



Meet Kate Kingston

Kate Kingston, founder & President of the Kingston Training Group, exclusively trains Business Technology dealerships to deliver more net new full solution profitable deals.

With over 17 years of success in making appointments with decision makers, Kate is a recognized authority on lead generation, cold calling and new business development. Kate is a sales-driven, energized communicator. She uses humor, audience participation,

techniques, ^{proven}handouts and real time phone calls in her training sessions.

The Kingston Training Group guarantees results. Each workshop and one on one session is designed to deliver practical, time-tested, live sales call training, where participants begin making meetings during the one-on-one sessions and beyond.

KTG exclusively trains business technology sales executives and managers to schedule more net new meetings with C-Level decision makers so they can sell more Hardware, Software, Managed IT, MPS, MS, ECM, 3D, Supplies, Telecom, Furniture, and Mailing solutions.

The Kingston Training Group guarantees at least a 50% increase in C-Level decision maker meetings across your whole sales force or the training is free.



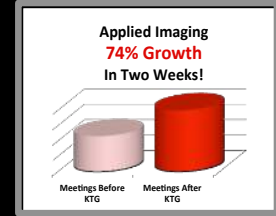
Vertical Prospecting & Driving More Profitable Market Share

*Kate Kingston, Founder & President
Kingston Training Group*

What are the changes that a core equipment sales rep has to make to drive vertical prospecting for broader technology sales in 2018 and beyond? In this session, Kingston will address this important question. You will learn: How to set yourself apart from the competition with a vertical-researched C-level prospecting approach to land more net-new meetings with C-level executives by communicating in their language; and the different skill sets and activities needed by managers and sales reps to reach and sell to the right level (C-level) decision makers.



KTG Client Results



Success



There are only two ways to
continued to increase Net New
revenue at your dealership.

1. Close more net new deals.
2. Increase the size of those deals.



Raise Your
Standards



Sales Rep VS Sales Executives




Virtual CIO

Salary for Activity COMMISSION FOR RESULTS



**Compliantly archive,
easily access and more
cost effectively reproduce.**



What are C-Level executives looking for?



A Deeper Dive into Legal Firms



Bare Minimum Expectation



Documents used at Law Firms

- Briefs
- Boilerplate legal documents
- Budgets
- Calendars
- Contracts
- Corporate by-laws
- Letters to clients, courts government agencies
- Government regulations and compliances
- Internal summaries
- Interrogatories and responses
- Legal analyses
- Legal and tax forms
- Legal guidelines
- Corporate/courtroom presentations
- Docket calendar
- Employment regulations
- Mail lists
- Management reports
- Meeting minutes
- Motions
- Organization charts
- Profit/loss statements
- Reports to associations
- SEC reports
- Standards and practice



Types Of Law Firms

Business (Corporate) Law
 Employment & Labor Lawyer
 Finance & Securities Law
 Mergers & Acquisitions Law
 Intellectual Property Law
 Family Law
 Estate Planning Law
 Tax Law
 Criminal Defense Law
 Traffic Law

Personal Injury Law
 Bankruptcy Law
 Civil Litigation Law
 Digital Media & Internet Law
 Entertainment Law
 Immigration Law
 Legal Malpractice or Professional
 Responsibility Law
 Real Estate Law



Law Firm “Twitter Pitch”

I am calling to schedule a meeting with you. I represent _____ (*Insert # of Law Firms your dealership works with*) law firms here in _____ (*Insert location*) in their pursuit of enhancing billable hours when filing with courts, faster redaction and interiorities answers, bate stamping, e-discovery, and complaint case archival and retrieval by implementing technology changes.



Identifying






The screenshot shows the LeadFerret website homepage. The browser address bar displays "Secure | https://leadferret.com". The navigation bar includes the LeadFerret logo, a search dropdown, and links for "Buy Points", "Earn Points", and "Premium". On the right, there are "Sign in" and "Register" buttons.

LeadFerret

Where Business and Social Data Converge

LeadFerret now comes in 3 flavors. In addition to the standard business data sourcing and management platform, we now offer LeadFerret Enterprise and LeadFerret API. Both work with a standard free LeadFerret account, so create your free account and find out more about these exciting new ways to leverage the ever-growing LeadFerret business+social database.

LeadFerret	LeadFerret Enterprise	LeadFerret API
		
Search 30+ million companies and contacts with emails and social links, view for free and only pay when you want to download.	All the benefits of our traditional solutions, but with our new team coordination and management suite built in.	Integrate the power of our 30+ million companies and contacts into your solution and wow your users with detailed information, like email addresses, social media links, and much more.

At the bottom right, there is another "Spring Break" banner with the "BTA" logo.

Secure | https://leadferret.com/login

Login with your social account: [f](#) [g+](#) [Y](#) [in](#) OR [Log In](#) [Forgot Password?](#) [Create a Free Account!](#)

LeadFerret Search About Us Help Buy Points Earn Points SalesNexus 1-866-535-3960

Sign in

Username

Password

☒ Keep me signed in

[Sign in](#)

Sign in with Social Account

[f](#) [g+](#) [Y](#) [in](#)

Join LeadFerret


First Name

Last Name

Phone Number

Email

Password

Spring Break 

Secure | https://leadferret.com/search

LeadFerret Points: 5 SalesNexus Credits: 500 Kate Kingston

LeadFerret Search About Us Dashboard Help Buy Points Premium Earn Points Invite Others SalesNexus 1-866-535-3960

Search

Search Contacts

Specialty Directories

[Search](#)

[Clear Search Form](#)

Recent and Saved Searches

[Save Search](#) [Save Search](#)

Saved Searches >

Search History >

Selected Search Filters

Title: C-Level x Vice President x

Director x

Department or Profession: Administrative x IT x

Financial x HR x

Operations x Procurement x

Other

Click Here to Show or Hide the Search Form

(Don't Show This Message Again x)

1. Title

Title:

Starts With:

Level: ☒ C-level, Chief, CXO ☐ Vice President ☐ Director ☐ Manager ☐ Other, Sub-Manager

2. Name and Gender

First Name: Starts With:

Last Name: Starts With:


