

Before auditioning to be a member of Parker Dance Company, please read through the information below in its entirety AND discuss the time and financial commitments required with any persons associated. This includes but is not limited to the dancer, parents, legal guardians, and any other family member that may be involved.

- ALL AGE BRACKETS ARE TO BE USED AS A GUIDELINE ONLY! FINAL PLACEMENT WILL BE BASED ON AUDITION AND DIRECTOR(S) FINAL DECISION.

***** NEW FOR 2019-2020** - PDC TEAMS ARE AS FOLLOWS: NEWBIE TEAM, PROTEGE TEAM, PREMIER TEAM, AND PRE-PRO TEAM. WE WILL ALSO HAVE A TAP ONLY TEAM. ALL REQUIREMENTS AND INFO PERTAINING TO ALL TEAMS WITH THE EXCEPTION OF THE TAP TEAM CAN BE FOUND WITHIN THIS PACKET.***

Company Outline of Requirements:

2019-2020 PDC Term Begins June 1, 2019 and concludes summer of 2020 (after Nationals).

Under each level/age bracket group listed below, you will find the following:

1. **Classes Required per week** - These are listed to show the number of hours and type of class required per student in the specific group. Dancers are not limited to taking just these classes. If a specific style of class is not listed under the group your dancer falls under that they wish to enroll, they are welcome to do so in addition to their required classes. Each group will learn/rehearse one routine during the week. This class is labeled "Choreography". All other routines outside of the ONE weekly choreography class will incur a choreography fee.

2. **Required Competitions** - The number of competitions required for each group is the total number of REGIONAL competitions the said group will attend within the dance season. Regional competition dates have not been decided at this time. Competition season spans the months of January, February, March, April, and May. Regional competitions are chosen through extensive research and consideration of holidays, school breaks, etc., as well as our past experiences with specific competitions. FOR THESE REASONS, travel to cities such as Atlanta, Athens, Huntsville, Chattanooga, and Birmingham may be required. Regional competitions are held on weekends, but may require very early mornings and late nights. Hotel reservations are not required, but may be needed. The more routines a dancer is a part of the greater the chance of competing two to three days in a single weekend. TO CUT BACK ON TRAVEL AND HOTEL EXPENSES FOR ALL FAMILIES WE ARE AIMING TO ATTEND REGIONALS CLOSER TO HOME. OUR GOAL IS TO HAVE A SCHEDULE IN WHICH THE MAJORITY OF ALL REGIONAL COMPETITIONS ARE HELD IN CARROLLTON, NEWNAN, ATLANTA, AND/OR METRO ATLANTA AREAS HOWEVER, OUT OF STATE COMPETITIONS WILL BE CONSIDERED AS WELL. THE FOLLOWING DATES WILL BE CONSIDERED WHEN SETTING OUR COMPETITION SCHEDULE: THE LAST WEEKEND OF CARROLLTON CITY SCHOOL SPRING BREAK, PROM FOR JUNIORS AND SENIORS, EASTER WEEKEND, GRADUATION FOR SENIORS. IF AN INDIVIDUAL HAS AN UNUSUAL OPPORTUNITY THAT WILL CREATE CONFLICT WITH REHEARSALS, AND/OR WEEKEND PERFORMANCES, COMPETITIONS, OR CONVENTIONS IT MUST BE LISTED ON YOUR AUDITION FORM TO BE CONSIDERED DURING SCHEDULING. THIS DOES NOT GUARANTEE THAT IT WILL BE WORKED AROUND, ONLY THAT IT WILL BE CONSIDERED IF POSSIBLE! All groups will be attending the same competitions, some groups will simply attend more than others. Nationals is REQUIRED for the 2019-2020 season.
3. **Required Conventions** - What is a convention? Convention is an opportunity for dancers to train under some of the hottest and most talented professionals in the dance industry today. Conventions span a time of one to three days,

weekend dates, where dancers take classes in multiple styles. Some conventions do travel with an attached competition or showcase performance opportunity. Not all groups will participate in the competition/showcase opportunity at their required convention. Conventions may be scheduled in studio or at a location that may require travel.

