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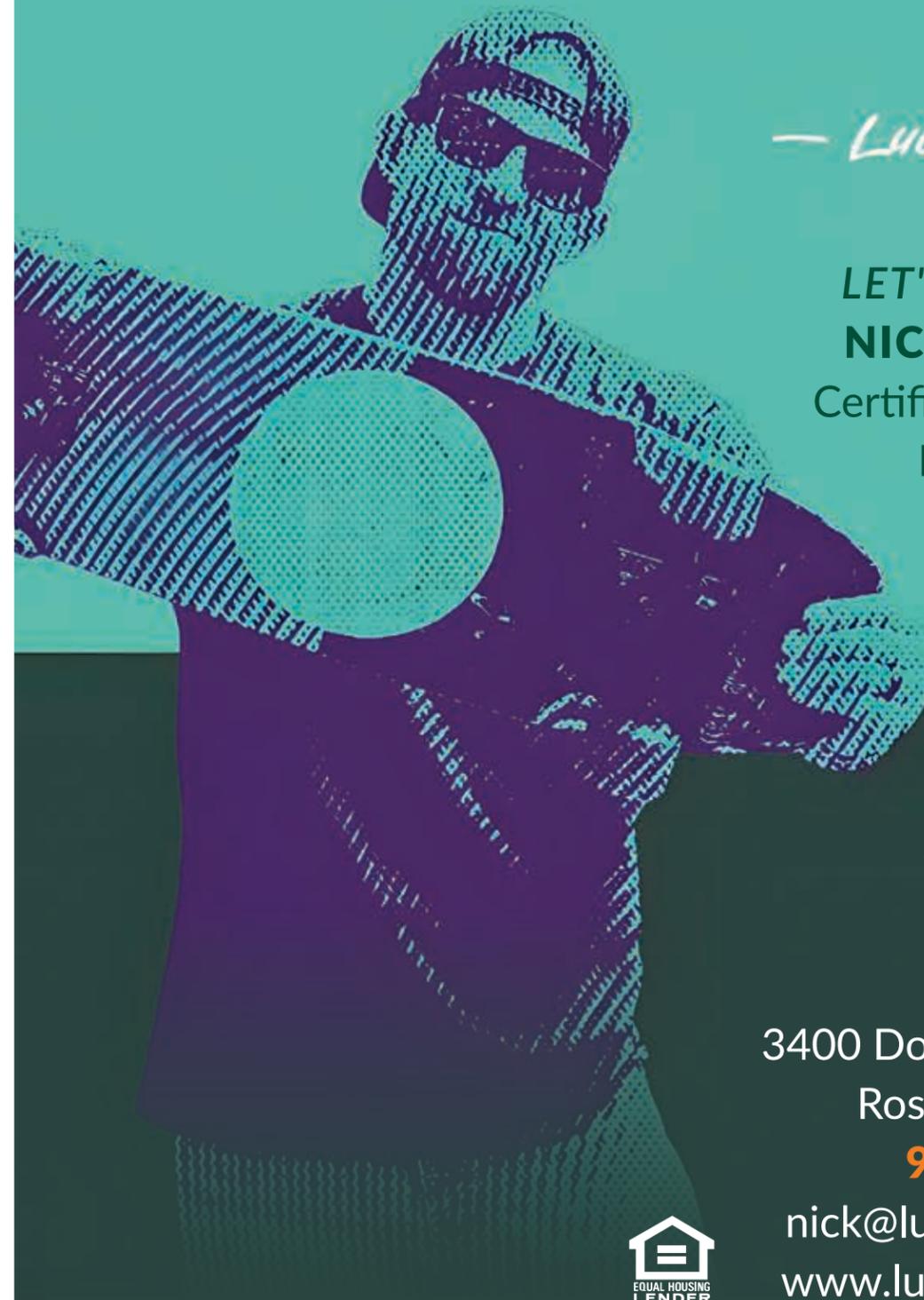
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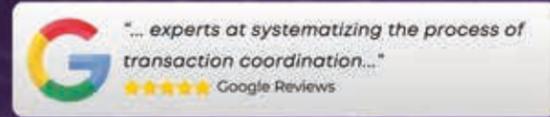


