

SAMPLE COMPANY INTRODUCTION ORIENTATION REQUEST LETTER Full Version

Sample Company Introduction Orientation Request Letter is a vital document used by organizations to formally request an introductory or orientation session from potential partners, clients, or new employees. This letter serves as an initial point of contact that sets the tone for future collaborations, providing a professional approach to establishing relationships and sharing essential company information. Whether you are reaching out to a new client, onboarding a new employee, or introducing your business to a potential partner, crafting an effective orientation request letter can significantly impact the success of your communication.

In this article, we will explore the essential elements of a **sample company introduction orientation request letter**, discuss how to structure it properly, and provide tips on optimizing your letter for SEO relevance to ensure it reaches your intended audience effectively.

Understanding the Purpose of a Company Introduction Orientation Request Letter

Why Use an Orientation Request Letter?

A company introduction orientation request letter is designed to:

- Establish initial contact with a recipient
- Introduce your company's background, mission, and values
- Request an opportunity to present your organization's offerings or policies
- Begin building a professional relationship or partnership

Using this formal communication helps demonstrate professionalism, respect, and clarity of purpose. It also provides a written record of requests and agreements, which can be useful for future reference.

When is an Orientation Request Letter Necessary?

This type of letter is typically required in situations such as:

- Introducing your company to new clients or vendors

- Requesting a corporate orientation session with new employees
- Seeking permission to conduct a site tour or presentation
- Proposing a partnership or collaboration with other organizations

Properly timing and tailoring your letter ensures that your message aligns with your objectives and the recipient's expectations.

Key Components of a Sample Company Introduction Orientation Request Letter

1. Clear and Professional Heading

Begin your letter with a professional header that includes:

- Your company's name and address
- The date of the letter
- Recipient's name and address

This information helps establish credibility and clarity from the outset.

2. Formal Salutation

Use an appropriate greeting such as:

- Dear Mr./Ms. [Last Name]
- Dear [Recipient's Position or Department]

Personalize the salutation whenever possible to foster a respectful tone.

3. Introduction Paragraph

In the opening paragraph:

- Introduce your company briefly
- State the purpose of your letter clearly
- Express your interest in establishing a relationship or conducting an orientation

Example:

"We are pleased to introduce [Company Name], a leading provider of [industry/service], and would like to request an opportunity to present our offerings and discuss potential collaboration."

4. Body of the Letter

This section should elaborate on:

- Your company's background, mission, and core values
- The specific kind of orientation or presentation you are seeking
- Any proposed dates or times for the session
- How the orientation benefits the recipient or aligns with their interests

Be concise yet informative, highlighting the relevance of your request.

5. Call to Action

Encourage the recipient to respond by:

- Requesting a meeting or confirmation
- Providing your contact details for follow-up
- Offering flexibility regarding scheduling

Sample phrasing:

"We would appreciate the opportunity to meet at your convenience. Please feel free to contact us at [phone number] or [email address] to arrange a suitable time."

6. Closing Paragraph

Express appreciation for their time and consideration. Reinforce your enthusiasm for potential collaboration.

7. Formal Closing and Signature

End with a professional closing such as:

- Sincerely,
- Best regards,

Followed by your name, position, and contact information.

Sample Company Introduction Orientation Request Letter Template

Below is a customizable template to guide you in drafting your own letter:

``plaintext

[Your Company Name]

[Your Company Address]

[City, State, ZIP Code]

[Email Address]

[Phone Number]

[Date]

[Recipient?s Name]

[Recipient?s Position]

[Recipient?s Company/Organization]

[Recipient?s Address]

[City, State, ZIP Code]

Dear [Recipient?s Name],

I hope this message finds you well. My name is [Your Name], and I am the [Your Position] at [Your Company Name]. We are a [brief description of your company], committed to [your mission or core values].

We are reaching out to request the opportunity to conduct an orientation session with your team to introduce our organization, discuss our services/products, and explore potential collaborations that could benefit both parties. We believe that establishing a strong understanding of our capabilities could foster a mutually beneficial relationship.

We would be pleased to arrange a meeting or presentation at a time convenient for you. Please let us know your availability, or feel free to suggest a date that suits your schedule. We are flexible and eager to accommodate your needs.

Thank you very much for considering our request. We look forward to the possibility of working together and sharing more about [Your Company Name].