Gender: ☐ Male ☐ Female ☐ Any

3. Department or Profession

<input checked="" type="checkbox"/> Administrative	<input type="checkbox"/> Engineering	<input type="checkbox"/> Mortgage Broker	<input type="checkbox"/> Purchasing
<input type="checkbox"/> Admissions	<input checked="" type="checkbox"/> Financial	<input type="checkbox"/> Network	<input type="checkbox"/> Real Estate Agent
<input type="checkbox"/> Assistant	<input type="checkbox"/> HelpDesk	<input type="checkbox"/> Nurse	<input type="checkbox"/> Research
<input type="checkbox"/> Business Development	<input type="checkbox"/> Learning	<input checked="" type="checkbox"/> Operations	<input type="checkbox"/> Sales
<input type="checkbox"/> Buyer	<input type="checkbox"/> Librarian	<input type="checkbox"/> Photographer	<input type="checkbox"/> Scientist
<input type="checkbox"/> Certified Financial Planner	<input type="checkbox"/> Marketing	<input type="checkbox"/> Physician/Doctor	<input type="checkbox"/> Sourcing
<input type="checkbox"/> CPA/Accountant	<input type="checkbox"/> MIS	<input checked="" type="checkbox"/> Procurement	<input type="checkbox"/> Supply Chain
<input type="checkbox"/> Creative		<input type="checkbox"/> Product	<input type="checkbox"/> Telecom
<input type="checkbox"/> Customer		<input type="checkbox"/> Professor	<input type="checkbox"/> Top (CEO, President, Owner, Partner...)
<input type="checkbox"/> DBA		<input type="checkbox"/> Project Manager	<input type="checkbox"/> Training

4. Devices Used

5. Social Media Links

Spring Break 

LeadFerret Points: 5 SalesNexus Credits: 500 Kate Kingston

LeadFerret

Show Search Control Panel >>

Search

Reset Search Form

Rank

Max ? Employees Min ? Max ?

Max ? Fortune Min ? Max ?

1000 Rank

8. By Industry ?

SIC 8111 ? Lookup

NAICS NAICS Codes (comma delimited) ? Lookup

9. Radius ?

Center Zipcode Center ?

Spring Break BTA

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LeadFerret

Show Search Control Panel >>

Search

Reset Search Form

Max ? Fortune Min ? Max ?

1000 Rank

SIC 8111 ? Lookup

NAICS NAICS Codes (comma delimited) ? Lookup

9. Radius ?

Center 70115 ?

Radius 10 ?

Zip Radius Search Instructions:

- 1- Enter the zip code in the center of the area you like to search.

Map showing Montana, North Dakota, Minnesota, Wisconsin, Michigan, and Toronto. Includes a satellite view and a traffic view.

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Search About Us Dashboard Help Buy Points Premium Earn Points Invite Others SalesNexus 1-866-535-3960

Search

Search Contacts

Specialty Directories

Search

Clear Search Form

Recent and Saved Searches

Save Search Save Search

Saved Searches

Search History

Selected Search Filters

By Industry

SIC: 8111

Radius

Radius: 10 miles from 70115

First Name	Last Name	Title	Company	City	State	Score	Target	Add to CSV
Don	James	Director, Management Infor...	Carver, Darden et al.	New Orleans	LA	99		
Kristopher	Wilson	Associate	Lugenbuhl, Wheaton, Peck,...	New Orleans	LA	99		
Scott	Seiler	Head Pro Bono	Liskow & Lewis, A Professi...	New Orleans	LA	99		
Ian	Barras	Intellectual Property Attorney	Carver, Darden et al.	New Orleans	LA	99		
David	Strauss	Member	King, Krebs & Jurgens, P.L....	New Orleans	LA	99		
Joanne	Mantis	Attorney	King, Krebs & Jurgens, P.L....	New Orleans	LA	99		
Christian	Garbett, Sr.	Attorney	King, Krebs & Jurgens, P.L....	New Orleans	LA	99		
Clyde	Jacob	Director	Coats Rose Yale Ryman & ...	New Orleans	LA	99		
Daniel	Casbergue	System Administrator	Advocacy Center	New Orleans	LA	99		
Dan	Serio	Associate	King, Krebs & Jurgens, P.L....	New Orleans	LA	99		
Douglas	Matthews	Member	King, Krebs & Jurgens, P.L....	New Orleans	LA	99		
Joey	Devall	Attorney	King, Krebs & Jurgens, P.L....	New Orleans	LA	99		
John	Cangelosi	Member	King, Krebs & Jurgens, P.L....	New Orleans	LA	99		
Kelly	Longwell	Director	Coats Rose Yale Ryman & ...	New Orleans	LA	99		
Maria	Zabalaz	Legal Secretary	King, Krebs & Jurgens, P.L....	New Orleans	LA	99		

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Search About Us Dashboard Help Buy Points Premium Earn Points Invite Others SalesNexus 1-866-535-3960

Search

Search Contacts

Specialty Directories

Search

Clear Search Form

Recent and Saved Searches

Save Search Save Search

Saved Searches

Search History

Selected Search Filters

By Industry

SIC: 8111

Radius

Radius: 10 miles from 70115

First Name	Last Name	Title	Company	City	State	Score	Target	Add to CSV
Brian	Engeron	Attorney	Abbott Simses & Kuchler A ...	New Orleans	LA	64		
Charlotte	Livingston	Attorney	Abbott Simses & Kuchler A ...	New Orleans	LA	64		
Jennifer	Zajac	Attorney	Abbott Simses & Kuchler A ...	New Orleans	LA	64		
Micheal	Abraham	Attorney	Abbott Simses & Kuchler A ...	New Orleans	LA	64		
Marshall	Hebert	CTO	Abbott Simses & Kuchler A ...	New Orleans	LA	64		
Mcgreedy	Richeson	Attorney	Abbott Simses & Kuchler A ...	New Orleans	LA	64		
Lawrence	Abbott	General Counsel	Abbott Simses & Kuchler A ...	New Orleans	LA	59		
Marshall	Herbert	Administrator Executive	Abbott Simses & Kuchler A P	New Orleans	LA	64		
Amy	Maccherone	Associate	Abbott, Simses & Kuchler, A ...	New Orleans	LA	76		
Matthew	Ehrlicher	Associate	Abbott, Simses & Kuchler, A ...	New Orleans	LA	80		
Monique	Weiner	Associate	Abbott, Simses & Kuchler, A ...	New Orleans	LA	84		
Ryan	Wallis	Associate	Abbott, Simses & Kuchler, A ...	New Orleans	LA	80		
Charlotte	Call	Manager	Acomb Robert III /Atty	New Orleans	LA	64		
Michael	McAlpine	President	Acomb Robert III /Atty	New Orleans	LA	83		
Keith	Naquin	Manager	Acquisition and Sales Division	New Orleans	LA	64		
John	Obrien	IT Director	Acquisition and Sales Division	New Orleans	LA	65		
Vince	Loustalot	Executive Assistant	Acquisition and Sales Division	New Orleans	LA	64		
Bill	Wood	Manager	Acquisition and Sales Division	New Orleans	LA	64		
Robert	Murry	Manager	Acquisition and Sales Division	New Orleans	LA	64		
Tim	Ernest	Manager	Acquisition and Sales Division	New Orleans	LA	64		

