

# **SHARK TANK** **JUMP START** **YOUR BUSINESS**



HOW TO LAUNCH  
AND GROW A BUSINESS  
FROM CONCEPT TO CASH



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# Shark Tank Jump Start Your Business

**Elaine Marmel**



## **Shark Tank Jump Start Your Business:**

*Shark Tank Jump Start Your Business* Michael Parrish DuDell, 2013-11-05 From the ABC hit show Shark Tank this book filled with practical advice and introductions from the Sharks themselves will be the ultimate resource for anyone thinking about starting a business or growing the one they have Full of tips for navigating the confusing world of entrepreneurship the book will intersperse words of wisdom with inspirational stories from the show Throughout the book readers will learn how to Determine whether they re compatible with the life of a small business owner shape a marketable idea and craft a business model around it plan for a launch run a business without breaking the bank or burning themselves out create a growth plan that will help them handle and harness success and pitch an idea or business plan like a pro Responding to the fans curiosity about past show contestants readers will also find approximately 10 Where Are They Now boxes in which they learn what happened to some of the most asked about and or most popular guests ever to try their luck in front of the Sharks and what they learned in the process

*Shark Tank* Michael DuDell Parrish, 2013 From the ABC hit show Shark Tank this book filled with practical advice and introductions from the Sharks themselves will be the ultimate resource for anyone thinking about starting a business or growing the one they have Full of tips for navigating the confusing world of entrepreneurship the book will intersperse words of wisdom with inspirational stories from the show Throughout the book readers will learn how to Determine whether they re compatible with the life of a small business owner Shape a marketable idea and craft a business model around it Plan for a launch Run a business without breaking the bank or burning themselves out Create a growth plan that will help them handle and harness success Pitch an idea or business plan like a pro Responding to the fans curiosity about past show contestants readers will also find approximately 10 Where Are They Now boxes in which they learn what happened to some of the most asked about and or most popular guests ever to try their luck in front of the Sharks and what they learned in the process

**Shark Tank Secrets to Success** Michael Parrish DuDell, 2016-05-03 Second book tied to the Shark Tank show on ABC

**Entertaining Entrepreneurs** Daniel Horowitz, 2020-09-29 The Great Recession threatened the well being of tens of millions of Americans dramatically weakened the working class hollowed out the middle class and strengthened the position of the very wealthy Against this backdrop the hit reality show Shark Tank premiered in 2009 Featuring ambitious entrepreneurs chasing support from celebrity investors the show offered a version of the American Dream that still seemed possible to many where a bright idea and a well honed pitch could lift a bootstrap business to new heights of success More than a decade later Shark Tank still airs regularly on multiple networks and its formula has sparked imitators everywhere from elite universities to elementary school classrooms In *Entertaining Entrepreneurs* Daniel Horowitz shows how Shark Tank s version of entrepreneurship disguises and distorts the opportunities and traps of capitalism Digging into today s cult of the entrepreneur Horowitz charts its rise from the rubble of economic crisis and its spread as a mainstay of American culture and he explores its flawed view of what it really takes to succeed in

business Horowitz offers more than a look at one television phenomenon He is the perfect guide to the portrayal of entrepreneurship in business school courses pitch competitions popular how to books and scholarly works as well as the views of real world venture capitalists Entrepreneurial You Dorie Clark,2017-10-03 What does it take to create the career you want It s no secret that the world of work has changed and we re shifting toward an ever more entrepreneurial self reliant work from wherever you are economy That can be a liberating force and many professionals dream of becoming independent whether by starting their own businesses becoming consultants or freelancers or developing a sideline But there s a major obstacle professionals face when they contemplate taking the leap how to actually make money doing what they love You may have incredible talent and novel ideas but figuring out how to get started building your reputation in a new realm developing multiple revenue streams and bringing in a steady flow of new clients can be a daunting prospect Dorie Clark a successful entrepreneur and author has done it all And in Entrepreneurial You she provides a blueprint for professional independence with insights and advice on building your brand monetizing your expertise and extending your reach and impact online In short engaging chapters she outlines the necessary elements and concrete tactics for entrepreneurial success She shares the stories of entrepreneurs of all kinds from consultants and coaches to podcasters bloggers and online marketers who have generated six and seven figure incomes This book will be your hands on guide to building a portfolio of revenue streams both traditional and online so that you can liberate yourself financially and shape your own career destiny **The Ultimate Freelancer's Guidebook** Yuwanda Black,2016-09-02 The definitive resource for a new generation of freelancers Freelance writer internet marketer and mobile entrepreneur Yuwanda Black specializes in helping young freelancers build a business and live the freelance life and in The Ultimate Freelancer s Guidebook she gives you the tools you need to be successful in the ever growing freelance market Whether you re just starting out or looking to grow and expand you ll learn how to Break into the freelance market Find the best paying jobs Negotiate a contract Build a brand Create a strong online presence and portfolio You ll also learn how to build your reputation in the freelance market form long lasting professional relationships and start taking control of your own employment destiny and success

