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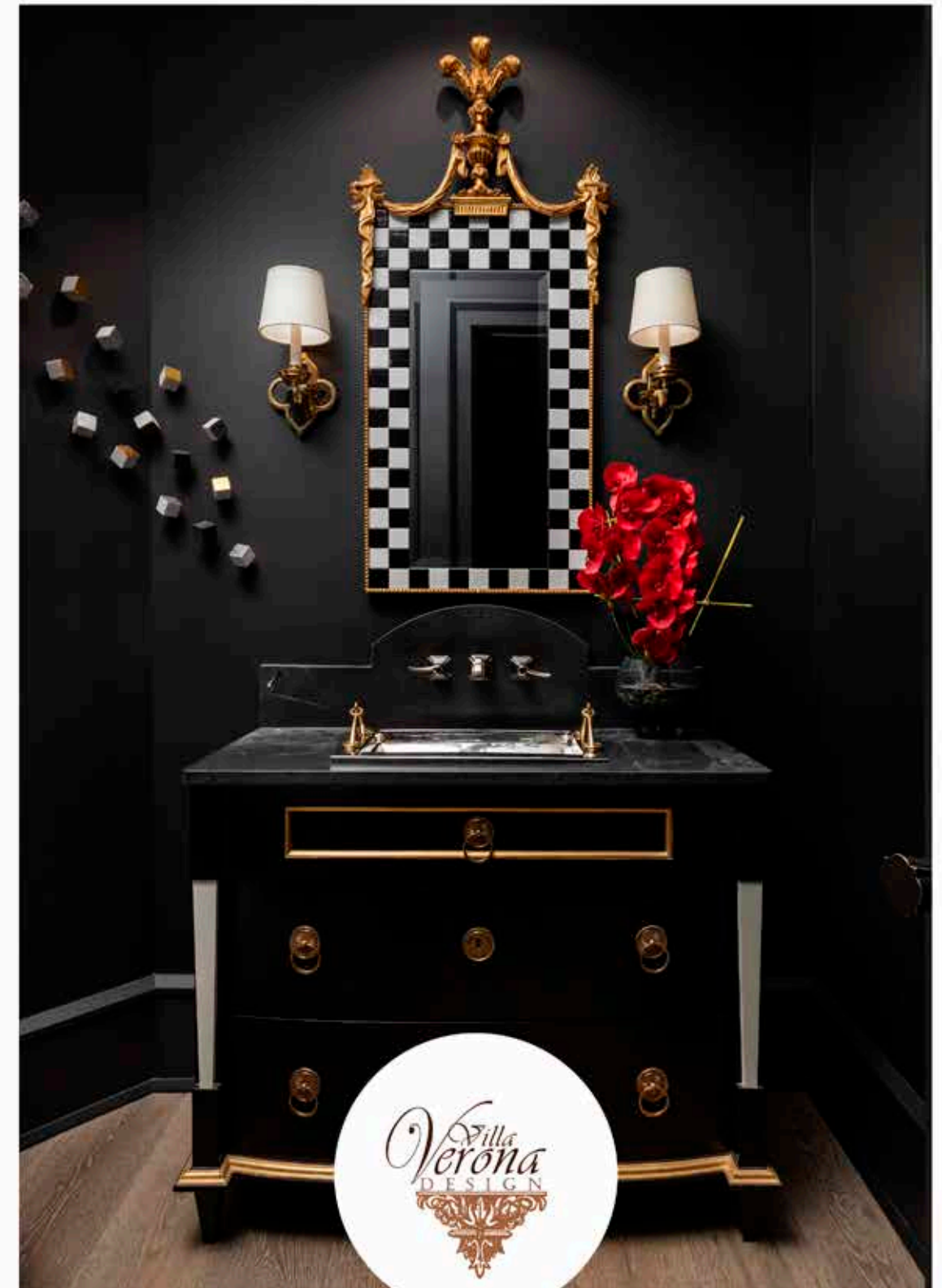
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# TABLE OF CONTENTS



**12**  
Publisher's Note:  
May 2024



**16**  
Preferred Partner Spotlight:  
Newton Law Firm



**22**  
Cover Story:  
Sandy Clayton



**28**  
Top Producer:  
Jenny Burton



**34**  
Agent Spotlight:  
Stacie Thompson



**40**  
Realtor On The Rise:  
Jana Candler

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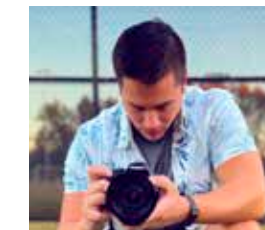
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Dear Upstate Real Producers,

As we step into the blossoming month of May, we're filled with warmth and gratitude for the remarkable individuals who enrich our lives every day. This May, we're particularly thrilled to celebrate the spirit of motherhood, recognizing the incredible mothers whose love, strength, and resilience inspire us all.