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Search
Search Contacts
Specialty Directories
Search
Clear Search Form

Recent and Saved Searches
Save Search Save Search
Saved Searches
Search History

Selected Search Filters
By Industry
SIC: 8111
Radius
Radius: 10 miles from 70115

<input type="checkbox"/>	Jennifer	Zajac	Attorney	Abbott Simses & Kuchler A ...	New Orleans	LA	64
<input type="checkbox"/>	Michael	Abraham	Attorney	Abbott Simses & Kuchler A ...	New Orleans	LA	64
<input type="checkbox"/>	Marshall	Hebert	CTO	Abbott Simses & Kuchler A ...	New Orleans	LA	64

Details
Contacts
Comments
Map

Company Details
Company: Abbott Simses & Kuchler A Professional Law Corpor
Address: 400 Lafayette St
City: New Orleans
State: LA
Zip: 70130
Company Phone:
Domain: abbott-simses.com
Revenue (in millions): 25
Employees: 99
SIC: 8111
NAICS: 54111
Top 1000 Rank: 0
Alexa Rank: 0

Company Socials
Company Facebook Unavailable
Yelp Unavailable
Foursquare Unavailable
Tripadvisor Unavailable
Visit company website

Contact Details
Name: Marshall Hebert
Title: CTO
Phone: (504) 568-9393
Email: mhebert@abbott-simses.com

Contact Socials
Facebook Unavailable
Twitter Unavailable
LinkedIn Unavailable
Google Plus Unavailable

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business manager

Business Manager in Jobs
Business Manager in People

- Business Manager - Company • Hospital & Health Care
- Business Manager - HR Magazine - Company • Publishing
- Business Managers - Company • Management Consulting
- Online Business Manager Academy - School • Netherlands
- #1 Project Manager (PM) Network | Business & Software | BlockChain & Crypto Consulting | FinTech - Group
- Business Manager - 3rd+ • --

See all results for "business manager"

See all Premium features

row business. Ad ...

What people are talking about now

- 'The Shape of Water' wins best picture
2h ago • 4,872 readers
- Uber 'rubbishes' driver pay data
1h ago • 24,362 readers
- United is scrapping bonuses
2h ago • 28,735 readers
- Fly NYC to Beijing in 2 hours
6h ago • 38,877 readers
- Lyft's answer to Uber Health
5h ago • 8,032 readers

Show more

90% of talent on LinkedIn is looking or open to new opportunities

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A screenshot of a LinkedIn search results page for the keyword "Business Manager". The browser address bar shows the URL: <https://www.linkedin.com/search/results/people/?keywords=Business%20Manager&origin=SUGGESTION>. The LinkedIn navigation bar at the top includes links for Home, My Network (with a red notification badge), Jobs, Messaging, Notifications (with a red notification badge), Me, Work, and Sales Nav. Below the navigation bar, there are filter tabs: People (selected), Locations, Connections, Current companies, and All Filters. A banner at the top of the results area reads: "Post to 100+ Job Boards - Hire Now. Post Jobs for Free. We're Your One-Stop Shop for Hiring". The results show "Showing 6,456,109 results". Two profiles are visible: Ryan Warner, Business Development Manager at JJ Bender, Greater New York City Area, with 51 shared connections; and Adam Shea, Business Development Manager, Greater New York City Area, with 13 shared connections. Each profile has a "Message" button. On the right sidebar, there is a "Search with Sales Navigator" section and a "Saved searches" section with two saved searches: "copier, technology, Business Solutions, Information Technology and Services, Managed Print Services (9 new)" and "copier, technology (16 new)". A "Create search alert" button is also present. A "Screenshot Added" notification from Dropbox is visible in the bottom right corner, stating "A screenshot was added to your Dropbox." At the bottom of the page, there is a "Spring Break" advertisement for BTA.

A screenshot of the same LinkedIn search results page, but with the "Locations" filter dropdown menu open. The dropdown menu shows a search input field with "new orl" entered, and a list of location suggestions: "Greater New Orleans Area" (highlighted), "India", "United Kingdom", "Greater New York City Area", and "Australia". There are "Cancel" and "Apply" buttons at the bottom of the dropdown. The rest of the page content, including the navigation bar, filter tabs, results banner, and profile listings, remains the same as in the first screenshot.

Business Manager

Home My Network Jobs Messaging Notifications Me Work Sales Nav

People Greater New Orleans Area Connections Current companies All Filters Clear 1

Post to 100+ Job Boards - Hire Now. Post Jobs for Free. We're Your One-Stop Shop for Hiring Ad ...

Showing 5,000 results

Lucien Weber • 2nd
Business Development Manager For MAPS
Greater New Orleans Area
Current: Business Development Manager at Mediation Arbitration Professional Systems, Inc.
12 shared connections

Megan Long • 2nd
Territory Business Manager, Orthopedics at BSN Medical
Greater New Orleans Area
Current: Territory Business Manager, Orthopaedics at BSN medical
9 shared connections

Search with Sales Navigator

Saved searches • Manage

copier, technology, Business Solutions, Information Technology and Services, Managed Print Services (9 new)

copier, technology (16 new)

i18n__rail

Create search alert

Spring Break BTA

Business Manager

Home My Network Jobs Messaging Notifications Me Work Sales Nav

All people filters Clear 1 Cancel Apply

☐ Greater New York City Area ☐ Shell

Past companies

Add a company

☐ Ochsner Health System

☐ Tulane University

☐ Capital One

☐ Entergy

☐ Hancock Whitney

Industries

legal

Legal Services

☐ Hospital & Health Care

☐ Information Technology and Services

☐ Financial Services

☐ Marketing and Advertising

Profile language

☐ English

☐ Spanish

☐ French

☐ Chinese

☐ Others

Nonprofit interests





Schools

Spring Break BTA

Business Manager

What do smart CEOs do? - They use advisors. From Steve Jobs, to Elon Musk. Find your advisors today. Ad ...