4. **Fees** - You will see fees listed with coordinating items. Fees are monies NOT ASSOCIATED with monthly tuition. These fees cover costumes, competitions, conventions, etc. Each group has several fees that are the same however, some groups do have additional fees as they compete more often and/or have more routines. All fees are due through a fee schedule that will be posted to your parent portal after routine(s) have been finalized. Account holders will also receive an invoice that includes most (if not all) that will show the lump sum as well as a monthly payment break down. Competition costumes are custom made, are high quality fabrics, and some have a ton of bling, for these reasons competition costumes are priced higher than recital costumes. Competition fees are charged per routine. Each competition's fees differ. However, to ease confusion you will find a flat rate for the different types of routines. Below is a general guideline to help you make an informed decision on being a member of PDC. ****NEW for 2019-2020**** A fee of \$25 will be charged per competition to each dancer to cover administrative costs. ****NEW for 2019-2020**** Any account with an overdue balance will forfeit that dancer from participating in any and all PDC events. This includes but is not limited too performances, competitions, conventions, and team events. ****NEW for 2019-2020**** All fee payments will be AUTO DRAFTED using the card on file.

5. **Choreography Fees** - To cover costs of extra rehearsals and choreographers a lump sum is charged to each dancer per routine they are associated with. A break down of these fees can be found within this packet. Please read through the rates carefully once you reach this section in the packet. ****NEW for 2019-2020**** ROUTINES WILL NOT BE SCHEDULED FOR CHOREOGRAPHY UNTIL ALL CHOREOGRAPHY FEES HAVE BEEN PAID IN FULL.

6. **ONE Time Company Fee** - This fee will cover music editing, prop materials, purchased props, transportation of props, and any other items specific to group routines. Due to the wide range of costs for music editing and specific prop/prop design this fee will NOT differ from group to group. This fee will also include a continuing education amount to aid in furthering instructor certification and education of new curriculums to ensure the continued quality training of your dancer.
7. **Company Attire** - PDC dancers are expected to represent their team and/or studio at all times during competition and at awards ceremonies. One matching shirt will be ordered for PDC members. All other PDC attire will be optional and available through CAD.
8. **Monthly Financial Obligations** - In addition to the fees listed above, a monthly tuition and company fee is required. Monthly tuition covers the classes that are required for each company group. Optional classes can be added at an additional cost. The monthly company fee covers all the little extras. Charging a flat monthly fee ensures that everyone knows exactly what to budget each month, in other words you're not "nickel and dimed" every time you turn around. This fee covers items such as makeup kits, hairpieces, accessories, any added costs to a specific costume. Monthly fees are paid August - July.
9. **Required Performances** - Any event, including community performances, special outings, parades, winter and spring recitals/shows are required for members of PDC. We will be mindful of scheduling all events and taking school functions into consideration. CAD produced shows will require performance fees and costume fees outside of PDC fees listed within group break downs below.
10. **Attendance and Commitment** - At the time of the audition, the dancer and the parents are making the commitment to follow through with all requirements associated with being a member of PDC. Attendance to weekly classes, rehearsals, events, etc. is expected throughout the entire season. We

understand that school functions, homework, etc. may play a part in the missing of classes from time to time however, it is not ok to miss class continuously for activities such as soccer, cheerleading, gymnastics, softball, etc. Please know that when a dancer is not in class or in rehearsal it does not directly effect that one dancer, BUT EVERY DANCER in the class/routine. PLEASE UNDERSTAND: WHILE OTHER ACTIVITIES MAY CAUSE CONFLICTS WITH WEEKLY CLASSES FOR JUST 6-10 WEEKS, THERE WILL ALWAYS BE OTHER CONFLICTS THAT ARISE THROUGHOUT THE SEASON. OTHER CONFLICTS INCLUDE SICKNESS, FAMILY FUNCTIONS, SCHOOL PROJECTS, ETC. PLEASE CONSIDER THE TOTAL COMMITMENT REQUIREMENTS OF BEING A PDC DANCER BEFORE AUDITIONING. With the exception of competitions in which extra nights in a hotel would be required, ALL dancers are required to be present at competition venues to support their teammates for each and every routine. Special circumstances such as late nights on Sundays, or late nights and early mornings for younger dancers from Friday to Saturday / Saturday to Sunday will be exempt from this policy. Failure to support teammates may result in suspension from any and all routines.