In this special edition of *Upstate Real Producers Magazine*, we're delighted to feature a cover story that embodies the essence of leadership and dedication. Our cover feature spotlights a phenomenal Realtor whose unwavering commitment to excellence sets the standard for our industry. Their journey, accomplishments, and contributions serve as a beacon of inspiration for us all.

Additionally, we shine a spotlight on a celebrated leader within our community, whose innovative approach and visionary leadership

continue to shape the landscape of real estate in our region. Their passion for service and commitment to making a positive impact resonate deeply with us all.

In our Agent Spotlight, we showcase a dynamic individual whose talent, drive, and passion for their craft are truly remarkable. Their story is a testament to the power of perseverance and the pursuit of excellence in everything they do.

Furthermore, we're thrilled to introduce you to a Realtor on the Rise, whose ascent in the industry is nothing short of impressive. Their fresh perspective, enthusiasm, and determination serve as a reminder of the boundless opportunities within our profession.

We are also proud to recognize our Top Producer, whose outstanding achievements and dedication have set them apart in the industry. Their exceptional performance serves as an inspiration to us all, demonstrating the heights that can be reached through hard work, expertise, and a commitment to excellence.

Last but certainly not least, we express our heartfelt appreciation to an amazing Preferred Partner whose unwavering support and partnership have been instrumental in our success. Their dedication to excellence and commitment to service align seamlessly with our values, and we're honored to collaborate with them.

As we celebrate Mother's Day this May, let's take a moment to express our deepest gratitude to all the mothers, grandmothers, and maternal figures who enrich our lives with their boundless love, wisdom, and strength. May their kindness and nurturing spirit continue to inspire us all.

Wishing you a May filled with joy, love, and cherished moments.

Warm regards,



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**Newton Law Firm of Clemson, LLC:**

***A Legacy of Legal Excellence and Community Engagement:***

Established in 1977 by Randy Newton, the Newton Law Firm of Clemson, LLC has been a cornerstone of legal services in the Clemson, South Carolina area for nearly five decades. What began as a solo practice has evolved into a thriving family-owned and operated firm, embodying a commitment to legal excellence, community engagement, and enduring relationships.

***A Family Legacy:***

At the heart of Newton Law Firm is a family legacy rooted in a passion for law and a dedication to serving the community. Randy Newton, the founder, laid the foundation for the firm's success, instilling core values of integrity, professionalism, and client-focused service. His daughter, Kimberly Newton, joined the firm after pursuing her legal education, bringing her expertise and a fresh perspective to the practice. Kimberly's journey from paralegal to attorney reflects the firm's commitment to nurturing talent from within.



In 2021, Nathan Clark, a Clemson native and legal professional, became an integral part of the firm, further expanding its capacity to serve the community. The addition of Ann Sullivan in 2023, a long-time friend of Kimberly's, marked a significant milestone as the firm embraced new opportunities for growth and collaboration.

***Community Engagement and Giving Back:***

Beyond its legal services, Newton Law Firm is deeply committed to giving back to the community it serves. Through active involvement in non-profit organizations and service on various boards, the firm's attorneys contribute their time, expertise, and resources to support local initiatives

and causes. From sponsoring community events to providing pro bono legal assistance, Newton Law Firm demonstrates a steadfast dedication to making a positive impact beyond the courtroom.

***Expanding Horizons:***

In 2023, Newton Law Firm embarked on a new chapter with the opening of

# The NEWTON LAW FIRM



a second location in Seneca, South Carolina. Spearheaded by Ann Sullivan, this expansion not only signifies the firm's continued growth but also reflects the enduring bond between Ann and Kimberly, who have been friends since middle school. With this new office, Newton Law Firm is poised to extend its reach and enhance accessibility to its comprehensive legal services for clients in the Seneca area.

**The Essence of Success:**

For Newton Law Firm, success transcends mere legal victories; it is measured by the relationships cultivated, the lives touched, and the communities uplifted. The firm's unwavering commitment to providing personalized, efficient legal solutions, coupled with a genuine passion for serving others,

has solidified its reputation as a trusted ally and advocate for its clients and the community at large.