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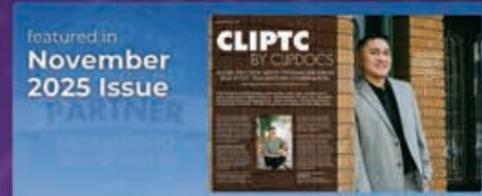
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A Q&A with **Jamie Furlong,** Managing Partner at Legacy Investments & Real Estate and a recognized leader in the passive real estate space.



In a market where listings are competitive and investor clients are more strategic than ever, DST University is positioning Sacramento agents to have smarter conversations around 1031 Exchanges, tax deferral strategies, and Delaware Statutory Trusts (DSTs).

Following her participation in the Roundtable event, we sat down with Jamie to discuss why education around passive exchange strategies matters to today's clients and how this knowledge helps top producers operate at a higher strategic level.

understand how they work, you're potentially missing opportunities for your clients and your business.

Q: How can agents become educated on passive exchange strategies like DSTs?

The most efficient place to start is attending DST University through Legacy Investments & Real Estate. Designed to be the only course you'll need, this comprehensive educational program equips real estate professionals with advanced knowledge of Delaware Statutory Trusts (DSTs) and their role within 1031 Exchanges. The program focuses on helping agents think like investors, elevate listing conversations, and expand opportunities within their existing databases.

Q: Who should attend DST University?

Any real estate professional or advisor that is interested in expanding their business and serving clients at a higher level. Basically, if you've ever had a seller say, "I'd list if I didn't have



Q: Why does this education matter right now?

Because the investor landscape has changed. We're seeing more landlords who are tired of active management and considering retirement, more long-term owners that are looking for cleaner estate planning solutions, and more investors concerned about capital gains exposure. These clients feel stuck and are waiting to be presented with a solution.

Passive exchange strategies like Delaware Statutory Trusts (DSTs) address these issues and have gained significant popularity as a 1031 replacement option. If you don't



to pay so much in taxes," this education is for you.

Q: What will attendees actually walk away with?

Our "graduates" walk away with both strategic knowledge and practical tools they can immediately apply.

They gain the confidence to navigate conversations around tax deferral, passive income strategies, and long-term planning. They also develop sharper insight into investor motivations and learn how to identify opportunities within their own database.

Beyond education, they gain access to business-building tools, ready-to-implement marketing strategies, and Legacy's experienced advisory team to help attract and serve high-value, tax-conscious clients.

Q: How does this knowledge directly benefit agents?

It creates differentiation. The ability to discuss multiple exit strategies with your client immediately elevates the conversation and builds trust. Sellers feel like you're protecting their equity, not just marketing their property.

As markets shift and tax laws evolve, investor needs become more complex. The agents who stay ahead are the ones who think beyond the transaction and position themselves as strategic advisors.

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In just four years, Sylvia Nguyen has built a real estate career defined by determination, discipline, and genuine connection. A Sacramento native and first-generation American, Sylvia entered the industry without experience or built-in connections — but with an entrepreneurial spirit and an unwavering belief in her ability to succeed. Today, with nearly \$26 million in career sales and a rapidly growing presence both locally and online, she is proving that consistency, heart, and strategy can accelerate success. We sat down with Sylvia to talk about her journey, her mindset, and what truly drives her in this next chapter of growth.



PHOTOS SUBMITTED BY SYLVIA NGUYEN

How many years have you been a real estate agent?
4

What did you do before you became a REALTOR®?
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What is your career volume as a REALTOR®?
43 sold - \$25,577,949

What was your total volume last year?
11 sold - \$7,206,000

What awards have you achieved as a REALTOR®?
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What are you most passionate about right now in your business?
I'm most passionate about educating and empowering my clients so they feel confident at every stage of the real estate process. With the market evolving, I love helping buyers and sellers understand their options, make smart decisions, and feel genuinely supported—not pressured—from start to finish.