Please do not hesitate to contact me directly at [your phone number] or [your email address] for further discussion.

Sincerely,

[Your Name]

[Your Position]

[Your Company Name]

[Your Contact Information]

...

Tips for Writing an Effective Sample Company Introduction Orientation Request Letter

1. Keep the Tone Professional and Respectful

Use polite language and maintain a professional tone throughout your letter to create a positive impression.

2. Be Concise and Clear

Avoid unnecessary jargon or lengthy explanations. Clearly state your purpose and what you are requesting.

3. Personalize Your Letter

Whenever possible, address the recipient by name and tailor the content to their specific organization or needs.

4. Highlight Mutual Benefits

Emphasize how the orientation or collaboration can be advantageous for both parties.

5. Proofread Before Sending

Ensure your letter is free of grammatical errors and typos to uphold professionalism.

Optimizing Your Company Introduction Orientation Request Letter for SEO

To maximize the visibility and impact of your sample company introduction orientation request letter, consider the following SEO strategies:

- Use relevant keywords naturally within the content, such as "company introduction letter," "orientation request template," or "formal request for orientation."
- Incorporate these keywords in headings and subheadings to improve search engine ranking.
- Create a downloadable template or sample letter that users can access, providing backlinks to your site.
- Share your example on business-related forums or professional networks with appropriate tags and keywords.
- Ensure your webpage or article includes meta descriptions and alt text that incorporate targeted keywords.

By doing so, your content will be more discoverable by individuals searching for sample letters, templates, or guidance on how to craft an effective company introduction orientation request letter.

Conclusion

A well-crafted **sample company introduction orientation request letter** is an essential tool for establishing professional relationships, onboarding new clients, or initiating collaborations. By understanding its key components?such as a clear introduction, a compelling body, and a polite call to action?you can create effective correspondence that opens doors for future opportunities. Incorporating SEO best practices ensures that your sample letters and templates reach a broader audience, increasing the chances of successful engagements.

Remember to personalize your letter, maintain professionalism, and clearly articulate your purpose. Whether you're reaching out for a corporate orientation, partnership, or client introduction, a thoughtfully written request letter can set the stage for fruitful and lasting business relationships.

Sample Company Introduction Orientation Request Letter: A Comprehensive Guide

When onboarding new partners, clients, or stakeholders, the importance of a well-crafted sample company introduction orientation request letter cannot be overstated. This document serves as a formal communication that introduces your organization, outlines the purpose of the orientation, and requests participation or collaboration. Whether you're welcoming new vendors, inviting industry collaborators, or initiating a strategic partnership, understanding the nuances of drafting an effective orientation request letter is essential for establishing a professional relationship from the outset.

In this guide, we will explore the key components, structure, and best practices involved in creating a compelling sample company introduction orientation request letter, providing you with insights to streamline your communication process and foster positive engagement.

Understanding the Purpose of a Company Introduction Orientation Request Letter

Before delving into the specifics of how to craft such a letter, it's important to grasp its fundamental purpose:

- Introduce your company: Provide a clear, concise overview of your organization, including its mission, vision, and core activities.
- Explain the orientation: Clarify what the orientation entails?its objectives, content, and benefits.
- Request participation or support: Formally invite the recipient to participate in or support the orientation process.
- Establish professionalism: Set a tone of respect and seriousness to foster a positive initial impression.

A well-structured letter ensures clarity, demonstrates professionalism, and encourages the recipient to respond favorably.

Key Components of a Sample Company Introduction Orientation Request Letter

An effective orientation request letter typically comprises the following elements:

- Header and Contact Information
- Your company's name, address, phone number, email, and website.
- Date of the letter.
- Recipient's name, title, organization, and contact details.

- Salutation

- Address the recipient professionally, e.g., "Dear Mr./Ms. [Last Name]."

- Introduction Paragraph

- Briefly introduce your organization.
- Mention the purpose of the letter? requesting participation in an orientation.

- Company Overview

- Provide an in-depth introduction to your company.
- Highlight key aspects such as history, mission, values, and major achievements.

- Purpose and Details of the Orientation

- Explain the goals of the orientation session.
- Include details such as date, time, location (if physical), or platform (if virtual).
- Outline the agenda or key topics to be covered.