**Conclusion:**

As Newton Law Firm of Clemson, LLC continues to uphold its legacy of legal excellence and community engagement, it remains a beacon of integrity, compassion, and professionalism in the legal profession. With a dynamic team of attorneys and staff dedicated to serving the needs of its clients and the community, the firm stands poised to embrace the opportunities and challenges of the future, guided by its core values and a shared commitment to making a difference, one client, one case, and one community at a time.



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cover story

Written By: Elizabeth McCabe  
Photos By: Tres Dabney  
(True North Productions)

# Sandy CLAYTON



*I've learned that people will forget what you said, people will forget what you did, but people will never forget how you made them feel.* -MAYA ANGELOU

Sandy Clayton holds Maya Angelou's words near and dear to her heart. As a Top Producer with Keller Williams Greenville Upstate, she loves to help others, catering to her clients and their real estate needs since she started her career in 2006.

"Everyone has a story," she comments. Whether people are transitioning from homes they have outgrown, homes that they have inherited, or are starting a new chapter in their life with divorce or remarriage, Sandy is delighted to help her clients every step of the way. "To me, people are so interesting. I have compassion for all of it because I have lived just about all the major life events myself at my age." She laughs.

Sandy is quick to treat people the way that she wants to be treated. With her laid-back and friendly personality, she has the skill set for an excellent real estate professional. She enjoys selling real estate in both North and South Carolina.

One of the most rewarding aspects of Sandy's business is the impact she has on her clients' lives. From securing a first home for a 20-year-old with significant equity to successfully closing deals on challenging properties like manufactured homes with title issues, Sandy thrives on overcoming obstacles. She finds fulfillment in her career with the text messages of gratitude from her clients.

#### **Rising in Real Estate**

Prior to real estate, Sandy worked as an Assistant Controller in Charleston,

South Carolina for a foreign-based building materials company.

"I was always tied to a computer for long hours, didn't have much interaction with people, and I was just really bored with my job. It was very repetitive," admits Sandy. She saw real estate as a career with a promising future. Sandy's sister is a REALTOR® and she decided to follow in her footsteps. After attending night real estate classes in Charleston, she got her license in 2006 and started on her sister's team.

Throughout her entire real estate career, Sandy has been with Keller Williams Greenville Upstate. For her first 2 years in real estate, Sandy worked on her sister's team before working with her husband (at that time) on their own team from 2008-2014. After they divorced, Sandy's career skyrocketed and she started her own team in 2015. She has a buyer's specialist, pending coordinator, and listing coordinator. You can find her and the team at their freestanding office here in Campobello at the intersection of Highways 11 and 176.

#### **Finding Her Niche**

Real estate hasn't been easy, but it has been worth it. Until 2014, Sandy was strictly a buyer's agent. With her divorce, she became a single mom to a 1 and 3-year-old. She says, "I was not going to show homes after hours or on weekends for a plethora of reasons, but mainly because after my kids were in daycare all day, I wanted to be home with them in the evenings. I quickly decided I would start doing listings because that

*Excelling  
in Sales &  
Service*





2018. She also likes being a mom of four children (Brooks, 11; Colin, 13; Troy, 15; and Eliza, 19). They are all very involved in sports. “My kids keep me very busy,” she smiles.

Brooks loves baseball, basketball, watching sports, and being a jokester with his social personality. As for Colin, he likes video games, baseball, and basketball. Troy, Sandy’s stepson, enjoys golf, working on automobiles, and working at the golf course where they live. All the boys love attending church. Last but not least is Eliza, Sandy’s stepdaughter, who attends USC Upstate and plays golf on their golf team.

“My kids are my sole focus and the reason I stay so focused,” says Sandy. “I want to provide a legacy for them and be a good example for them.”

As a family, everyone enjoys vacationing, eating, and going to sporting events. They also love their two doodles – Daisy and Duke – who consume a lot of their time.



was the ONLY way I could stay in business and control my schedule. I started prospecting FSBOs and expired listings. The listing side of the business came very naturally for me once I got a few under my belt. I haven’t looked back since.”

With a career spanning over 17 years, Sandy has consistently excelled. In 2023 alone, her team achieved a production volume of over \$30 million.

Sandy says she “is always learning, growing, and trying to be the best version of herself. I have a very ‘type A’ personality and always want to achieve more, help people, and I am very goal-oriented.”