What has been the most rewarding aspect of your business?
The most rewarding part of my business is advocating for my clients and helping them reach milestones that truly impact their lives. Whether it's a first home or a strategic move, being a trusted advisor during such meaningful moments—and guiding them with clarity and care—is incredibly fulfilling.

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What has been your biggest challenge as a REALTOR®?

Early on, my biggest challenge was learning to balance growth with consistency. Building a strong foundation meant staying

disciplined, refining my systems, and trusting the process while maintaining a high level of service.

How does real estate fit into your dreams and goals?

Real estate fits into my goals by giving me the platform to continually grow, lead, and create lasting value for my clients and community. It's a career that rewards consistency, integrity, and meaningful relationships.

What is your favorite part of being a REALTOR®?

My favorite part of being a REALTOR® is the friendships

I build along the way. As a Sacramento native, there's nothing more rewarding than helping people in my community achieve the American dream of homeownership.

How do you define success?

I define success by knowing I'm making a difference—for my clients, my community, and myself. For me, it's not just about transactions; it's about growth, relationships, and feeling proud of the work I do every day.

Did you see yourself becoming this successful when you first began your career?

When I first started, I had no experience in real estate and no connections in the industry, and my first five months didn't bring much income. But as a business owner at heart, I knew that with focus, hard work, and determination, I could achieve whatever I set my mind to. By the end of my first year, I sold \$7,206,000—a milestone that completely changed my life and reinforced my belief in what dedication can accomplish.

To what would you attribute your rapid success in the industry?

I attribute my rapid success to a combination of determination, hard work, and a mindset that treats my real estate career like running a business. I was committed from day one to learning the market, building relationships, and providing value to every client. By staying focused and consistent, I was able to turn challenges into opportunities and achieve results beyond what I initially imagined.

What sets you apart?

What sets me apart is that I combine heart, strategy, and reach—serving my clients with care while leveraging 400,000 TikTok followers and 35,000 Instagram followers to give



every listing/purchase maximum exposure and results.

What are your future goals and your plan for obtaining them?

My future goals are to continue growing my business while deepening the relationships I have with my clients and community. I plan to achieve this by staying educated on market trends, providing exceptional service, and building a team that shares my values of integrity, care, and client success. Ultimately, my goal is to help more people achieve their dreams of homeownership while creating a lasting impact in Sacramento.

What advice or recommendations would you give to agents just starting out?

My advice to agents just starting out is to treat real estate like a business from day one. Focus on learning, building relationships, and showing up consistently for your clients. Success doesn't happen overnight, but with perseverance, integrity, and a genuine desire to help people,

you can build a career that's both rewarding and lasting.

Tell us about your family.

I'm a first-generation American—my parents both became U.S. citizens and owned their own small business. We didn't grow up with much, but my siblings and I made the most of what we had. The unwavering support of my family is what drove me to change the trajectory of my life and turn challenges into opportunities—truly making lemonade out of lemons. Their example taught me hard work, resilience, and the importance of giving back, which guides me in both my personal life and my career.

Are there any charities or organizations you support?

One of my go-to organizations is Fortunate Feast here in Sacramento, run by my closest high school friend.

Every year, we sponsor and volunteer to feed and clothe those in need during the holidays. Seeing the joy on kids' faces and the relief and gratitude of their parents—giving them something to look forward to—is truly the highlight. From fundraising and toy drives to bike giveaways, it's an incredible way to give back, come together with lifelong friends, and we encourage anyone to participate in whatever way they can.

What are your hobbies and interests outside of the business?

Outside of real estate, I love getting lost in a good audiobook, experimenting with home-cooked meals, and staying active with Pilates. I also cherish quality time with my family/ friends, and my two playful puppies, who keep life fun, grounded, and full of joy. I try to savor the little moments—whether it's a quiet morning coffee, a walk around Sacramento, or a spontaneous date night.