**Creating Unicorns with Simple Innovations** Jorge,Magda Pereira,Nadiia Nikitina,2025-05-29 The untold story creating simple high value innovations This book presents a five step method to create high worth non technical innovations through Focus on simplicity which as said is the ultimate sophistication Opportunities that come to us instead of having actively to look for them Adapting solutions already in use elsewhere rather than constructing them anew Testing consumers actions and emotions in lieu of words or thoughts and finally Entering the market in an inexpensive way and with minimal risk Examples are numerous Some are unicorns valued at one or more billion dollars Spanx Rent the Runway Dollar Shave Club GymShark Gousto Athletic Greens Havaianas etc Others are in the multitude of millions Knix Drop Stop Pouchee Lisa Gable Accessories Readerest SafeGrabs Chawel and so on This book presents what is common among hundreds of such

innovations shared by all in a sequence of steps called the PISA method So in a certain sense this book was written by those entrepreneurs who achieved financial independence and changed the lives of others by solving complexity through simplicity That is the quiet revolution underway which falls below the radar and therefore is an untold story      **Smart Strategies for Turning an Idea into a Product or Service** Jennifer Swanson,2014-07-15 Turning an idea into a product or service takes dedication and perseverance but the best part is anyone can do it This savvy volume presents practical ways for becoming an entrepreneur and starting a business including researching ideas products and services as well as compiling a business plan and details to include in it market research and testing calculating start up costs finding funds for investment in the business keeping costs under control patent protection insurance manufacturing costs and building on service licensing hiring employees advertising including Internet marketing keeping up with demand and maintaining focus on a thriving business

**The Main Street Vegan Academy Cookbook** Victoria Moran,JL Fields,2017-12-19 When someone goes vegan on Park Avenue or Beverly Drive they have a private chef and a personal assistant to do the troubleshooting When we make the shift on Main Street we could use some help too For nearly six years acclaimed author speaker podcaster and Main Street Vegan Academy director Victoria Moran has trained individuals to become vegan lifestyle coaches and educators Now Victoria has teamed up with one her Academy alums turned faculty member cookbook author culinary instructor and radio host JL Fields to bring that very same coaching to you In The Main Street Vegan Academy Cookbook Victoria and JL along with over a hundred certified vegan lifestyle coaches join you in the kitchen as you discover more than 100 of their favorite plant sourced recipes Whether you re new to the diet or a seasoned plant based eater vegan or just veg curious their tips tricks shortcuts and strategies will transform your cooking your eating and your life Inside you ll find wholesome delectable and accessible recipes like PB it s a complete guide to going vegan from FAQs troubleshooting and menu plans to inspiration and innovations for navigating the culinary nutritional and social landscape of plant based eating Embrace a healthier more compassionate you with Victoria JL and the rest of the Main Street Vegan Academy coaches by your side      **Teach Yourself**

**VISUALLY Fire Tablets** Elaine Marmel,2014-11-24 A guide to getting the most out of your Fire tablet Learn to find and read new bestsellers through the Kindle app browse the app store to find top games surf the web send e mail shop online and more      *Business Strategy Success Principles* Paul Arnold,2022-04-05 Business Strategy Success Principles outlines 20

essential principles for entrepreneurs and small business owners to apply in order to operate a focused strategic and efficient business      **Shark Tank** Michael Parrish Dudell ,2015-07-01 Shark Tank Como desenvolver um neg cio do conceito ao lucro Baseado em O Lago dos Tubar es Shark Tank sucesso televisivo da ABC este livro repleto de conselhos pr ticos e com notas introdut rias dos pr prios Tubar es um recurso precioso para quem pensa criar uma empresa ou para quem quer expandir o seu neg cio Com in meras dicas de orienta o no mundo confuso do empreendedorismo o livro mistura palavras de sabedoria com hist rias motivadoras retiradas do programa Da primeira ltima p gina o leitor aprender a Determinar se ser compat vel

com a vida de proprietário de pequena empresa Moldar uma ideia exequível e criar um modelo negocial em torno dela  
Planejar o lançamento Gerir uma empresa sem ficar falido ou sem ficar fisicamente esgotado Criar um plano de crescimento  
que ajude a lidar com o sucesso e a potenci-lo Apresentar uma ideia ou plano negocial como um profissional Respondendo  
curiosidade dos fãs acerca de participantes passados no concurso os leitores encontrar o também cerca de dez caixas Que  
feito deles em que ficar o a saber o que aconteceu a alguns dos participantes mais populares que tentaram a sorte diante dos  
Tubarões descobrindo o que aprenderam no processo