Showing 33 results

	Karen Dunn • 3rd Senior Business Development Manager at McGlinchey Stafford Greater New Orleans Area	InMail
	Sarah Persich • 3rd Business Manager at Smiley Law Firm, LLC Greater New Orleans Area	InMail
	Alexandra Downing • 3rd Business Affairs Manager at Solomon Group Greater New Orleans Area	Connect
	Elizabeth Zenon • 3rd Business Intake and Conflicts Manager Greater New Orleans Area Current: Business Intake and Conflicts Manager at Adams and Reese LLP	Connect

Search with Sales Navigator

Saved searches • Manage

copier, technology, Business Solutions, Information Technology and Services, Managed Print Services (9 new)

copier, technology (16 new)

i18n_rail

Create search alert




Get the latest jobs and industry news

Spring Break

IT Director

Be Open to More Business - Certify as a Minority and Women-Owned Business with NYC and grow business. Ad ...

Showing 5 results

	Johnston Smith • 3rd Information Technology Director Greater New Orleans Area Past: IT Director at King, LeBlanc & Bland, P.L.L.C.	InMail
	Tony LaVerde • 3rd Director of Information Technology at Louisiana State Bar Association Greater New Orleans Area Current: Dir IT at LSBA	Connect
	Jason Olivier • 3rd Collection, corporate and general practice attorney at law Greater New Orleans Area	InMail

Search with Sales Navigator

Saved searches • Manage

copier, technology, Business Solutions, Information Technology and Services, Managed Print Services (9 new)

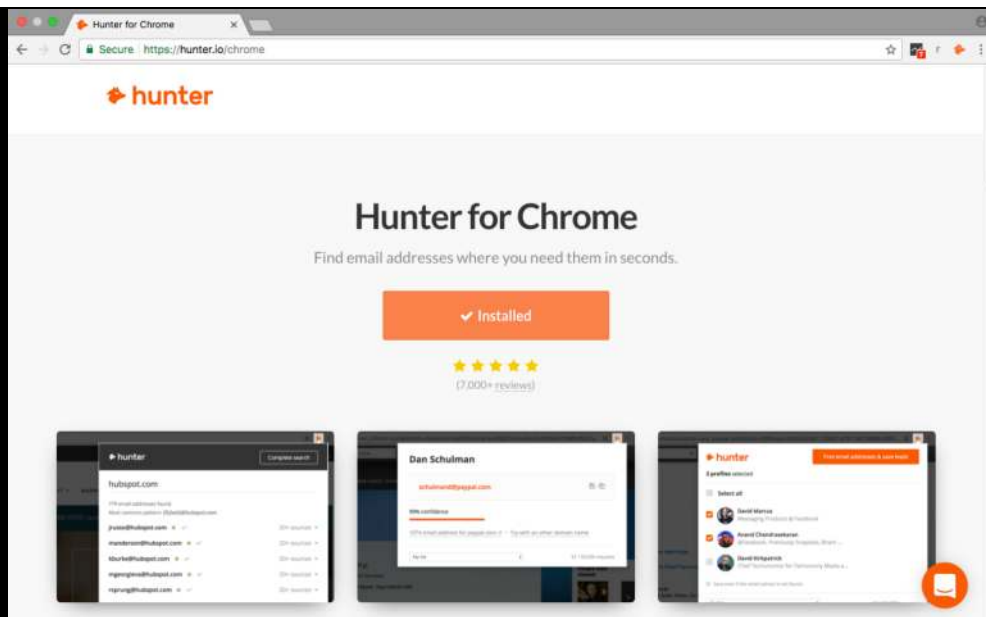
copier, technology (16 new)

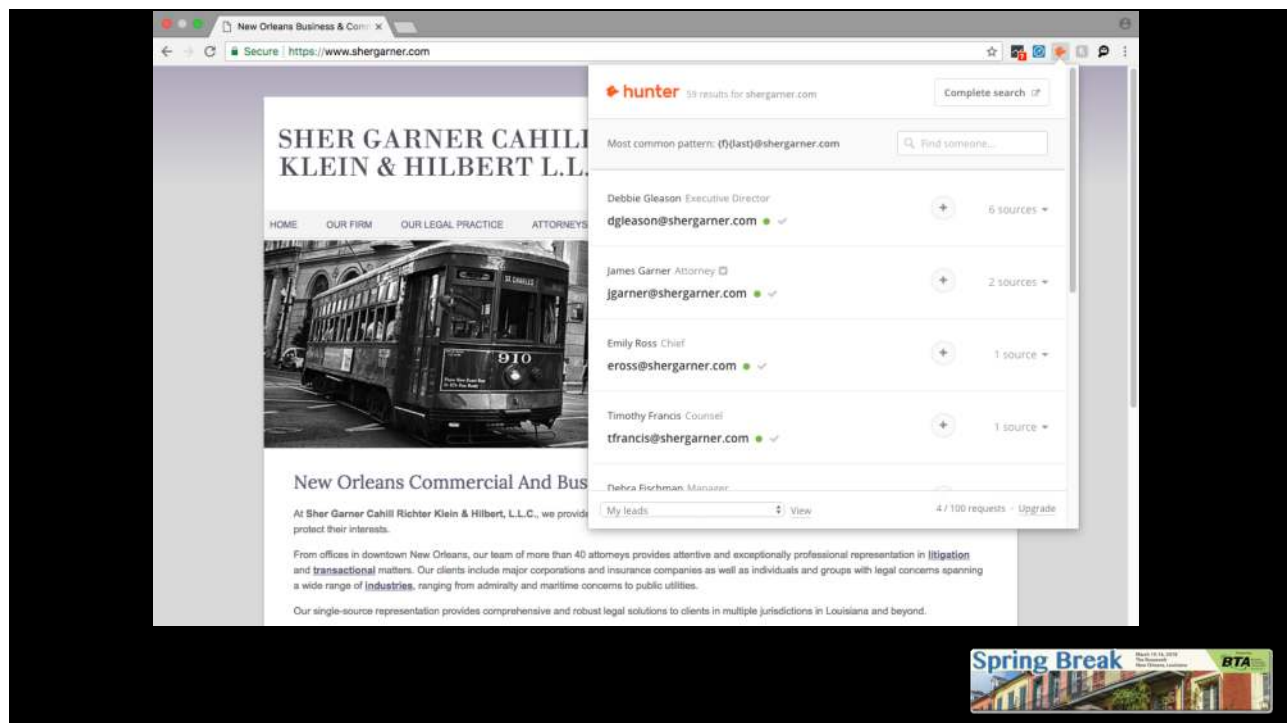
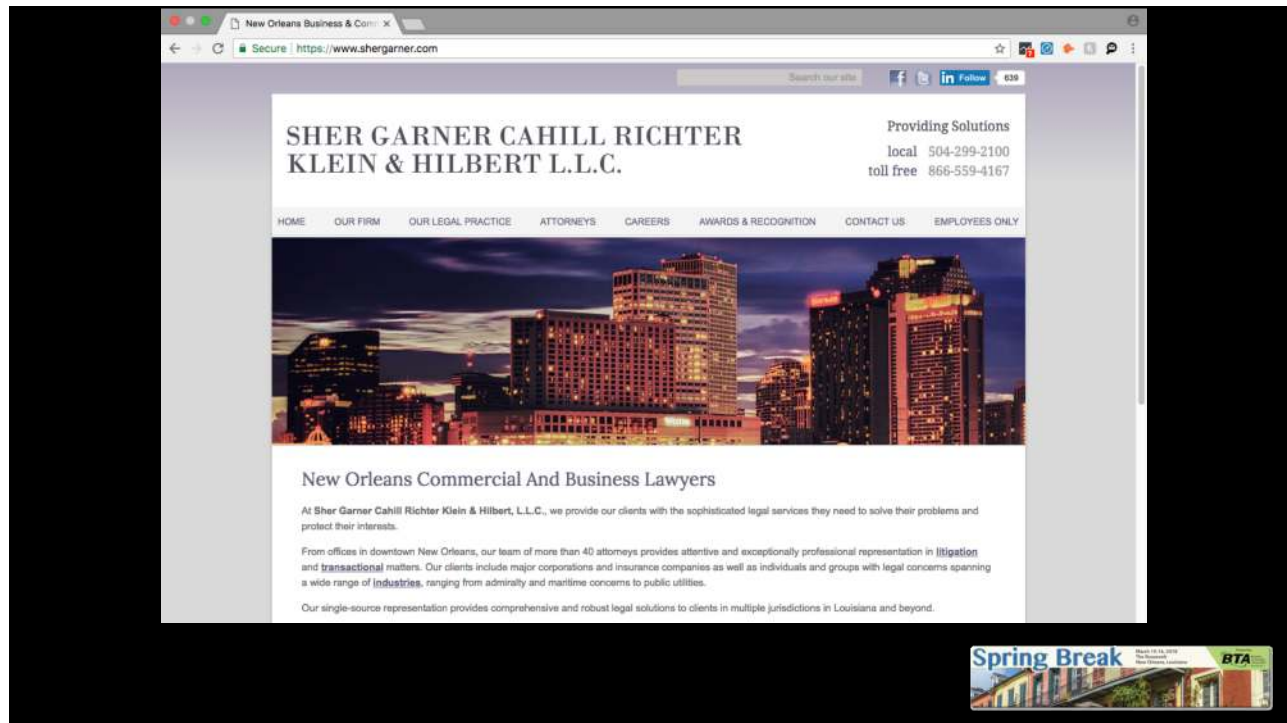
i18n_rail