In closing is there anything else you would like to share?

Every day in real estate reminds me how meaningful this work can be—helping families plant roots, guiding clients through important milestones, and connecting with my community in ways that truly matter. I'm excited to keep growing, learning, and making a difference in the lives of the people I serve.

I'd love readers to know that real estate, for me, is about people first. Every client, every transaction, and every connection is an opportunity to make a positive impact. I take pride in being a trusted guide, problem solver, and advocate—helping families and individuals not just buy or sell a home, but create meaningful moments and build a foundation for their future.



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BY CHRISTINA KITCHEN
PHOTOS BY OLHA MELOKHINA PHOTOGRAPHY

Building Relationships That Last

The Story of Tyler Chicourrat

For Tyler Chicourrat, real estate has never been just about transactions, numbers, or titles. It has always been about people, relationships, and creating meaningful experiences. As the Founder of The Chicourrat Team, Tyler has built a successful business rooted in service, authenticity, and community. These values were shaped by his upbringing, professional journey, and personal life.

Born and raised in Auburn, California, Tyler grew up surrounded by family and close-knit friendships. Raised on five acres and later moving to Lake of the Pines, he learned early on the importance of connection and community. “Family is first,” he says, a belief that continues to guide both his personal life and professional philosophy.

After graduating from Bear River High School in 2007, Tyler attended San Diego State University, where he majored in Hospitality and Tourism Management with a minor in Spanish. During a study abroad experience in Madrid, Spain, he discovered a passion for travel and culture. That global perspective would later influence how he approached business and relationships.

Following college, Tyler joined Hyatt’s management training program in Orlando. While it was a strong career opportunity, it did not align with his long-term goals. After applying for internal promotions three times and being turned down, he realized he did not want to spend decades climbing a corporate ladder. Instead, he chose to take a leap of faith. He traveled and worked in Australia, New Zealand, and Southeast Asia, gaining life experience, confidence, and resilience along the way.

When Tyler returned home in 2014, he found himself at another turning point. After briefly considering



a recruiting position in the Bay Area, he decided to return to Auburn and start fresh. He moved back in with his parents and focused on rebuilding. During that time, a seasoned real estate professional took him under her wing and became his mentor. In 2015, Tyler officially launched his real estate career.

At first, his interest in real estate was driven by investing. He envisioned flipping homes and building rental properties. In his first year, he purchased a triplex, an achievement he remains proud of today. As he gained experience, his focus shifted toward serving others. What began as an investment journey quickly grew into a relationship-driven business.

Nearly eleven years later, Tyler leads The Chicourrat Team, which closed just over \$32 million in volume and 55 transactions last year. Despite this success, he remains grounded in his original purpose.

“What I find most fulfilling is the relationships we get to build,” Tyler explains. With a background in hospitality, he places a strong emphasis on client experience and trust. Few moments are more meaningful to him than when new clients reach out

through referrals from past clients. To Tyler, that represents the highest compliment.

His business philosophy centers on three key principles: involvement, growth, and service. He stays active in local real estate associations and community initiatives. He invests in coaching and professional development, believing that personal growth directly impacts professional success. Above all, he views real estate as a service profession, not a sales industry.

“I truly believe our business is more about service than sales,” he says.

This mindset also shapes how he leads his team. Although he never planned to build a team, he now feels deeply grateful for the group he works alongside. His goal is to remain “small but mighty,” focused on collaboration, quality, and continuous improvement.

Outside of work, Tyler’s greatest pride is his family. He rekindled with his now wife, Emily, at the Auburn Rodeo in 2017, and they have been married for five years. Together, they are raising two sons, with a third child on the way. From outdoor adventures to monster truck shows and golf practice, family time is a top priority.



becoming a musician still lives quietly in his heart, reminding him to stay creative and curious. One quote that deeply resonates with him reads, “Twenty years from now you will be more disappointed by the things you did not do than by the ones you did... Explore. Dream. Discover” It reflects his belief in taking risks and pursuing meaningful goals.