#### **Balancing Work and Life**

When not working, Sandy spends time with her husband Travis Whiteside, whom she met in elementary school and married in

To relax, Sandy enjoys attending church and working out. She also likes to give back to the community through The Blood Connection. She explains, “Everyone has blood, and we all may have that need one day! We had a blood drive at our office this summer. It was nice to get to see some of our past clients and help give back invaluable resources to the community.”

#### **Top Tips**

Sandy has some tips for upcoming Top Producers. “Don’t judge a book by its cover,” she comments. “Stay humble,” she adds. She also emphasizes the importance of lead generation. “It will take you anywhere you want to go in real estate,” she comments.

Also, don’t expect real estate to be easy. “There is no ‘easy’ button,” she jokes. However, with time real estate

does become easier. “Everything gets easier after year 7,” she says.

She also emphasizes the importance of continuing education. “Take as many classes as you can,” she comments. “If you aren’t in a brokerage that offers tons of classes that fit where you and your business are, consider looking at another brokerage.”

Sandy loves that there is always an opportunity for growth in real estate. Whether that growth happens through people, numbers, or even mentally. “I love that you can always push yourself in multiple ways to get better,” she says.

#### **Leaving a Legacy**

Sandy wants to live a life of impact for her family and her clients. She wants to be remembered for being the best mother she could be to her children, being friendly, helpful, and an asset to her clients. With her work ethic, drive, and determination, she has achieved an incredible life in real estate and has a bright future ahead of her. Currently, she is hiring other team members in 2024, and is eager to learn more and grow continuously.



*I love that you can always push yourself in multiple ways to get better.*





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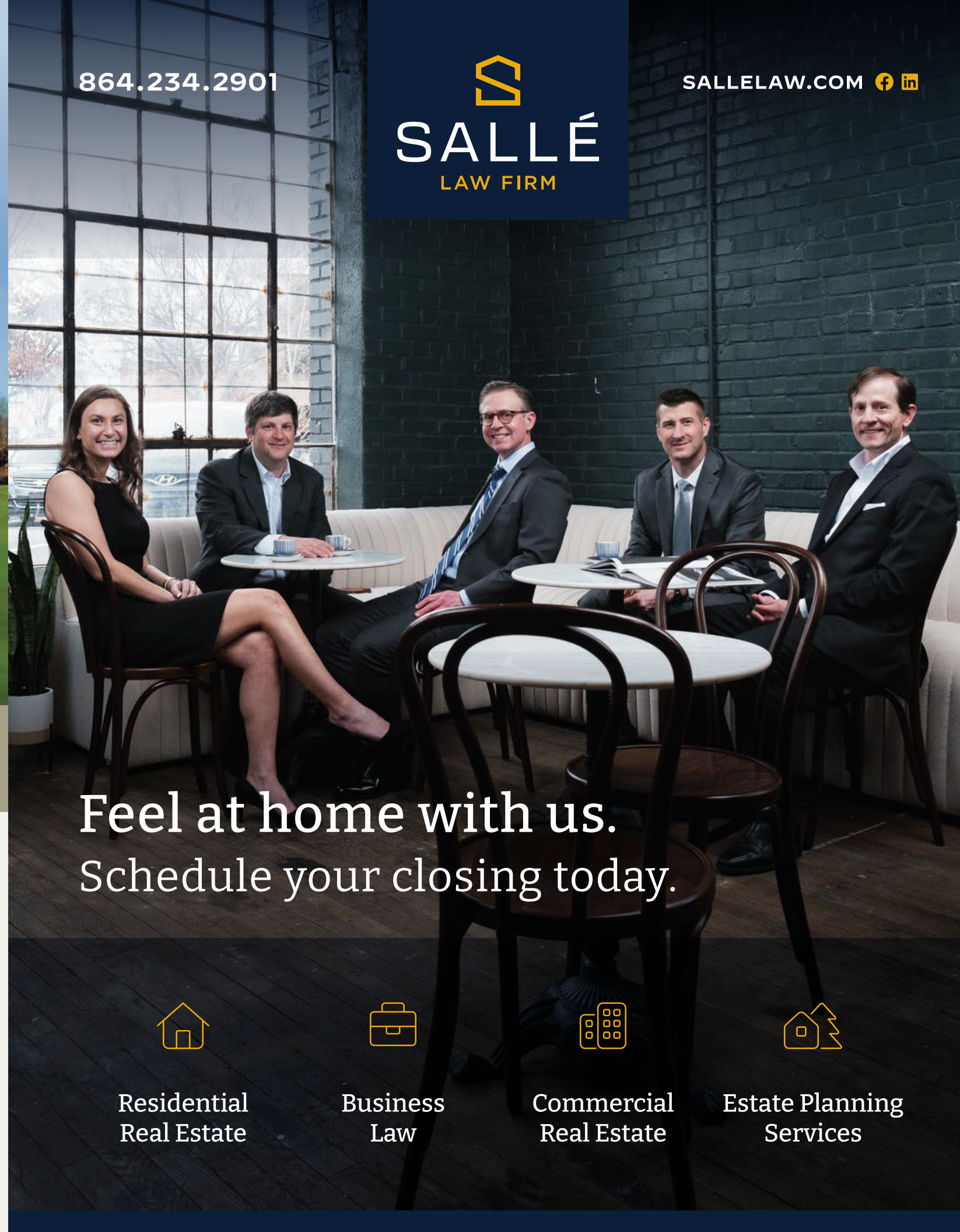
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# JENNY BURTON