11. **Fundraising** - Each member is required to participate in our ads sells fundraiser at the end of the season. Each dancer must sell a minimum of \$150 in ads. It is the responsibility of the PARENTS AND DANCERS to lead fundraisers that will help offset the costs associated with being a member of PDC. We are happy to help in any way possible however we cannot plan, schedule, and direct any fundraisers outside of studio fundraisers. Other studio fundraisers include Honey Baked Ham Gift Cards, and (possibly) AYP Discount Cards. We encourage parents and dancers to work together on fundraisers and be creative!
12. **Company Contract** - Each member/account holder is required to have a signed Company Contract on file. THE INFORMATION IN THIS PACKET AND YOUR AUDITION FORMS ARE YOUR CONTRACT. ALL REQUIREMENTS, COMMITMENTS, AND OBLIGATIONS ARE EFFECTIVE AT THE TIME OF AUDITION. DANCERS AND PARENTS WILL BE GIVEN A GRACE PERIOD

AFTER PLACEMENT ANNOUNCEMENTS TO ACCEPT OR DECLINE THE COMPANY A DANCER IS PLACED. IF A DANCER DECLINES A CERTAIN PLACEMENT, A SECOND PLACEMENT WILL BE DETERMINED ACCORDING TO THE NEEDS OF THE DANCER AND THEIR FAMILY. ONCE ROUTINES HAVE BEEN FINALIZED NO CHANGES WILL BE MADE (WITH THE EXCEPTION OF NEW STUDENTS BEING ADDED) AND ALL APPLICABLE PORTIONS OF THE CONTRACT WILL BE IN FULL EFFECT. PLEASE ENSURE THAT YOU HAVE READ THROUGH ALL INFORMATION THOROUGHLY BEFORE SIGNING AT THE BOTTOM!

**** NEW for 2019-2020** Dancers WILL NOT BE PLACED on any PDC team during auditions if the signed contract does not accompany their audition form.**

We understand there is a large amount of information in this packet! Our goal is to ensure all parents/dancers know as much as possible about the commitment required for being a part of PDC before auditioning. If you have ANY questions PLEASE email Miss Heather at CarrolltonAD@gmail.com before signing your contract.

AUDITION PAPERWORK IS AVAILABLE IN A SEPARATE PACKET. DANCERS WILL NOT BE CONSIDERED FOR PLACEMENT DURING AUDITIONS IF ALL REQUIRED FORMS HAVE NOT BEEN COMPLETED IN FULL, SIGNED BY A PARENT OR GUARDIAN, AND RECEIVED BY DIRECTOR. THIS INCLUDES THE AUDITION FORM, PDC CONTRACT, AND AN 8X10 HEADSHOT.

SPECIAL NOTES FOR ALL PDC DANCERS...

1. Choreography learned during the week (required classes) will not require a choreography fee as it is covered in your monthly tuition.
2. Required classes listed may be modified once the fall/spring schedules are posted. Required classes will also differ in certain situations due to age of dancer and classes offered within their age/level.

3. Solos may be requested by any dancer of PDC for the 2018-2019 season. HOWEVER, final decisions will be determined by director and teachers. Only Pre-Pro Team dancers will be permitted to have more than one solo. PLEASE READ THE SECTION “ALL ABOUT SOLOS” FOR MORE INFO.
4. Duets, Trios, and additional small group routines will be chosen through the audition process. Only Pre-Pro Team dancers will be eligible for more than one duet or trio. It is not guaranteed that a dancer will be placed in any extra routines such as these but is a possibility. Additional choreography fees, costume fees, and competition fees are associated with extra routines.
5. *ALL routines (solos, duets/trios, and groups) will be scheduled for rehearsals prior to competition mornings. We will NO LONGER run any solo, duet, or trio more than once at competition venues. There is also NO GUARANTEE that a teacher will be available to run these routines depending on the schedule of the competition. To ensure that ALL of our dancers feel prepared and stage ready, this new policy will be strictly enforced.*
6. To be considered for duets and/or trios one must indicate they are interested on their audition form.
7. Extra group routines consist of multiple styles dependent upon choreographer and dancers chosen through the audition process.
8. If a dancer must “lighten their load of routines” at any time, solos will be the first routine dropped then duets/trios second. Group dances cannot be dropped.

ALL ABOUT SOLOS...

Dancers/Parents may request a choreographer for solos however we cannot guarantee availability. Director has final decision.