To Tyler, success is simple: a happy, thriving family and time freedom. The best advice he has received is to never stop growing. He remains a strong advocate for coaching and lifelong learning, believing that investing in yourself is one of the most valuable decisions you can make.

Perhaps most meaningful is how Tyler hopes to be remembered. He does not want to be known simply as a successful Realtor. He wants to be remembered for how he made people feel. He strives to be someone others can trust, confide in, and connect with on a deeper level. To make a lasting impact on those he gets to surround himself with.

In recent years, Tyler has also worked through moments of self-doubt and imposter syndrome. Being featured in Real Producers carries special meaning for him. It represents years of effort, growth, and perseverance. With humility and gratitude, he thanks the mentors, colleagues, and family members who supported him, even when he struggled to believe in himself. As a believer, he knows that God’s hand is involved in all of his pursuits.

Looking ahead, Tyler sees a future full of opportunity. Personally, it’s foundational to him that he stays present in his family life with his wife and kids, with the demands that real estate can bring. Professionally, he plans to grow as a leader and further elevate his team’s impact within the community.

Through it all, Tyler Chicourrat remains focused on service, relationships, and integrity. His story is a reminder that true success in real estate, and in life, is built not just on numbers, but on heart.



“ - -
Family
is first.
” - -

Balancing a demanding career with fatherhood has not always been easy, but it has shaped his perspective. He works hard to remain present and intentional, knowing that time with his children is irreplaceable.

When he is not working, Tyler enjoys golfing, spending time outdoors, relaxing in his yard, listening to live music, and chilling with family & friends. A lifelong dream of



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Will Sayre | County Manager



Will has been a dedicated part of Chicago Title since 1991, beginning in entry-level roles and steadily taking on greater responsibilities over the years. In 2010, he took on leadership of Chicago Title in the Sacramento Valley, guiding the group through changing markets while keeping the emphasis on doing right by clients, partners, and team members alike.

What drives him most is the belief that a strong, positive culture is the foundation of everything else. He works hard to create an environment where people feel valued, heard, and empowered to grow—whether that's helping someone advance their career, supporting work-life balance, or simply encouraging open communication. His approach to leadership is straightforward:

"Show up consistently, listen more than you speak, and do whatever you can to help those around you reach their own goals and aspirations."

Terra Fletcher | Escrow Manager

Terra Fletcher has 26 years of industry experience and a career built on hands-on escrow expertise. Having spent most of her background as an Escrow Officer, she brings a practical, empathetic perspective to leadership and stays closely connected to the teams she supports. In management since 2012, Terra focuses on developing talent, strengthening processes, and building consistent, high-performing escrow operations that help transactions move smoothly.

Known for being present, involved, and committed to mentorship, Terra takes pride in helping others grow and succeed—creating a service culture that real estate professionals can count on. A member of the Sacramento community since 2001, she values the relationships that make local business thrive. Outside of work, Terra enjoys crafting and spending time with her husband, kids, grandkids, and her dog, Lexi.

"Leadership is accountability with heart — setting the standard while investing in the people who uphold it."



Kelly Fontes-Hyde | Sales Manager



Kelly Fontes-Hyde brings 26 years of Chicago Title experience—and a lifelong Sacramento connection—to her role leading and supporting high-performing teams. She began her career as a receptionist and grew within the company by learning the business from the ground up, giving her a practical understanding of what real estate professionals need to keep escrows moving and clients confident.

Born and raised in Sacramento, Kelly credits her leadership style to how she was raised—surrounded by three older brothers and a family rooted in football. With a father who coached for 42 years and three uncles who coached in the NFL, she learned early the value of preparation, accountability, and teamwork—principles she brings to every partnership and to the teams she oversees.