Never afraid of a challenge, Jenny Burton works hard to make the impossible possible for her growing list of clientele. No matter a customer's circumstance, her passion is to help newcomers and the Upstate community find the perfect address to call home or lead them into a new chapter, moving forward in their life's journey. Jenny's business savvy and love for people make her the best REALTOR® for the job.

## LOVER OF GOD, PEOPLE, & REAL ESTATE

Written By: Heather Spruill | Photos By: Carolina House Shots

### AN UNEXPECTED CHANCE

Losing her father to cancer made 2015 a challenging year for Jenny and her family. During that time, she had legal matters to conduct as she was made her father's representative of his estate. As she was led through the process of selling his home by Heidi Nicholson-Sipe, she couldn't help but be intrigued by how the real estate proceedings moved.

Jenny states, "Heidi sold my dad's home and helped me begin my real estate career. I call her my 'Real Estate Momma.' She spent hours pouring into me and helping me learn to be the agent I am today."

Not long after being encouraged to jump into a new and exciting industry, Jenny received her license in 2016 and has yet to look back. She joined Keller Williams as an independent



agent and soon after co-owned a team for several years. She appreciated the mentorship and her ability to truly spread her leadership wings. After several years of developing her skills and knowledge, her journey led her to her now-amazing brokerage, Real Broker SC, as a Top Producing REALTOR®.

### FINDING HER CALLING

Jenny continues, "Real estate has been my most exhilarating career. I get to meet so many people, which is great because I have always been passionate about the relationships I make. I want to be there for my people, whether selling them a house, attending a baby shower or wedding, or just listening when they need to talk. I love being a REALTOR®, but I always remind myself that my clients are people too."

While Jenny has had an excellent start in a lucrative field, she has learned much about herself in her time as a REALTOR®. She was diagnosed with ADHD in late 2021; however, despite her discovery, Jenny has managed to fly even higher as a top producer. No matter the height, there is no mountain she won't climb.

Jenny finds it most rewarding to have a lasting impact on anyone she works with—clients and agents alike. Mentoring and coaching others bring her fulfillment and excitement to her work. From brand new to top producers, Jenny is happy to always be a listening ear and give advice when asked. She believes there is enough business to go around to all REALTORS® and that we all should focus on collaboration, not competition.



Cloggers among the many. Hunter is a multi-talented sophomore with a love for football and music. Jenny is truly blessed to come home from a hard day at work to see her beautiful family grow into the unique individuals they were born to be.