- Request for Participation

- Clearly state what you are requesting from the recipient.
- Mention any materials or information needed beforehand.
- Highlight the importance of their participation.

- Benefits for the Recipient

- Emphasize how the orientation will benefit them.
- Reinforce mutual goals or potential collaboration opportunities.

- Closing Statements

- Express appreciation for their consideration.
- Invite questions or further discussion.

- Signature

- Your name, position, and contact information.
- Formal closing, e.g., "Sincerely" or "Best regards."

Sample Structure of a Company Introduction Orientation Request Letter

[Your Company Letterhead or Contact Details]

[Date]

[Recipient's Name]

[Recipient's Position]

[Recipient's Organization]

[Organization Address]

Dear [Recipient's Last Name],

Introduction:

We are pleased to introduce [Your Company Name], a leader in [industry or field], committed to [mission statement or core purpose]. We are reaching out to invite you to participate in our upcoming orientation session designed to foster collaboration and mutual understanding.

Company Overview:

Founded in [year], [Your Company Name] has grown to become a reputable organization specializing in [services/products]. Our core values include [values], and our team is dedicated to delivering [specific goals or commitments]. Over the years, we have achieved [notable achievements], positioning us as a trusted partner in [industry or community].

Purpose of the Orientation:

The upcoming orientation aims to familiarize new partners and stakeholders with our company operations, strategic objectives, and partnership opportunities. It will also serve as a platform to discuss how we can work together effectively.

Details of the Event:

- Date: [Insert date]
- Time: [Insert time]
- Location: [Physical address or virtual platform link]
- Duration: [Approximate duration]
- Agenda Highlights:
 - Company overview and history
 - Strategic goals and initiatives
 - Collaboration opportunities
 - Q&A session

Request for Participation:

We would be honored to have you join us for this important session. Your insights and participation are invaluable as we seek to build a strong, mutually beneficial relationship. Please confirm your attendance by [RSVP deadline] and let us know if you require any special arrangements.

Benefits to You:

Participating in this orientation offers an opportunity to understand our operations intimately, explore partnership avenues, and align our mutual objectives for future success.

Closing:

Thank you for considering this invitation. Should you have any questions or require further information, please do not hesitate to contact me directly at [your contact information].

We look forward to the possibility of welcoming you and exploring collaboration.

Sincerely,

[Your Full Name]

[Your Position]

[Your Company Name]

[Contact Details]

Best Practices for Writing an Effective Sample Company Introduction Orientation Request Letter

- Be Clear and Concise: Avoid jargon and lengthy paragraphs. Make your purpose and requests straightforward.
- Personalize When Possible: Tailor the letter to the recipient to demonstrate genuine interest and respect.
- Maintain Professional Tone: Use formal language and proper salutations throughout.
- Highlight Mutual Benefits: Emphasize how participation aligns with the recipient's interests or goals.
- Include Call to Action: Clearly specify what you want the recipient to do next, such as confirming attendance.
- Proofread: Ensure the letter is free from grammatical errors and typos to maintain professionalism.

Final Tips for Drafting Your Sample Company Introduction Orientation Request Letter

- Use a professional letterhead or branding to reinforce your company's identity.
- Attach relevant documents like agendas, brochures, or presentations if necessary.
- Follow up with a phone call or email if you do not receive a response within a reasonable timeframe.
- Keep a copy of the sent letter for your records and future reference.

Conclusion

A sample company introduction orientation request letter is a vital tool in establishing new professional relationships, facilitating effective onboarding, and setting the tone for collaborative endeavors. By understanding its core components, employing a professional tone, and clearly articulating your purpose and expectations, you can craft compelling letters that resonate with recipients and encourage positive engagement.

Remember, the key is professionalism, clarity, and mutual benefit?elements that lay the foundation for fruitful partnerships and successful organizational growth. Whether you're reaching out to new stakeholders or welcoming partners, a well-structured orientation request letter is your first step

toward building strong, lasting connections.