All requests for choreographers must be approved by the Director and will be confirmed/finalized on a first come first served basis. Dancers nor parents should contact studio choreographers on their own! Requests for specific choreographers MUST go through studio director.

When submitting requests for a choreographer it is imperative to also consider the style of routine the dancer: A. Performs best. B. Wishes their solo routine to be.

Additional choreography fees, costume fees, and competition fees are associated with solos.

If a dancer chooses to have an outside choreographer for their solo it must be discussed with the director. Rates for outside choreographers vary. A studio fee will apply as well as the choreography fee in these cases. Dancers nor parents should contact outside choreographers on their own! Requests for outside choreographers MUST go through studio director.

Any dancer or parent that contacts a choreographer, in studio or outside of studio, on their own to request solo choreography or rehearsals will forfeit their solo(s). This will be strictly enforced.

Solo costumes vary in price. Parent's may purchase costumes on their own if they choose however, the costume must be approved by choreographer and director. PURCHASING COSTUMES ON YOUR OWN APPLIES TO SOLO COSTUMES ONLY! IF A PARENT/DANCER DOES NOT OR CANNOT FIND A COSTUME AND ASSISTANCE IS NEEDED FROM THE DIRECTOR, TEACHER, OR CHOREOGRAPHER AN ADMINISTRATIVE FEE OF NO LESS THAN \$50 WILL APPLY.

New custom costumes are available as well. Pricing of custom costumes is dependent upon fabrics, seamstress work, intricacy of design, and quantity/quality of stones. Custom costumes start at \$225.

Soloists that purchase their own costume and require rhinestone orders and/or application: Rhinestones differ in price. PLEASE UNDERSTAND even with our wholesale account, they can be a bit pricey. Rhinestone application rates start at \$40 per costume. This rate does NOT include stones.

Solos will require at least one 30 minute cleaning rehearsal prior to EACH competition. We will NO LONGER run any solo, duet, or trio at competition venues. There is also NO GUARANTEE that a teacher will be available to run these routines depending on the schedule of the competition. To ensure that ALL of our dancers feel prepared and stage ready, this new policy will be strictly enforced.

To represent PDC in the title division a dancer must have two solos and be a dancer of the Pre-Pro Team.

CHOREOGRAPHY FEES... *Outside choreographers may be hired for solo, duet, trio, and/or group routines in which case the fees below may vary!* Rates below cover choreography, 4-6 hours of studio time (depending on choreographer) to learn/rehearse routine, and music editing. After choreography has been completed private lesson rates will apply.

Solos..... \$300-\$600 per solo

Duets..... \$200-\$300 per dancer

Trios..... \$150-\$250 per dancer

Groups..... \$150-\$200 per dancer

Private Lesson Rates: Applies to technique lessons AND solo rehearsals.

\$35 per half hour session

\$50 per 45 minute session

\$60 per hour session

Semi - Private Lesson Rates: Applies to technique lessons AND duet/trio rehearsals.

\$50 per half hour session

\$65 per 45 minute session

\$75 per hour session

Group Rehearsals (after choreography and cleaning rehearsals have been completed per choreographer and director):

\$20 per dancer for small groups (4-8 dancers, up to 1.5 hours)

\$15 per dancer for medium groups (9-12 dancers, up to 1.5 hours)

\$10 per dancer for large groups (13 or more dancers, up to 1.5 hours)

Parker Dance Company

Break Down of Company Teams

Newbie Team (ages 3-5) - By Invitation ONLY

Summer Requirements:

- Enrollment in at least one camp, intensive, or workshop of your choice.

Estimated Required Weekly Classes: 2 hours total

- 45 minute hour Ballet / Technique
- 30 minute Tiny Tap OR Hippity Hop
- 45 minute Competition Choreography Class
- Expenses:
See summer rates for summer fees.
- Monthly Tuition (August - June)
- \$15 Monthly Co. Fee
- Four Regional Competitions @ \$80 each

- One Competition Costumes @ \$145
- Team Attire estimated @ \$25

Protege Team (ages 5-11) - Audition Required

Summer Requirements:

- The WERKshop - July 16-19, 2019
- 12 hours outside of The WERKshop- Can include camps, intensives, classes, and/ or private lessons at CAD.