Create search alert

Spring Break

Email Hunter





Legal Compliance

- Must comply with HIPAA and the HITECH Act.
- The Sarbanes–Oxley Act



How Law Firm's Make Money



AbacusLaw
Firm Central
Clio
PracticePanther
Legal
CosmoLex
HoudiniEsq
MerusCase
Jarvis Legal
App4Legal
MyCase



Here at _____ (*Insert your dealership name*), our technology integrates seamlessly with almost every proprietary software like...





Briefs



Democracy & Religious Freedom
EXAMPLES OF CASE BRIEFS

Sherbert v. Verner (1963)

FACTS

Sherbert, a Seventh Day Adventist, was fired because she refused to work on Saturday, her religious Sabbath. Unable to find another job that did not require a day of work on Saturdays, she sought unemployment compensation benefits. She was denied these benefits because the Employment Security Commission interpreted her unwillingness to work on Saturdays as failure to accept suitable work offered to her.

ISSUE

Does the Free Exercise Clause forbid a state to deny unemployment compensation to a claimant discharged from a job that could require her to work on her Sabbath?

HOLDING

Yes. The denial of unemployment compensation to a claimant fired from her job because she is unwilling to work on her Sabbath violates her right to the free exercise of her religion.

RATIONALE

A policy that disregards a claimant's religious reasons for refusing employment burdens her free exercise of her religion. She is put in the constitutionally untenable position of having to choose between "accepting employment benefits and violating her religion." The Court said that only a compelling state interest could justify such a burden on religious exercise. Furthermore, the state must show that its compelling interest could not be satisfied by a less restrictive alternative. Here, an exemption could have been made for Sabbatharians without undermining the state's interest in ensuring that workers are paid only by claimants who were involuntarily unemployed. (Note: strict scrutiny survives)

Wisconsin v. Yoder (1972)

FACTS

Orlando Yoder was convicted of violating Wisconsin's compulsory education law when he refused to send his children to school after the 8th grade. He believed that the two years of compulsory high school education conflicted with the Amish religious beliefs that its members should learn informally to earn their living through farming and other rural activities.

ISSUE

When the Free Exercise Clause requires states to grant the Amish an exemption from "all" compulsory school attendance laws.

HOLDING

Yes. Denying the Amish an exemption from full compliance with compulsory school attendance laws violates their right to the free exercise of their religion.

RATIONALE

Applying the strict scrutiny standards established for free exercise claims in the Sherbert case, the Court recognized that the state has a compelling interest in having a citizenry sufficiently educated to function effectively in society and to participate intelligently in the political system. However, the Court established that additional two years of compulsory education do threaten to violate the state's interest in the case of the Amish, who had a good record of preparing their children to function effectively in their self-sufficient community. A less restrictive alternative is available here in the form of an exemption. The Court recognized that the Amish belief and conduct is rooted in religious belief.



Interrogatories



Rule 33. Interrogatories to Parties

(a) IN GENERAL.

(1) *Number.* Unless otherwise stipulated or ordered by the court, a party may serve on any other party no more than 25 written interrogatories, including all discrete subparts. Leave to serve additional interrogatories may be granted to the extent consistent with Rule 26(b)(1) and (2).

(2) *Scope.* An interrogatory may relate to any matter that may be inquired into under Rule 26(b). An interrogatory is not objectionable merely because it asks for an opinion or contention that relates to fact or the application of law to fact, but the court may order that the interrogatory need not be answered until designated discovery is complete, or until a pretrial conference or some other time.

(b) ANSWERS AND OBJECTIONS.

(1) *Responding Party.* The interrogatories must be answered:

(A) by the party to whom they are directed; or

(B) if that party is a public or private corporation, a partnership, an association, or a governmental agency, by any officer or agent, who must furnish the information available to the party.

(2) *Time to Respond.* The responding party must serve its answers and any objections within 30 days after being served with the interrogatories. A shorter or longer time may be stipulated to under Rule 29 or be ordered by the court.

