What Participants Are Saying:

The BrainStorm Network Workshop really works... Any size company will benefit from their investment in the services and techniques. Bill Casey, Power Source International

John is the "Gallagher" of BrainStorming. John Hearn, John Hearn Mfg., Inc.

Great experience! I enjoyed this. Tony Leddy, State Farm Insurance

Great program to "jump start" the idea cap. Dan Asklund, The Alliance for Mfg. Excellence

Sample Issues and Topics:

- Customer Acquisition Customer Service Risk and Safety Issues New Product Development Mergers and Acquisitions Employee Retention
- Customer Retention Team Building Conflict Resolution Sales Issues Marketing Initiatives Communication

Perfect for:

- Team Strategy and Planning Sessions
- Corporate Meetings and Retreats
- Sales and Marketing Meetings
- Manager and Employee Skill Training

The Outcomes:

Key Benefits for Your Team:

- ✓ Discover the Seven Secrets of Innovation[™]
- Explore <u>up to</u> 25 Different BrainStorming Techniques
- ✗ Uncover Buried Treasure hidden in the Minds of Your Team
- ✓ Find out How to Create an Environment of Innovation[™]
- ✓ Catalyze Innovative Ideas to Generate More PROFIT!
- ✓ Receive Powerful BrainStorming Tools and Resources
- Learn New Ways To Capture Ideas and Bring Them to Life!
- ✓ Overcome the Biggest BrainStorming Blunders[™]
- Enjoy a FUN and Stimulating Idea Experience
- ✗ 100% MoneyBack Guarantee!

Format, Pricing, Scheduling:

Contact John Storm for a customized quotation. Ask about our other innovative programs and services, including the *Carpe Boxem[®] Re-Thinking the Box* seminar.

Your Idea Catalyst:

John Storm is *The BrainStorm Expert*[™]. His mission is to bring your ideas to Life! His expertise focuses on helping people discover, evaluate and implement their ideas. John speaks, consults and writes on the topics of change, brainstorming and innovation.



John Storm



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NLS@BrainStormNetwork.com



The Problem:

Most companies invest a tremendous amount of time, energy and money to develop their strategic plan, yet often fail to schedule systematic 'upgrades' to their best laid plans. Markets shift, products fade, services dull, employees leave, customers change ... yet many companies don't re-invest critical resources into breathing new life into their original strategic plan.

The Solution:

Next Level Strategic Planning[™] is a customdesigned event to generate new energy and gain fresh perspective on your strategic plan. The goal is to catalyze powerful ideas and profitable solutions for **your emerging issues**, challenges, opportunities, or problems.

What Participants Are Saying:

If your organization seeks creative "brainstorming" and guidance for new directions, John Storm is a perfect fit for your sessions.

Jim Hopper, CEO, Oklahoma Restaurant Assn.

I have more ideas now than I can shake a stick at. Rich Bludorn, Malnove Packaging

Where others skim the surface of issues, John goes to the depths. He has an unusual capacity for sifting through complexity. He is a comprehensive thinker who is able to see all sides of an issue and offer imaginative, yet realistic options for moving ahead.

Dr. Greg Hunt, Executive Director, Directions, Inc.

Reasons to Re-Energize Your Plan:

- Finding and Developing New Revenue Streams
- Acquiring New Customers/Retaining Current Ones
- Acknowledging Changes in Competitor's Strategies
- Catalyzing Profitable Sales and Marketing Initiatives
- Creating Innovative Media Exposure
- Providing Growth Opportunities for Team Members
- Building a Cohesive, Positive, Creative Staff Team
- Enhancing Customer Services and Communication

Perfect for:

- Staff Strategy and Planning Sessions
- Executive Planning Retreats
- Board Meetings and Retreats
- Sales and Marketing Meetings

The Outcomes:

Key Benefits for Your Organization:

- ✗ Identify and Minimize Corporate Risk and Liabilities
- Capitalize on Changing Trends in Your Industry
- ✗ Discover Profitable Ideas from New Team Members
- ✗ BrainStorm Solutions to Nagging Issues and Problems
- ✗ Generate New Energy and Commitment to Your Plan
- ✓ Leverage the Intellectual Capital of Your Team
- ✓ Produce Fresh Perspective on Emerging Challenges
- Protect Your People from Stale Attitudes and Apathy
- ✓ Catalyze Innovative Ideas to Generate More PROFIT!
- ✗ Receive Powerful BrainStorming Tools and Resources
- ✗ 100% MoneyBack Guarantee!

Format, Pricing, Scheduling:

Contact John Storm for a customized quotation. Ask about our other innovative programs and services, including the *Carpe Boxem*[®] *Re-Thinking the Box* seminar.

Your Idea Catalyst:

John Storm is *The BrainStorm Expert*[™]. His mission is to bring your ideas to Life! His expertise focuses on helping people discover, evaluate and implement their ideas. John speaks, consults and writes on the topics of change, brainstorming and innovation.



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Idea Catalyst Box-Buster StormBrainer



Testimonials:

"John has an uncanny ability to look at an issue from different angles and come up with great solutions."

Steve Ross, Chief Financial Officer The Mustang Companies, Houston, TX

"As a training consultant, I recognize the power and the value of John's ability to get off the beaten path to spark new ideas. In our collaborations, John has been an energetic force in generating innovative solutions."

Karen Hill, President Training Professionals, Inc., Norman, OK

"John acts as a catalytic thinker: listening well, thinking outside the box, effectively synthesizing large quantities of information, and putting individuals and groups in a position to separate the important from the unimportant."

Dr. Greg Hunt, Executive Director Directions, Inc., Shreveport, LA

"I can highly recommend John as an incredible resource for brainstorming materials. Both his consulting and presentation will leave you with dozens of approaches for solving nearly any problem."

Lorrie Medford, CN, CFT, Founder Life Design Nutrition, Tulsa, OK

Themes and Topics:

John thinks, speaks, consults, and writes on the following topics:



John and The Magic Box

✓ BrainStorming

- Innovation
- ✓ Change✓ Creativity
- Greativity
- 🖌 Growth

How John Storm Can Help You:

John's purpose is to serve as an *Idea Catalyst* who empowers people through *BrainStorming* to discover their ideas and transform them into reality. His passion for innovation translates into a wide variety of services including:

- ✗ Keynote Speaking
- ✓ Workshops
- ✓ Retreats
- Seminars
- ✓ Training
- Facilitation
- Consulting
- Creative Events

Background:

John Storm is the Founder of BrainStorm Network. John's passion is personal and organizational transformation - serving as a catalyst to help people and organizations reach their potential. He uses his unique and diverse life experiences from work, travel, school, church, and family to create innovative experiences for others.

His expertise and background as a communicator, marketer, entrepreneur, and idea catalyst enhance his ability to help people brainstorm through a wide variety of challenges. John transfers his creative ideas, stories and experiences of global cultures, paradigms, and people toward innovative thinking.



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