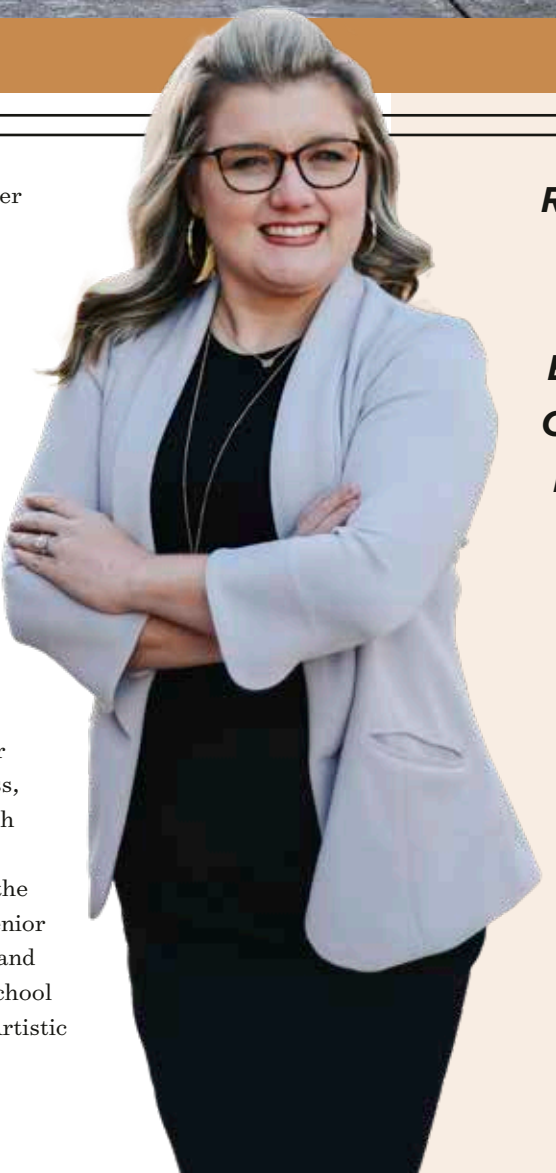
Success for Jenny doesn't stop at being a REALTOR®. For her, success is the ability to conduct business while being the best wife and

mother she can be. Her family is a big reason for wanting to do more for her community. In caring and doing for others, she hopes to be a positive example for her children to live up to.

With seven years in the real estate business and almost \$90 million in career volume, it is evident that Jenny has evolved into an expert in the trade. Jenny is proud of her hard work and dedication to her clients

in an unpredictable market. She is confident that they can trust her no matter what. She also hopes to be a guide to eager up-and-coming agents who are ready to embark on their realty journey.

Jenny concludes, "To new agents out there, continue to develop your skills, always ask questions, and never forget to slow down to invest in other people's success."



**REAL ESTATE  
ALLOWS ME  
TO GIVE  
BACK TO MY  
COMMUNITY  
MORE THAN  
I EVER  
IMAGINED.**

Jenny continues, "Whether I am helping clients purchase their first home, downsize, or invest, I know I am truly transforming lives one home at a time! Real estate allows me to give back to my community more than I ever imagined."

**SUCCESSFULLY MAKING A DIFFERENCE**

Outside of the hustle and bustle of the industry, Jenny and her household are very involved with her church, Truth Missionary Baptist Church. When they are not serving there, her family of four can be found traveling to one of their favorite destinations, Disney World, or exploring the mountains

up north. For Jenny, her husband Shawn, and their kids, Joanna and Hunter, time spent on a random adventure to somewhere new is one of the best things they do to stay close as a family.

Jenny is supportive and proud of her family's accomplishments. Shawn, her loving husband of 18 years, is a painting contractor for his family's business, Danny's Painting, which specializes in painting new custom homes in the Upstate. Joanna is a senior at Easley High School and involved in her after-school activities, with Starz Artistic

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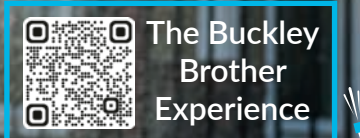


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# STACIE THOMPSON

WIFE, MOTHER, REALTOR®

Relentless, spontaneous, and dedicated to her craft, Stacie Thompson is the agent to meet when finding one's forever home. Following inspiring real estate influences in her family and with ten years of reputable experience, Stacie continues to show the Upstate that she is more than capable of taking care of her many client's needs.

## ▶▶ agent spotlight

Written By: Heather Spruill  
Photos By: Tres Dabney  
(True North Productions)

### IT RUNS IN THE FAMILY

Stacie was a second-grade teacher for Greenville County Schools right after graduating from Furman University in 2008. A few years later, she married the love of her life and became a stay-at-home mother to her son until he turned three. When she considered returning to teaching, her parents encouraged her to try real estate, a profession both her mom and grandmother thrived in. With her dad also working in the industry as a builder and developer, Stacie was confident she could succeed in this profitable business and earned her license in 2014.

Stacie states, "I started my real estate journey by working on a team under Allen Tate

REALTORS® on the Yukich Team. Initially, I aimed to sell one to three homes in my first year, but I ended up selling 36!"

Stacie appreciated working closely under John Yukich and other fellow brokers who taught her how to hone her skills.

"When I first got my license, I didn't know who to contact, let alone how to even write a contract! I called John for guidance since he was Michael and I's REALTOR when we bought our first home. He immediately took me under his wing. I will always credit John for making me the agent I am today. I've often referred to him as my 'real estate dad.' He taught me the bulk of everything I know. It was quite the firehose initially, but he gave

me so much confidence as a new agent and was always there to answer my questions."