(3) *Answering Each Interrogatory.* Each interrogatory must, to the extent it is not objected to, be answered separately and fully in writing under oath.

(4) *Objections.* The grounds for objecting to an interrogatory must be stated with specificity. Any ground not stated in a timely objection is waived unless the court, for good cause, excuses the failure.

(5) *Signature.* The person who makes the answers must sign them, and the attorney who objects must sign any objections.

(c) *Use.* An answer to an interrogatory may be used to the extent allowed by the Federal Rules of Evidence.

(d) *OPTION TO PRODUCE BUSINESS RECORDS.* If the answer to an interrogatory may be determined by examining, auditing, compiling, abstracting, or summarizing a party's business records (including electronically stored information), and if the burden of deriving or ascertaining the answer will be substantially the same for either party, the responding party may answer by:

(1) specifying the records that must be reviewed, in sufficient detail to enable the interrogating party to locate and identify them as readily as the responding party could; and

(2) giving the interrogating party a reasonable opportunity to examine and audit the records and to make copies, compilations, abstracts, or summaries.



E Discovery



Bate Stamping



Customised Bates Numbering

James V Piper00006BUNDLEDPCS

THE CIRCUIT COURT,

South Eastern Circuit

County of Wexford

BETWEEN

MICHAEL JAMES

Plaintiff

AND

PETER PIPER
DAVID PIPER

Defendant



Case Binders



Redaction



Probing [REDACTED] with *Kepler*
Mark Marley, Jack Lissauer, Jason Rowe
NASA Ames Research Center

Introduction

This white paper suggests a potentially high-reward secondary science target that may be appropriate to include during a revised *Kepler* planet search. If *Kepler* is to be repurposed to observe a field on or near the ecliptic plane we suggest that [REDACTED] be included in the field of view. Assuming an appropriate field is chosen there should be few additional resources required to observe this planet. A long-term [REDACTED] photometric series taken of [REDACTED] could potentially detect internal oscillation modes of the planet and open a new window to probing the interior structure of an ice giant. *Kepler* has demonstrated both that ice giants are common in the galaxy and the exceptional value of continuous photometric monitoring for detecting and interpreting stellar oscillations. A *Kepler* observation of [REDACTED] would appropriately combine these two successes to perhaps similarly dissect the interior structure of one of our own ice giants.

Scientific Background

There are two classes of solar system giant planets: the gas giants and the ice giants. [REDACTED] and [REDACTED] with masses around 10 [REDACTED] masses comprise a distinct class from [REDACTED] and [REDACTED] with masses greater than about 100 [REDACTED] masses. The primary constituents of [REDACTED] and [REDACTED] are likely ices surrounding a rocky core with a relatively thin atmospheric veneer of hydrogen-rich gas. *Kepler* has ably demonstrated that such [REDACTED] mass planets are common—much more common than gas giants in fact—outside of the solar system. [REDACTED] It is thus important to understand the interior structure of these worlds in order to better model their formation and evolution. Unfortunately our best data on the interior structure of these worlds comes from the gravitational harmonics measured during the single flybys of *Voyager 2* about 25 years ago. Given the uncertainties in those harmonics, a number of possible interior structures and compositions are possible. [REDACTED]

Guillot [REDACTED] outlines a number of important questions surrounding the ice giants, including the size of their cores and the composition of their deep envelopes. Marley et al. [REDACTED] employed a Monte Carlo method for the construction of interior models and demonstrated that the uncertainties in interior structure were sufficiently great that both distinct layered structures [REDACTED] as well as continuously varying models [REDACTED] were possible. Without new constraints on the interior structure, little more can be learned from the available data.

Seismology is “by far” [REDACTED] the most promising technique for constraining the core mass of a giant planet, independent of the uncertainties that plague interior model inversion. In principle, for a fixed spherical harmonic degree, acoustic oscillation modes of sequentially higher order n penetrate progressively less deeply into the interior. Some oscillation modes thus “see” the core while others do not. The progression of mode frequencies—if observed—uniquely delineates the size of the planet’s core as well as the structure of the envelope. The basic theory for computing giant planet oscillations has been discussed as far back as Yegorov et al. [REDACTED] and includes work by Mosser [REDACTED] for [REDACTED] and Marley [REDACTED] for [REDACTED].

There have been a number of searches for giant planet oscillations, primarily for [REDACTED]