Required Weekly Classes: 3.5 - 5 hours total

- 1-1.5 hours Ballet Technique Class
- 1 hour Leaps and Turns / Technique
- .75 - 1 hour Ballet (Choreography) Class
- 1 hour Competition Choreography Class
- .75-1 hour Additional Class (acro, hip hop, or tap)

Expenses:

- Summer rates listed with summer info
- One Time Co. Fee \$200
- Monthly Tuition
- \$15 Monthly Co. Fee
- Four Regional Competitions @ \$55 each per group routine
- One-Two Competition Costumes @\$165 each
- Admin Fee @ \$25 per competition

- Team Attire estimated at \$25
- One In-Studio Convention estimated @ \$200

Premier Team (Ages 6-19) - Audition Required

Summer Requirements:

- The WERKshop - July 16-19, 2018
- 16 hours outside of The WERKshop- Can include camps, intensives, classes, and/or private lessons at CAD.

Required Weekly Classes: 7.25 hours total estimated minimum

- 2.5 - 3.5 hours Ballet
- 1.5 hours Technique (Leaps & Turns, Progressions)
- .75 - 1 Hour Competition Choreography Class
- 1 hour Acro
- Two .75-1 hour Additional Classes

Expenses:

- Summer rates listed with summer info.
- \$255 Unlimited Monthly Tuition
- \$15 Monthly Co. Fee
- Four Competitions @ \$55 each per group routine
- \$25 Admin Fee per competition
- One In Studio Convention @ estimated rate of \$250
- One Two-Three Day Convention @ estimated rate of \$275

- Minimum Two Competition Costumes @ \$165
- Team Attire estimated @ \$25

Pre-Pro Team (ages 8-19) - Audition Required

Summer Requirements:

- The WERKshop
- At least one additional intensive - Ballet, Fusion & Flow, or Madhouse
- 22 hours outside of The WERKshop
Can include camps, intensives, classes, and/or private lessons done at your convenience.

Required Weekly Classes: Approx. 9-14 hours total

- 3 to 5 hours Ballet (Dependent upon Ballet Level placement)
- 1.5 hours Technique (Leaps & Turns, Progressions)
- 1 hour of Acro
- 1 Hour Body Awareness/Strength and Stability
- 1 hour Competition Choreography Class
- .75-1 hour Contemporary/Lyrical Class
- .75-1 hour Jazz Class
- .75-1 hour Tap or Hip Hop Class
- 1.5 - 2 hour rehearsal and/or master class and/or technique class OR one 45 minute private lesson.

Minimum Routine Requirements:

- Minimum of one solo
- Minimum of one duet or trio
- Minimum of two groups
- One additional group, duet, or trio.

Expenses:

- Summer rates listed with summer info.
- One Time Co Fee \$200
- \$255 Monthly Tuition- Unlimited Rate - take as many additional classes as you wish for the same rate.
- \$30 Monthly Company Fee
- Minimum of five competition costumes at \$165 each
- Four Regional Competitions @ \$55 x 3 group routines each, \$125 each per solo, \$75 each per duet/trio
- Two Competitions @ \$55 for one group routine, \$125 each per solo, \$75 each per duet/trio
- Admin Fee @ \$25 per competition
- One Single Day Convention @ estimated rate of \$175
- One In Studio Convention estimated @ \$250
- One Two Day Convention estimated @ \$275-\$315
- Team Attire estimated @ \$25

Additional General Info for Pre-Pro Team:

This company group will have a minimum of 5 total routines - 2 groups, one solo, one duet/trio, and one additional group or duet/trio. Two out of the possible three group numbers will be combined with other company groups - see weekly choreography classes required for all company groups. These two groups may include a small group routine, or a large group/production routine.

This company group will serve as our pre-professional level. Dancers selected for Pre-Pro Team will receive the highest level of training from master teachers, guest teachers, additional weekly training, audition workshops, audition notifications, group events to attend classes outside of CAD, and more.