With much thought and consideration after having a few successful early years in her career on a top-producing team, Stacie transitioned to become an independent agent with Allen Tate REALTORS®. Word got out about her hard work and success as an agent, and soon, she was recruited by a few different agencies. Ultimately, she decided to work for RE/MAX Moves in 2017.

The beginning of Stacie's real estate career proved to be a bit challenging when balancing her personal and professional life; however, she learned to set the proper boundaries to be successful in the real estate



industry. In 2019, she achieved her biggest volume of just under \$14 million with no assistance, all while not missing one baseball game, karate belt testing, or bedtime story. Keeping sight of the most important things in life is the key to Stacie's success.

Stacie does her best to highlight not only the homes she lists but also the beautiful and growing area of the Upstate and what it has to offer. She aspires to be the area's go-to agent for all things home-related. "I'm here to help you no matter if you need to buy or sell or if you need help picking a paint color, who to call when you have a roof leak, or even if you need ideas on where to take the family on a gorgeous Saturday. I'm a one-stop shop!"

"It has been special to be a part of many families' home-buying and selling journeys. It's humbling to assist in the largest asset and investment most people will ever make in their lifetime. Real estate is a personal experience, and it is truly an honor to help others find their little slice of earth to call home."

#### MAKING EACH MOMENT COUNT

Not only is she an outstanding real estate advisor, but Stacie is a cheerful giver in her community. She proudly supports the Upstate charity Let There Be Mom, a non-profit organization dedicated to helping parents with terminal illnesses preserve a legacy for their children.

"Home is so much more than a house. When the heart of the home is terminally sick, it can be so hard on children and the rest of the family. I love how this organization works hard to help these families through challenging times."

Stacie enjoys her Upstate life with her husband and best friend, Michael, and their 12-year-old son, Bennett. The Thompson trio enjoys the outdoors along with their two labs, Huckleberry and Finnegan. They love riding 4-wheelers, fishing, hiking, and boating on Lake Hiwassee at their family cabin in Western North Carolina. Stacie and Michael are proud supporters of their son, who shoots competitively in the world of sporting clays



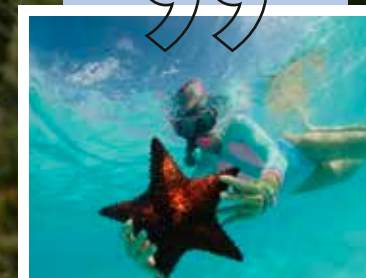
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are your brand.

People hire

**YOU.**

Always be your authentic self.



for the Clinton House Shell Shockers. "He's a pretty good shot, and I love watching him do what he loves!" They also enjoy traveling to fun and exotic locations like the jungles of Costa Rica or taking a week to live aboard a catamaran in the Bahamas!

When she isn't thrifting, decorating, traveling, or practicing her photography, Stacie is an active Daughter of the American Revolution. She was officially inducted into the society in 2019 after her aunt did extensive genealogy research about her family and discovered that she is a descendant of multiple patriots who served to found America.

Grateful for her many years of success as a REALTOR®, Stacie is even more thankful that her hard work has greatly supported her family and

allowed her to spend quality time with them. In the end, the business, for Stacie, is all about helping families find the right place to call home so they, too, can build lasting memories. She hopes to teach up-and-coming agents that real estate is not just about the success of helping others but also about discovering who they are as REALTORS® and their niche.

Stacie concludes, "YOU are your brand. People hire YOU. Always be your authentic self. Don't be afraid to let your personality and your gifts shine through your career. Not everyone will want to work with you, and that's okay. We are not meant to be a part of everyone's real estate journey, but embrace the ones who embrace you, your knowledge, and your skills and give them your absolute best. If you do that, you can't lose."

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**REAL ESTATE:  
HER NEW  
HUSTLE**

Written By:  
Heather Spruill  
Photos By: Tres  
Dabney (True  
North Productions)



Jana Candler took a leap of faith and dove headfirst into an unfamiliar career that she successfully made her own. With a career volume of almost \$95 million, there is no doubt that she has and continues to navigate the real estate waters quite well. A newcomer to the Upstate would have no problem finding a #HomeWithJana.

**Discovering A New Path**

After working as a wedding and family photographer for over 18 years, Jana was ready for a career change. Capturing many loving and memorable moments on film and making lasting friendships was a joy, but she found herself missing out on her own family activities and

celebrations. One day, after chatting with a REALTOR® friend, she learned how flexible and beneficial the real estate business could be.