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Leading With Integrity

Donna Marie Nowlin's

38-Year Journey in Title & Escrow



BY CHRISTINA
KITCHEN
PHOTOS BY
SARAH NELSON
PHOTOGRAPHY

By the time Donna Marie Nowlin looks back on her career, the throughline is clear: integrity, resilience, and an unwavering commitment to people. As Vice President and County Manager for Greater Northern California at Fidelity National Title, a Fortune 313 company, Donna Marie's story is not one of a carefully scripted career plan, but rather a testament to saying yes to opportunity, learning continuously, and leading with heart.

Donna Marie was born at Travis Air Force Base and raised with values rooted in discipline, responsibility, and respect. After graduating high school, she attended college while beginning what would become a lifelong career in the title, escrow, and lending industry. Like many great careers, hers started unexpectedly. A friend introduced her to the business when she was young and simply needed a job. At the time, she had no idea what title and escrow even meant. Thirty-eight years later, she is still here—now leading at the highest levels of the organization.

That willingness to step into the unknown shaped everything that followed. Over the decades, Donna Marie held many positions across the industry, each one building on the last. Her journey was not without challenges, but she credits those very obstacles with shaping who she is today. "Each challenge taught me lessons I might never have learned otherwise," she says. "Those experiences helped me grow into the role I hold today."

A pivotal moment in her career came when she was offered the county manager position—a goal she had long aspired to. It was a proud and rewarding milestone, but also one that demanded



more of her as a leader. Managing multi-county operations requires not only technical expertise but also vision, discipline, and empathy. Today, Donna Marie oversees nine counties, focusing on compliance, operational leadership, strategic relationship management, and risk mitigation. It's a level of responsibility that few in the industry carry, and one she approaches with both confidence and humility.

What sets Donna Marie apart is not just what she does, but how she does it. She believes strongly in leading by example and supporting her team at every level. Helping others achieve their goals and advance their careers is what she finds most fulfilling about her work. To Donna Marie, leadership is not about authority—it's about service. It's about creating an environment where people feel supported, valued, and empowered to do their best work.

*"Success is not final; failure
is not fatal: it is the courage
to continue that counts."*

— Winston Churchill



“Whenever we can get together and simply relax, it’s the most rewarding experience for me.”



Her leadership philosophy is deeply tied to her personal values. Integrity, teamwork, and exceptional service are not just words to her—they are daily practices. She is intentional about building strong relationships and ensuring that every client feels confident and cared for throughout the process. In an industry where details matter and trust is everything, Donna Marie understands that how you show up matters just as much as the outcome.

That mindset is reflected in her favorite quote:

“Success is not final; failure is not fatal: it is the courage to continue that counts.”
— Winston Churchill

For Donna Marie, this speaks to perseverance, character, and the courage required to lead.

Outside of work, Donna Marie’s greatest pride and achievement is her family. She has been married for nearly 39 years and is the mother of three children—two daughters and one son. With her children living in different areas, time together is especially meaningful. “Whenever we can get together and simply relax, it’s the most rewarding experience for me,” she shares. Family remains her favorite way to spend time when she’s not working, grounding her, and reminding her why balance and perspective matter.

When asked to define success, Donna Marie’s answer reflects the depth of her character. Success, to her, is about living with compassion and honesty, treating people with respect, and doing what’s right—even when it’s hard. It’s about making a positive impact on others and staying true to your values, not just achieving professional milestones.

The best advice she has ever received aligns perfectly with that definition: never stop learning and always lead with integrity. Relationships and

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trust, she believes, are the true foundation of success. Titles may change, but character endures.

Looking ahead, Donna Marie envisions a future filled with both personal and professional growth. Personally, she looks forward to traveling, spending more time with her family, and creating memories around life’s simple moments. Professionally, she remains committed to growing as a leader, supporting her team, and embracing new challenges that strengthen both the business and the relationships she has built over decades.