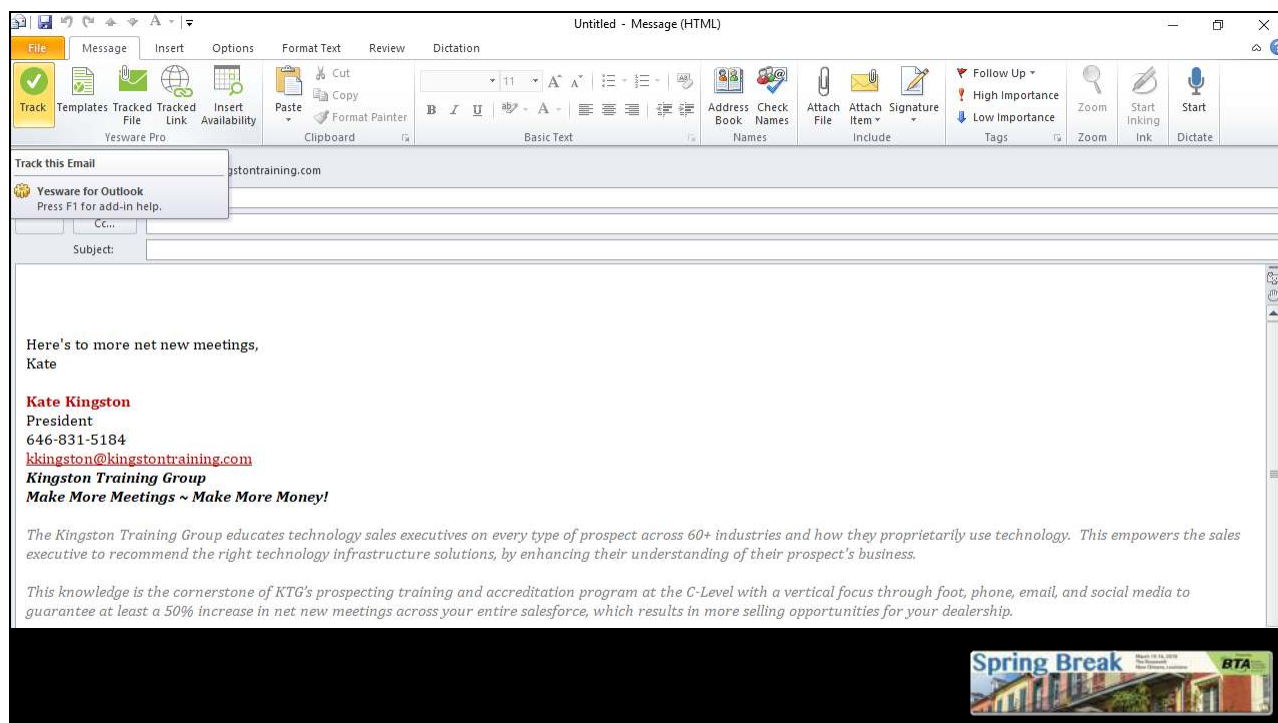
The Email

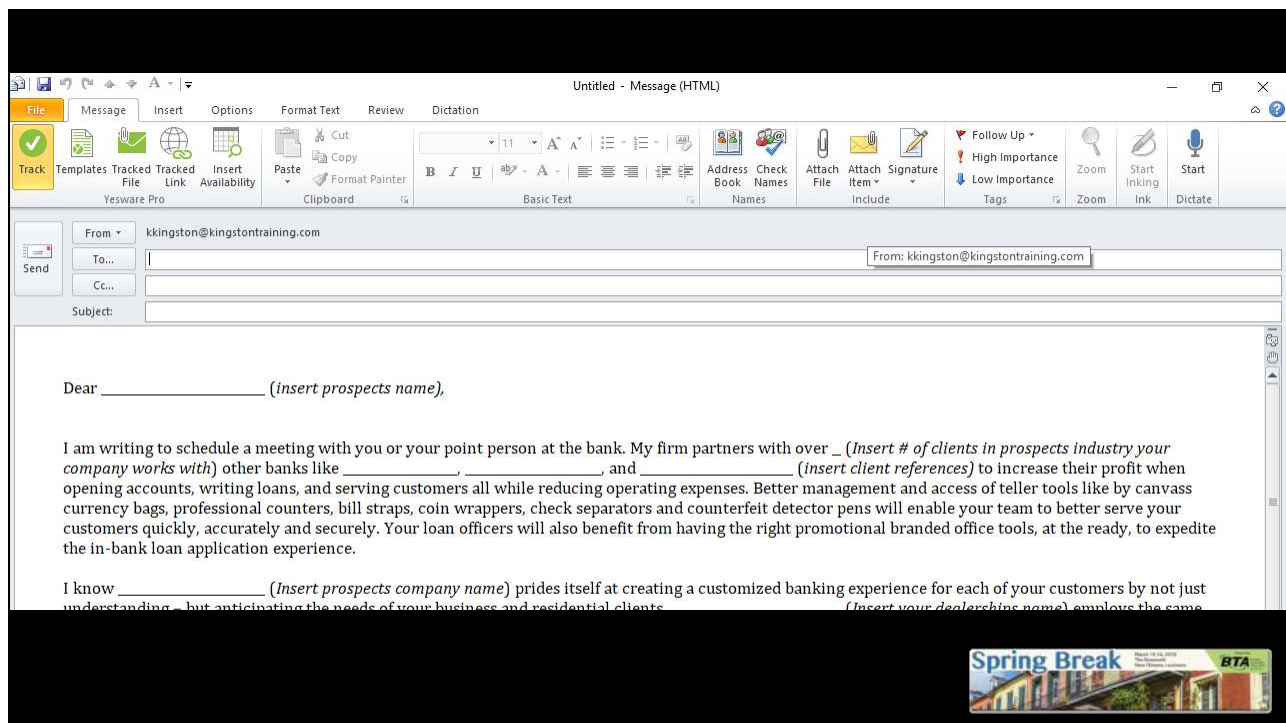
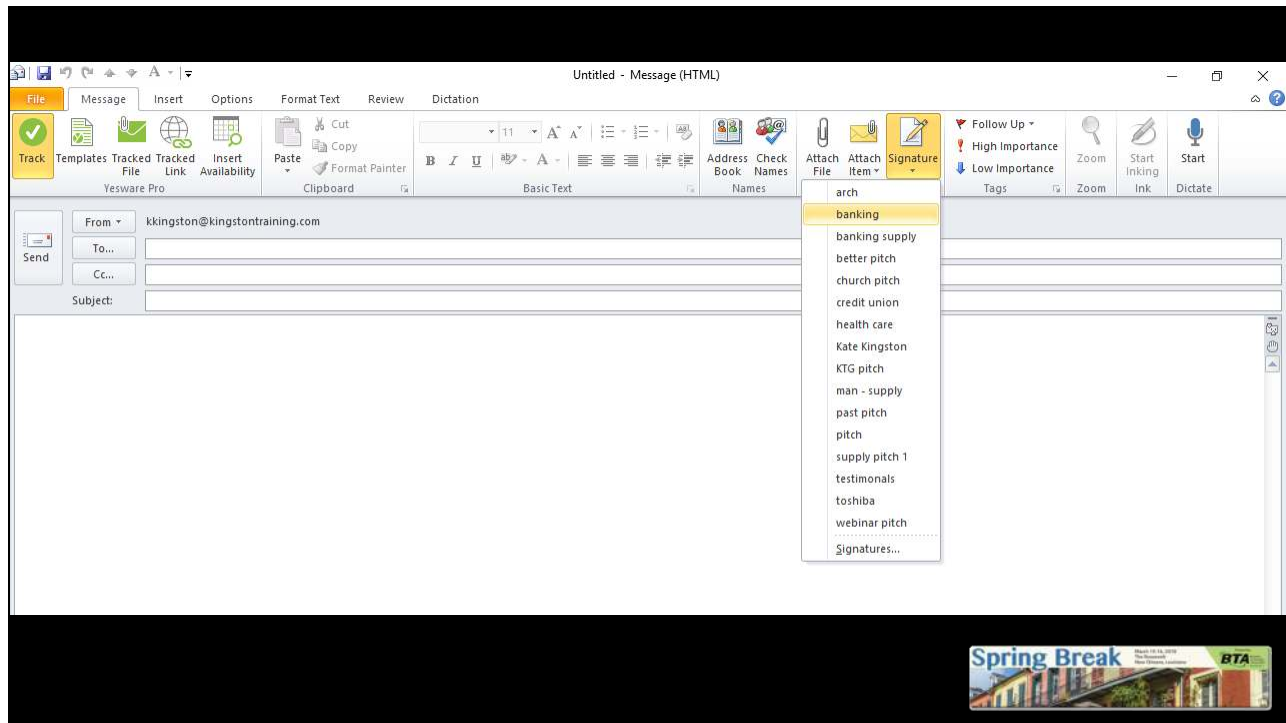
Dear _____ (insert prospects name):

My name is _____ (Insert your name) and I am calling (or writing) to schedule a meeting with you or your point person, because my firm works in partnership with other law firm in _____ (Insert location) including _____, _____ and _____ (Insert client references) just to name a few. We work with their CFO's to establish and deliver a reduction in non-billable activity time for example; expediting redaction and interrogatory responses, seamless integration with proprietary legal software, and faster culling of data during discovery and more.