PDC CONTRACT SIGNATURE PAGES

**Acting as parent/guardian and account holder for dancer,
_____, I,
_____, understand ANY
and ALL information provided to me through the PDC
Informational Packet and Audition Packet. I agree to all
requirements including but not limited too financial, time, and
behavioral obligations outlined in the policies and procedures
written on the above pages pertaining to being a part of Parker
Dance Company.**

GENERAL STANDARDS AND POLICIES FOR BEHAVIOR AND ATTENDANCE:

- DANCER MUST MAINTAIN AN ACADEMIC GRADE POINT AVERAGE ACCEPTABLE TO PARENT REQUIREMENTS OF EACH INDIVIDUAL, BUT NO LESS THAN A “B” AVERAGE.**
- NEGATIVE SPEECH OF ANY KIND ABOUT CAD, PDC, TEACHERS, STAFF, DIRECTOR, OR TEAMMATES IS STRICTLY PROHIBITED AND GIVES MEANS TO IMMEDIATE TERMINATION OF PDC MEMBERSHIP.**
ATTENDANCE POLICY:
- DANCERS ARE ALLOWED NO MORE THAN 3 UNEXCUSED ABSENCES PER SEMESTER FOR WEEKLY CLASSES. MISSING AN ENTIRE DAY OF CLASSES WOULD BE COUNTED AS ONE ABSENCE PER CLASS.**
- EXCUSED ABSENCES CONSIST OF ILLNESS WITH FEVER (DR NOTE WILL BE REQUIRED IF MORE THAN THREE ABSENCES ARE DUE TO ILLNESS), DEATH IN THE FAMILY, IMMEDIATE FAMILY EMERGENCY, OR REQUIRED EVENTS RESULTING IN AN ACADEMIC GRADE.**

- **DANCERS ARE ALLOWED A TOTAL OF 5 TARDY'S OR EARLY DISMISSALS PER SEMESTER. ARRIVING MORE THAN 20 MINUTES LATE TO A CLASS WILL BE CONSIDERED AN ABSENCE.**
- **WHEN ABSENT, THE CHOREOGRAPHY/TEACHER RESERVES THE RIGHT WITH APPROVAL FROM DIRECTOR TO REMOVE DANCER FROM ROUTINE(S) FOR ANY REASON SUCH AS MISSING CHOREOGRAPHY, AND/OR FALLING BEHIND IN TECHNICAL SKILL LEVEL AS COMPARED TO OTHERS IN THE SAME ROUTINE.**
- **IT IS THE RESPONSIBILITY OF THE DANCER TO GET WITH ANOTHER STUDENT OR HAVE PARENT SCHEDULE A PRIVATE LESSON TO CATCH UP ON ANY TECHNICAL SKILLS AND/OR CHOREOGRAPHY MISSED WHILE ABSENT. THESE POLICIES ARE FOR THE PROTECTION OF ALL DANCERS AND THE TIME THEY (AND THEIR PARENTS) SPEND FOLLOWING THROUGH WITH THEIR COMMITMENTS AND OBLIGATIONS TO PDC. THANK YOU FOR YOUR UNDERSTANDING AND RESPECT FOR THESE POLICIES.**

CAD/PDC director reserves the right to change/modify any of the above information as needed due to scheduling, team participation, etc.

NO REFUNDS for monies paid if dancer quits or is dismissed from PDC for behavior, attendance, etc. ALL financial obligations listed above must be met if a dancer quits or is dismissed from PDC for behavior, attendance, etc. This includes but is not limited too all tuition and all additional fees.

I have read and understand all requirements associated with my dancer being a member of Parker Dance Company. I agree to all requirements listed above that apply to me as the responsible party for and on my dancer's behalf including but not limited to classes, attendance, behavior, etc. I understand that all financial obligation is my responsibility and deadlines must be met. I understand and agree to uphold all financial obligations as well as all time commitment in regards to classes, rehearsals, events, performances, etc. for the 2018-2019 PDC term. I understand that dismissal from PDC due to behavior (including both parent and dancer) and/or attendance does not waive obligations of any and all fees associated with being a member of PDC.

Dancer agrees to: Maintain a positive attitude. Encourage teammates. Restrain from negative comments about other dancers and teachers. Prioritize and use time wisely to achieve and maintain academic success as well as attend weekly classes. Present themselves at all times with strong positive character, graciousness, and humbleness. Represent CAD and PDC to the best of their ability with good behavior, being well mannered, listening and respecting teachers and parents (their own included), and refraining from inappropriate behavior/speech (example: cursing, belittling, self bashing, disrespect to peers, talking back to teachers and/or parents, etc.)

Parent/Legal Guardian Signature:

Print Name Here:

Date: _____

Dancer's Signature:

Print Name Here:

Date: _____