Question What is a sample company introduction orientation request letter? A sample company introduction orientation request letter is a formal document sent to request an orientation session for new employees or partners, introducing the company's background, policies, and expectations. **Why should I use a sample orientation request letter for my company?** Using a sample orientation request letter helps ensure clarity, professionalism, and completeness in your communication, making it easier to request and organize orientation sessions effectively. **What key details should be included in a company orientation request letter?** The letter should include the recipient's contact information, a clear request for orientation, proposed dates and times, purpose of the orientation, and contact details for follow-up. **How can I customize a sample company orientation request letter?** You can personalize it by adding specific company details, tailoring the tone to your audience, and including any particular topics or materials needed for the orientation session. **When is the best time to send an orientation request letter?** Ideally, send the request well in advance of the intended orientation date?typically at least a week prior?to allow sufficient planning and scheduling. **Can a sample orientation request letter be useful for onboarding new employees?** Yes, it serves as a formal way to request and schedule onboarding sessions, ensuring new employees receive the necessary information and guidance early on. **Are there common mistakes to avoid in a sample company orientation request letter?** Common mistakes include being vague about dates and purpose, forgetting to include contact information, and not providing enough context about the orientation's agenda. **Where can I find templates for a sample company introduction orientation request letter?** Templates can be found on business communication websites, HR resource platforms, or by searching online for sample orientation request letters tailored to your industry.

Related keywords: company introduction, orientation request, sample letter, request letter template, new employee onboarding, company overview, orientation invitation, formal request letter, employee introduction, onboarding communication

Bakersfield college orientation quiz answers

bakersfield college orientation quiz answers are an essential resource for incoming students seeking to successfully navigate the initial steps of their college journey. Whether you're a new student preparing for orientation or a parent assisting your student, understanding the correct responses can help ensure a smooth transition into college life. In this comprehensive guide, we will delve into the key aspects of the Bakersfield College orientation quiz answers, including what to expect, how to prepare, and tips for success.

Understanding the Bakersfield College Orientation Quiz

What Is the Orientation Quiz?

The Bakersfield College orientation quiz is a component of the college's onboarding process designed to assess students' understanding of college policies, resources, and expectations. It typically covers topics such as campus safety, academic integrity, available resources, student rights, and responsibilities. The quiz aims to ensure students are well-informed and prepared for their college experience.

Why Is the Orientation Quiz Important?

Completing the orientation quiz with accurate answers is crucial because:

- It demonstrates your understanding of college policies.
- It helps you access further college resources.
- It ensures you're aware of campus safety protocols.
- It is often a requirement before registering for classes.
- It reduces the risk of misunderstandings or violations of college policies.

Preparing for the Orientation Quiz

Preparation is key to successfully completing the Bakersfield College orientation quiz. Here are some steps to help you prepare:

Review the Orientation Materials

Most colleges provide orientation packets, online modules, or information sessions. Familiarize yourself with:

- College policies and procedures
- Campus safety information
- Academic resources and support services
- Student conduct guidelines

Attend Orientation Sessions

Participating in live or virtual orientation sessions can provide valuable insights and clarify any questions you may have.

Utilize College Resources

Bakersfield College offers online resources, student handbooks, and FAQs that are invaluable for quiz preparation.

Common Topics Covered in the Bakersfield College Orientation Quiz

Understanding the typical content areas can help you anticipate questions and identify correct answers.

Campus Safety and Emergency Procedures

Questions often address:

- Emergency contacts
- Evacuation routes
- Reporting safety concerns
- Campus security measures

Student Rights and Responsibilities

Topics include:

- Academic integrity policies
- Code of conduct
- Anti-discrimination policies
- Rights to privacy and accommodations

Academic Policies and Resources

Students should know:

- Registration procedures
- Drop and add policies
- Available academic support (tutoring, counseling)
- Attendance policies

Available Student Services

Questions may cover:

- Financial aid options
- Library services
- Technology support
- Health and wellness resources

Sample Questions and Answers for the Bakersfield College Orientation Quiz

Below are some sample questions you might encounter, along with suggested answers. Remember, always verify answers with official college materials.

1. What should you do if you see a safety concern on campus?

- Ignore it
- Report it to campus security immediately
- Post about it on social media
- Wait until the next class to mention it

Correct Answer: Report it to campus security immediately.

2. Which of the following is considered academic misconduct?

- Collaborating with classmates on a group project
- Copying someone else's work and submitting it as your own
- Attending all your classes
- Using college resources appropriately

Correct Answer: Copying someone else's work and submitting it as your own.

3. How can students access academic support services at Bakersfield College?

- Visit the college's tutoring center
- Contact academic advisors
- Use online tutoring platforms
- All of the above

Correct Answer: All of the above.