Jana states, “Growing up, I always wanted to serve people. Relocating to different homes during my childhood, I believe I understand more than anyone how difficult learning a new place can be. Attending 12 different schools would be daunting for any child and their family. I found a career that brings me fulfillment and gives others joy. Helping others from all walks of life to understand what they want and obtaining it is my ultimate goal.”

Jana earned her license in 2017 and began her real estate career on the Toates Team at Berkshire Hathaway C Dan Joyner REALTORS®. She successfully sold over \$11 million in inventory in her first year, making her a reliable and sought-after agent.

From the start of her journey, Jana has been happy to have strong leadership and guidance from Tim Toates and her broker, Donna Smith.

“The day I passed my real estate exam, a friend of mine asked me to help them move into their next chapter. Tim helped me every step of the way. He was very patient with my many questions and encouraged me when I felt doubtful. Thanks to him, I successfully closed that sale. And Donna is my rock! She is so knowledgeable and truly cares for me.”

After two years of gaining experience and developing her skills in sales, she became an independent REALTOR® under the same brokerage. With a friendly, enlightening, and supportive office culture, Jana saw no reason to leave the company.

Knowing how tough it is to feel at home in one’s home, Jana couldn’t imagine doing anything better than working in real estate. From helping her clients downsize or expand to relocating or developing their property portfolios, it has been her pleasure to help her Upstate community find the right address to call home.

“My clients’ stories motivate me to do my absolute best for them and their families. Being a part of their journey is humbling, and I don’t take it for granted.”

**Making Time For What’s Important**

Though her success has made many proud, no one is more supportive of Jana’s dreams than her husband, Kyle.

“We met and fell in love in two weeks, were engaged in two months, and married ten months later. In March, we will have been married for 22 years. He believes in me and supports me in whatever I choose to do. He is amazing!”





“

SALES AND COMMISSIONS WILL COME,  
ONLY IF YOU PRIORITIZE YOUR CUSTOMERS  
INTERESTS OVER YOUR OWN. ”

Jana and her husband have raised two wonderful children: Maddie, a hairstylist working for The Glade Salon, and Bennett, a Varsity baseball player at Eastside High School. Jana and her family love traveling together when they are not busy enjoying sightseeing, parasailing, pickleball, kayaking, and many other fun activities. As baseball fans, they show much love to their favorite team, the Atlanta Braves. Their furbabies, Sandy, a Goldendoodle, and Wrigley, a Yorkie, bring joy to the Candler household. They enjoy entertaining their friends and family whenever they can.

Jana and her family are also involved with their church, Taylors First Baptist Church, where she and her husband sing in the choir and teach

a life group that caters to teaching young adults about discipleship and how to grow in their faith.

When it is time for Jana to destress from work and all it entails, she takes up watercolor painting and painting by number. And she still does photography, which gives her another creative outlet from the real estate business.

Working in an industry like real estate has allowed Jana to provide for her family and create memories that will last a lifetime.

“I don't measure success by how much inventory I sell, but more by whether I am enjoying what I'm doing and being able to support our family.”



Despite her many achievements after only seven years in the business, Jana remains humble and eager to help those new to the community or those ready for a change find what they are looking for. She also hopes to advise new agents on how to make a one-of-a-kind career their own.

Jana concludes, “Always think of your client's best interest. Sales and commissions will come, only if you prioritize your customers interests over your own. And one more thing: there is no way to know everything about real estate. It's imperative that you be open to learning something new every single day.”



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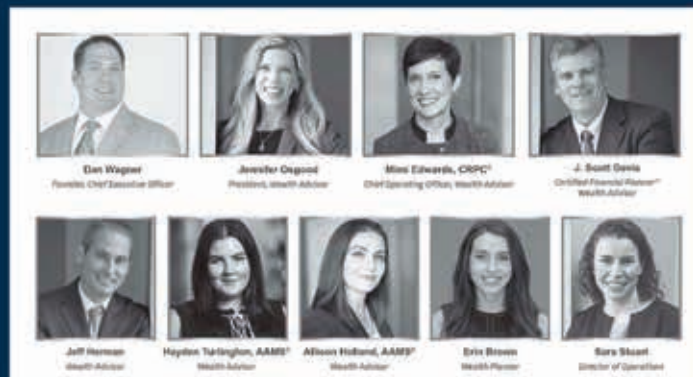
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