When all is said and done, Donna Marie hopes to be remembered as someone who led with integrity, treated people with kindness, and made a positive impact—both professionally and personally. Someone who cared deeply about others and always tried to do the right thing.

In an industry that is constantly evolving, Donna Marie Nowlin stands as a steady, trusted leader—proof that longevity, integrity, and genuine care for people are a powerful combination.

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FROM FIXERS TO FUTURES



HOW TAYLOR SCIGLIANO IS
REDEFINING REAL ESTATE IN SACRAMENTO

BY CHRISTINA KITCHEN • PHOTOS BY OLHA MELOKHINA PHOTOGRAPHY

When Taylor Scigliano entered the real estate industry in 2018, he didn't set out to simply sell homes. He set out to solve problems.

Today, as a licensed Realtor® with Michael Soares Real Estate, Keller Williams, and the owner of Cap City Construction LLC and Cash for Keys CA, Taylor has built a business that blends real estate, construction, and community impact into one seamless operation. His approach allows him to serve clients at every stage, whether they need a traditional listing, a fast cash sale, or a full renovation to unlock a property's true potential.

"I got into real estate because I loved the process," Taylor says. "But more than that, I loved helping people through one of the biggest decisions of their lives."

That mindset continues to guide everything he does.

A Personal Path Into Real Estate

Taylor's journey began close to home. A Sacramento native and graduate of Sacramento State, where he studied public relations, he had already owned and operated his own business before becoming an agent. That entrepreneurial foundation gave him an early understanding of customer service, accountability, and leadership.

But it was buying his own home that changed everything.

"I went through the process as a buyer first," he explains.





“I enjoyed it, learned a lot from it, and realized I wanted to help others experience that same sense of accomplishment.”

In 2018, he earned his real estate license and joined Keller Williams, where he began building his business with a long-term vision in mind alongside Michael Soares, a well-known Top Producer in Sacramento.

Building More Than Transactions

Since then, Taylor has completed more than 200 transactions in 2025 alone, earning the trust of clients throughout the Sacramento region. But he’s quick to point out that numbers alone don’t tell the full story.

“What is fulfilling for me is purchasing fixer homes and renovating them personally, and then finding a family to purchase and enjoy the newly remodeled home.”

Early in his career, Taylor recognized a gap in the market. Many homeowners were stuck with properties that needed major repairs, facing financial stress, inheritance issues, or difficult life transitions. Traditional listings weren’t always the best solution.

So he built something different.

Through Cap City Construction LLC and Cash for Keys CA, Taylor and his partner, Michael, created a model that allows clients to choose what works best for them: cash offers, renovation services, or full-service listings through Keller Williams.

“We offer everything at our clients’ fingertips,” Taylor explains. “Our goal is to remove stress, not add to it.”

A Full-Service, Problem-Solving Approach

What truly sets Taylor apart is his ability to integrate real estate and construction under one roof. Rather than sending clients to multiple vendors, he manages the process from start to finish.

This allows him to:

- Provide competitive cash offers
- Coordinate full remodels
- Prepare properties for resale
- Guide clients through traditional transactions
- Partner Flip their home

“I’d rather give people options than force them into one box,” he says. “Every situation is different.”

Over time, this approach has evolved into a large-scale fix-and-flip operation that not only helps homeowners move forward but also revitalizes entire neighborhoods.

“We’re not just flipping houses,” Taylor says. “We’re restoring homes and creating places where new families can build memories together.”

The Mindset Behind the Success

Taylor credits much of his growth to discipline and consistency. His favorite quote reflects that philosophy: “In order to become the 1%, you must do what the other 99% won’t.”

For him, that means working when others rest, staying focused when distractions arise, and continuously investing in his personal and professional development.

He also lives by the advice that has shaped his leadership style: “Do not live your life. Lead your life.”



“
Do not
LIVE
your life.
LEAD
your life.”

"I take that seriously," he says. "You have to be intentional about your time, your goals, and the people you serve."

That intentionality shows up in how he runs his business, mentors others, and plans for the future.