4. What is the proper way to register for classes at Bakersfield College?

- Walk into the registrar's office without an appointment
- Use the college's online registration portal
- Send an email asking for registration
- Register through third-party websites

Correct Answer: Use the college's online registration portal.

Tips for Success in the Orientation Quiz

To maximize your chances of passing with flying colors, consider these tips:

- Read all provided materials thoroughly before attempting the quiz.
- Take notes on key policies and procedures.
- Participate actively in orientation sessions.
- If unsure about an answer, review relevant resources or ask an advisor.
- Manage your time efficiently during the quiz?don't rush.

Accessing Official Bakersfield College Resources

For the most accurate and up-to-date information, always refer to official sources:

- [Bakersfield College Official Website](#)
- Student Handbook
- Online Orientation Modules
- Contact Student Services for assistance

Conclusion

Understanding the Bakersfield College orientation quiz answers is an important step towards a successful college experience. By preparing thoroughly, reviewing college policies, and utilizing available resources, students can confidently navigate the quiz and lay a strong foundation for their academic journey. Remember, the goal of the quiz is to ensure you are well-informed about college policies and resources, ultimately helping you thrive at Bakersfield College.

Whether you're taking the quiz for the first time or reviewing for future reference, keep these tips in mind to improve your knowledge and ensure compliance with college standards. Good luck, and

welcome to Bakersfield College!

Bakersfield College Orientation Quiz Answers are a crucial component for incoming students seeking to navigate the college's onboarding process effectively. As one of California's prominent community colleges, Bakersfield College offers a comprehensive orientation program designed to familiarize new students with campus resources, academic expectations, and student life. Successfully completing the orientation quiz not only ensures students understand essential policies but also helps them earn important credits and avoid potential administrative issues later on. This article provides an in-depth review of the Bakersfield College orientation quiz answers, including strategies for success, common questions, and tips to make the process smoother.

Understanding the Importance of the Bakersfield College Orientation Quiz

Why Is the Orientation Quiz Necessary?

The Bakersfield College orientation quiz serves multiple functions:

- **Assessment of Understanding:** It gauges students' awareness of college policies, resources, and expectations.
- **Credit for Completion:** Successfully passing the quiz often counts toward orientation completion requirements, which may be a prerequisite for registration.
- **Preparation for College Life:** The quiz reinforces vital information, helping students transition smoothly into college life.
- **Compliance:** It ensures students acknowledge and understand policies such as conduct codes, attendance requirements, and academic integrity.

Who Needs to Take the Orientation Quiz?

Typically, the quiz is mandatory for first-time college students, transfer students, and those enrolled in specific programs that require orientation completion. Returning students might not need to retake it unless there are updates or specific program requirements.

How to Prepare for the Bakersfield College Orientation Quiz

Review Relevant Materials

Before attempting the quiz, students should familiarize themselves with key college documents:

- College catalog and student handbook
- Academic calendar and registration procedures
- Campus safety policies
- Resources available to students (counseling, tutoring, financial aid)

Attend Orientation Sessions

Participating actively in the live or virtual orientation sessions provides context that can help answer quiz questions confidently.

Utilize Study Guides and Practice Questions

Some colleges offer practice quizzes or study guides. Check Bakersfield College's resources or contact student services for available materials.

Common Content Areas Covered in the Orientation Quiz

Campus Resources and Support Services

Students often encounter questions about available services such as:

- Counseling and mental health services
- Academic advising
- Tutoring centers
- Financial aid offices
- Library resources

College Policies and Procedures

Questions may test knowledge of:

- Attendance and withdrawal policies
- Academic honesty (plagiarism, cheating)
- Dress code and conduct policies
- Emergency procedures and safety protocols

Registration and Financial Information

Students should be familiar with:

- How to register for classes
- Payment deadlines and methods
- Refund policies
- Important dates

Student Responsibilities and Expectations

Questions may cover:

- Maintaining attendance
- Meeting with advisors
- Participating in campus activities
- Using online portals

Sample Questions and Answers for the Bakersfield College Orientation Quiz

Here are some typical example questions that students might encounter, along with recommended answers or strategies:

Q1: Where can you find information about class schedules and registration?

Answer: On the Bakersfield College student portal or the college's official website.

Q2: What should you do if you miss a class due to illness?