**6 Building Blocks for Successful Innovation** Massimo  
Garbuio, Moritz Dressel, 2019-07-04 Innovation is about ideas that make life better But what does it really take to deliver  
innovative propositions And what separates companies that drive their industries forward from those that simply talk the talk  
This book takes you inside the minds of the world's most effective innovators to answer these questions and more In real  
stories from industries as diverse as healthcare finance technology and telecommunications business leaders reveal what it  
takes to bring new products and services to life They weigh in on the big debates how to design an innovative organization of  
diverse voices how to protect and grow ideas so they succeed and how to tune corporate radar to inspiration and turn the  
signals received into new value An essential resource for leaders aspiring leaders and students of entrepreneurship business  
management HRM technology and innovation management and design thinking the book enables the reader to Hear from  
leaders with direct responsibility for innovating in a wide range of industries and learn how they do it See how to structure  
for innovation gain momentum inside an organization and use ideas to shift companies and industries Gain insight into what  
innovators look for when they sense the environment and learn to avoid common pitfalls and misconceptions that stop great  
ideas coming to life Approach innovation in a more balanced way with the 6 Building Blocks helping you prioritize execution  
and value delivery from inspiration to implementation

**Khởi nghiệp 4.0 - Kinh Doanh Thông Minh Trong Cách Mạng  
Công Nghiệp 4.0** Dorie Clark, NXB Lao Động, StreetLib, Kh i Nghi p 4 0 Internet v n n kinh t to n c u ang thay i c n b n m i m  
t i s ng th ng nh t c ng nh th gi i c ng vi c Tr c y trong m t x h i m internet ch a c s ph s ng s u r ng s r t kh m t start up nh c nh  
tranh c v i c c doanh nghi p l n v n m t giai o n nh t nh doanh nghi p non n t s b ch ng l i Tuy th th tr ng gi thay i N n kinh t ang  
chuy n d ch sang m t m i tr ng t kinh doanh t ch v ch ng ta c th l m vi c b t k n i n o V i s tr gi p c a c ng ngh hi n i v m ng  
internet m t m nh b n c th th ch th c c th gi i ch nh l th ng i p ch nh c truy n t i trong Kh i nghi p 4 0 T c gi Dorie Clark v i kinh  
nghi m c a m t nh t v n marketing chi n l c v chuy n gia x y d ng th ng hi u a n cho b n m t b n h ng d n t ng quan c ch t kh i  
nghi p th ng qua vi c k t h p c c ng c kinh doanh truy n th ng v hi n i Ban u b n c th ch l m v s th ch nh ng t i video tr n  
YouTube t o l p v chia s c c blog podcast Nh ng l u d i b n c th s nh n c v s l i m i n di n thuy t t i c c s ki n doanh nghi p doanh  
nh n t m c to n c u c c l i m i tr gi h ng ngh n y kh ng ch l gi t ng m l m t hi n th c b n c th n m b t th ng qua am m b n b ng nhi  
n v m t chi n l c v ng ch c Cu n s ch n y Kh i nghi p 4 0 s tr c ti p ch ra cho b n l tr nh T t m ki m m t ch h p d n x y d ng l ng kh  
n gi ng h n chi ti t c ch nh gi s n ph m v th ng hi u b n cung c p t A n Z m i u c n bi t kh i nghi p th i c ng ngh s c trong t c ph