I know that identifying real measurable cost and time savings must be important to _____ (Insert name of their company), I would like to bring examples of some of these very successful proven initiatives that your CFO colleagues have partnered with us to implement that will allow the establishment of consistency in technology invoicing, non-invasive data collection, and 24/7 monitoring -all while utilizing current technology assets only.

I would welcome the opportunity to bringing conclusive evidence of results that other law firms have experienced with a partnership with my firm _____ (Insert your dealership name). I was sure that _____ (Insert the prospects company name) would like to hear how your colleagues are accomplishing this and I am that resource here at _____ (Insert your dealership name). I would like to meet with you _____ (Insert date and time) if that would work into your calendar.





- Better manage assets by tracking Historical costs & patterns that enables companies to make better buying decisions as it pertains to print devices.
- Simplify procurement process to minimize transaction times so that purchasing can focus on...
- Increase profitability
- Accelerate time to cash
- Predictable spend
- Maximize employee productivity
- Leverage
- Higher return
- Minimize initial cash outlay
- Preserve your cash
- Securing a rebate
- Simplify vendor relationships



Law Firm “Twitter Pitch”

I am calling to schedule a meeting with you. I represent _____ (*Insert # of Law Firms your dealership works with*) law firms here in _____ (*Insert location*) in their pursuit of enhancing billable hours when filing with courts, faster redaction and interiorities answers, bate stamping, e-discovery, and complaint case archival and retrieval by implementing technology changes.



Law Firm CFO

- I am calling to schedule a meeting with you. I represent 68 law firms here in New Orleans. Working through their finance executives in their pursuit of enhancing billable hours and reduction of non billable activity time when filing with courts, faster redaction and interiorities answers, bate stamping, e-discovery, and complaint case archival and retrieval by implementing technology changes. Other legal CFO's are demanding better management of their the technology assets more accurate tracking and cost reduction from their technology that has enabled your colleagues to simplify procurement processes and minimize transaction times. That's what we do here at...



Law Firm “Twitter Pitch”

I am calling to schedule a meeting with you. I represent _____ (*Insert # of Law Firms your dealership works with*) law firms here in _____ (*Insert location*) in their pursuit of enhancing billable hours when filing with courts, faster redaction and interiorities answers, bate stamping, e-discovery, and complaint case archival and retrieval by implementing technology changes.



Law Firm CIO

- I am calling because I have a strategy I would like to share that has aided 68 other legal IT executives when emoying backcasting towards their firms ideal vision as I represent 68 other law firms here in New Orleans in their pursuit of enhancing billable hours when filing with courts, faster redaction and interiorities answers, bate stamping, e-discovery, and complaint case archival and retrieval by implementing technology changes that will realize strategically renewable IT systems that are capable of operational diversity and healthy productivity over the long term.



Virtual CIO



KTG Verticals

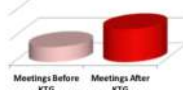
GOLF COURSES
 GEOSCIENCE/GEOLOGICAL/
 GEOPHYSICAL COMPANIES
 MAPPING & SURVEYING
 GOVERNMENT - CITY/
 MUNICIPAL
 HEALTH SERVICES:
 HOSPITALS/MEDICAL
 PRACTICES
 HEALTH SERVICES
 HIGH-TECH COMPANIES
 HOSPICE/HOMECARE
 HOTELS/MOTELS/CAMPS
 INSURANCE COMPANIES
 LEGAL FIRMS
 MAIL-HOUSE INDUSTRY
 MARKETING COMPANIES
 MANUFACTURING
 COMPANIES
 MEDICAL DEVICE
 MANUFACTURING
 COMPANIES
 MORTGAGE COMPANIES
 NON-PROFIT
 ORGANIZATIONS
 NURSERY & PRIVATE
 SCHOOLS
 Spring Break
 PLUMBERS, ELECTRICIANS &

KTG Client Results

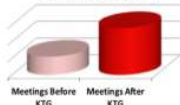
Toshiba Michigan
130% Growth
 In 2 Months!



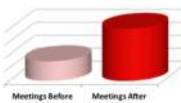
HGi Technologies
119% Growth
 In 2 Months!



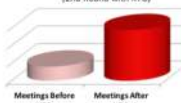
Copiers Plus
155% Growth
 In 3 Months!



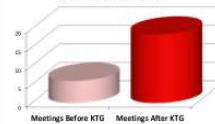
Monster Technology
167% Growth
 In 3 Weeks!



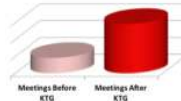
Rhyme
255% Growth
 In 1 Week!
 (2nd Round with KTG)



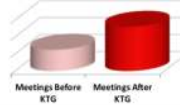
Toshiba Minnesota
208% Growth
 In 11 Months!



TGI Automation
219% Growth
 In 10 Weeks!



Fair-Deal Group
109% Growth
 In 2 Months!



- ✓ **Dramatically reduce attrition.**
- ✓ **Get each sales executive to exceed their net new quota by number and size.**
- ✓ **Create and execute repeatable proven prospecting processes.**



Weekly Reporting





RJY Young Company has made \$358,583.74 from KTG deals, resulting in a 492.9% ROI in the First four months of the training!

“In working with Kate Kingston and her program we have seen early results in setting appointments and meetings. These results, with a variety of sales representatives have shown a 167% increase in meetings and appointments. We have found the training is especially helpful with our new sales representatives as it gives them confidence in getting in the doors of zero based accounts.”

Hunter McCarty, COO of RJ Young Company



50%

Sustainable Increase in Net New Meetings!



- ✓ Stronger and better skilled sales force.
- ✓ Selling more and larger Net New Deals.
- ✓ Reduce Attrition



**The Kingston Training Group,
Driving Additional Market
Share for Your Dealership**



Questions?



The Kingston Training Group educates technology sales executives on every type of prospect across 60+ industries and how they proprietarily use technology. This empowers the sales executive to recommend the right technology infrastructure solutions, by enhancing their understanding of their prospect's business.