Answer: Contact the instructor as soon as possible and review the attendance policy outlined in the syllabus.

Q3: Which of the following is considered academic dishonesty?

- A) Collaborating with classmates on a project
- B) Using unauthorized notes during an exam
- C) Attending all classes
- D) Asking for help from a tutor

Correct Answer: B) Using unauthorized notes during an exam

Q4: How can students access tutoring services?

Answer: Through the college's tutoring center, which can be accessed in person or online via the student portal.

Q5: What is the college's policy on COVID-19 safety protocols?

Answer: Students are required to follow mask mandates, social distancing guidelines, and health screenings as specified in college communications.

Strategies for Successfully Completing the Orientation Quiz

1. Study the Provided Materials Thoroughly

Ensuring familiarity with all orientation materials, policies, and campus resources is key. Pay attention to details, especially dates and procedures.

2. Take Notes During Orientation Sessions

Active note-taking helps reinforce learning and provides quick reference when answering quiz questions.

3. Use Available Practice Quizzes

If Bakersfield College offers practice quizzes or sample questions, utilize them to test your knowledge and identify areas needing review.

4. Seek Clarification When Needed

If any part of the orientation or quiz is unclear, contact student services or academic advisors for assistance.

5. Manage Your Time During the Quiz

Allocate sufficient time to read questions carefully and review answers before submitting.

Common Challenges and How to Overcome Them

Difficulty Understanding Policies

- Solution: Review official documents and ask questions during orientation sessions.

Technical Issues During Online Quizzes

- Solution: Ensure a stable internet connection and familiarize yourself with the quiz platform beforehand.

Memory Lapses on Specific Details

- Solution: Keep quick-reference notes handy during the quiz or review key facts beforehand.

Conclusion: Maximizing Your Success with the Bakersfield College Orientation Quiz

The Bakersfield College Orientation Quiz is an essential step in the onboarding process that helps students understand college expectations and resources. Preparation is vital; reviewing materials, actively participating in orientation sessions, and practicing potential questions can significantly improve your chances of success. Remember to stay calm, read questions carefully, and utilize campus resources if you encounter difficulties. Successfully completing the quiz not only fulfills college requirements but also sets a solid foundation for your academic journey at Bakersfield College. Embrace this opportunity to familiarize yourself with campus life, and you'll be well on your way to a rewarding college experience.

Question What is the primary purpose of the Bakersfield College orientation quiz? The primary purpose of the Bakersfield College orientation quiz is to assess new students' understanding of college policies, resources, and procedures to ensure they are well-prepared for their academic journey. **How can I access the Bakersfield College orientation quiz online?** You can access the Bakersfield College orientation quiz through the official student portal or the orientation section on the college's website after completing the required registration steps. **Are there correct answers I should memorize for the Bakersfield College orientation quiz?** No, the quiz is designed to evaluate your understanding of college policies and resources, so it's best to review the orientation materials rather than memorize answers. **What should I do if I don't know the answer to a question on the orientation quiz?** If you're unsure about a question, review the relevant orientation materials or resources provided by the college. If needed, contact the student services office for assistance. **Is the Bakersfield College orientation quiz mandatory for all new students?** Yes, completing the orientation quiz is typically a required step for new students to familiarize themselves with college policies and ensure a smooth start. **How long does it usually take to complete the Bakersfield College orientation quiz?** The quiz generally takes about 15 to 30 minutes to complete, depending on the number of questions and your familiarity with the material. **Can I retake the Bakersfield College orientation quiz if I fail or want to improve my score?** Yes, most likely you can retake the quiz if needed. Check with the college's policies, but retakes are often permitted after a certain

waiting period. Will I receive a certificate or proof after completing the Bakersfield College orientation quiz? While some colleges provide a certificate of completion, it's best to check if Bakersfield College offers one. Usually, completion is recorded in your student account. Where can I find the correct answers to the Bakersfield College orientation quiz for practice? The correct answers are typically included in the orientation materials or FAQ sections on the college's website. However, it's recommended to review all materials thoroughly rather than just looking for answers.

Related keywords: Bakersfield College, orientation quiz, answers, BC orientation, college onboarding, student resources, campus tour, college policies, student success, BC campus information

Read the full article online: [BAKERSFIELD COLLEGE ORIENTATION QUIZ ANSWERS](#)