Family as the Foundation

Despite his busy schedule, Taylor's greatest priority is his family. He is a devoted husband, father to a young son, and stepfather to two daughters.

"When I'm not working, I'm with my family," he shares. "That's where I recharge." His definition of success reflects that balance.

"Success is having the time and ability to do what you want, when you want, and how you want," he says.

Looking ahead, Taylor is focused on expanding and growing The Michael Soares Team Real Estate Business, purchasing more homes to rehab, and also getting into new home construction and development. At the same time, he remains committed to being present for his son, through every win and every setback.

"I want to be there to guide him through it all," he says. "That matters more than anything."



“

We're restoring homes & creating places where new families can build memories together.”

Leading With Positivity and Purpose

When asked how he wants to be remembered, Taylor doesn't hesitate. "As a positive person."

That positivity defines his relationships with clients, colleagues, and partners. In an industry that can be stressful and unpredictable, he strives to be a steady, trustworthy presence.

"I know people are often coming to me during tough moments," he says. "My job is to make things easier, clearer, and better for them."

Through his work as a Realtor® and as a construction and investment leader, Taylor Scigliano has built more than a business. He has built a platform for transformation, helping families move forward, restoring communities, and creating opportunity where others see obstacles.

And as he continues to grow, one thing remains constant: his commitment to serving with integrity, leadership, and heart.



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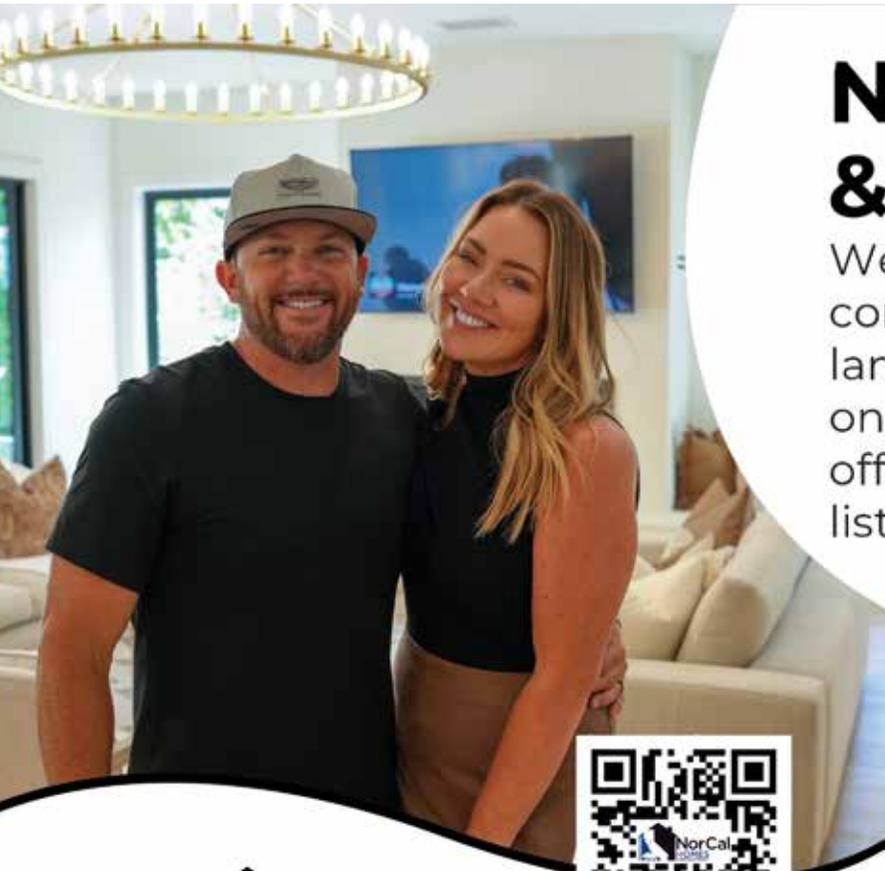


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