m y s c h t n y Cu n s ch c ng ph n t ch ch n th c nh ng kh kh n m c c doanh nh n kh i nghi p tr th ng v p ph i tr n h nh tr nh t o d ng s nghi p t a r a l i khuy n gi p b n c n b ng c c v n th i gian t i ch nh trong th i k b c ngo t Trong m t th gi i c n ho i nghi v nh gi th p t i m n ng c a c c nh n b t u kinh doanh t nh ng c ng c online v m ng x h i Kh i nghi p 4 0 ch c ch n s v a l ng l c v a l c m nang h ng d n gi p b n nh h nh t ng lai ngh nghi p v t ch t i ch nh H y l m theo c c h ng d n trong s ch t ng b c m t s d ng c c v t d ng b n c s n trong tay ngay tr c m t b n t o ra ngu n thu nh p d i d o v b n v ng Ch ng ta ang chuy n d ch sang m t n n kinh t t kinh doanh t ch v l m vi c b t c u Kinh doanh sinh l i t vi c m nh th ch gi kh ng c n l m t gi c m vi n v ng m l th c t i ngay tr c m t b n T khi Internet b t u b ng n th gi i c nh ng thay i nhanh n ch ng m t Ch ng ta kh m t ng t ng n i i u g m i l s n v o tu n sau hay th ng t i Th gi i c ng vi c c ng ang thay i c nh ng c ng vi c bi n m t v c nh ng c ng vi c m i xu t hi n Ch ng ta ang chuy n d ch sang m t n n kinh t t kinh doanh t ch v l m vi c b t c u Kinh doanh sinh l i t vi c m nh th ch gi kh ng c n l m t gi c m vi n v ng m l th c t i ngay tr c m t b n T c gi Dorie Clark v i kinh nghi m c a m t nh t v n marketing chi n l c v chuy n gia x y d ng th ng hi u a n cho b n m t b n h ng d n t ng quan c ch t kh i nghi p th ng qua vi c k t h p c c c ng c kinh doanh truy n th ng v hi n i Ban u b n c th ch l m v s th ch nh ng t i video tr n YouTube t o l p v chia s c c blog podcast Nh ng l u d i b n c th s nh n c v s l i m i n di n thuy t t i c c s ki n doanh nghi p doanh nh n t m c t o n c u c c l i m i tr gi h ng ngh n Cu n s ch Kh i nghi p 4 0 s m ra con ng r ng m nh t ng n nh t d n b n n th c t i Cu n s ch em n m t cu c c ch t n v t duy kinh doanh trong th i i m i m t b n h ng d n chi t i t c ch ti p c n v n d ng v i u ph i nh ng c ng c online c ng nh truy n th ng mang v cho b n l i nhu n d i d o h n bao gi h t Ch a ng ph ng ch m kinh doanh c l p chuy n nghi p k t h p v i nh ng ki n th c s u s c v l i khuy n v x y d ng th ng hi u c nh n y ch c ch n s l l i gi i p ho n h o cho t ng lai c a b t c c i t i b nh nu i d ng ho i b o kinh doanh t o l n n o V t c gi Dorie Clark l nh t v n chi n l c marketing c u ph t ng n vi n c a chi n d ch tranh c t ng th ng ng i vi t b i th ng xuy n cho c c t p ch Harvard Business Review Forbes Entrepreneur v blog c a Di n n kinh t th gi i C c nh gi l chuy n gia ph t tri n th ng hi u v l ng i ph t ng n cho c c i t c nh Google Microsoft i h c Yale Fidelity v Ng n h ng th gi i V SAO T I V I T CU N S CH N Y Kh ng ph i ai c ng bi t m t t t i c a n n kinh t ng y nay D b n xu t s c n i ti ng v c t n tr ng nh ng ch v y th i th ch a Internet v n n kinh t t o n c u h a cho ch ng ta kh n ng ti p c n v i h ng tri u ng i l m vi c c l p v t n h ng ti m n ng thu nh p v h n Nh ng i v i r t nhi u chuy n gia i u n y th t phi th c t Thay v o ch ng ta ang s ng trong m t gi i n i th nh c ng lu n b t ch kh i thu nh p Qua nh ng chuy n i t i g p nhi u chuy n gia xu t s c trong m i l nh v c nh ng h v n g p kh kh n trong vi c ki m t m th nh qu x ng ng v i b n th n m nh B n c th t i gi i c th c coi tr ng nh ng n u kh ng th n tr ng v i nh ng quy t nh m b n a ra th r t c th th nh qu b n nh n c s kh ng x ng ng v i c ng s c b n b ra T i sao l i nh v y ch ng ta n n l m g o ng c xu h ng ti u c c n y v g t h i th nh qu t o l n c a vi c kinh doanh tr l i cho c u h i t i ph ng v n h n 50 doanh nh n th nh c ng nh ng doanh nh n c l p ho c kinh doanh quy m nh v i thu nh p l n t i s u b y th m ch t m con s Cu n s ch n y c k t nh ng i u m t i h c c nh ng l i khuy n thi t th c v vi c l m th n o kinh doanh sinh l i t chuy n m n c a b n v x y d ng m t doanh nghi p b n v ng ph t tri n m nh m trong n n kinh t m i D b n l ai nh kh i nghi p doanh nh n y kh t khao hay m t chuy n gia tuy n d ng ang t m c ch t i a h a c c l a ch n c a m nh b n c ng s t m th y cho m nh nh ng chi n thu t gi p t ng thu nh

p c ng nh ti p th m ng l c cho c ng vi c b n ang theo u i ng th i m ra nhi u c h i m i cho b n th n Con ng gi p t i vi t cu n s ch n y c m ra n m 2006 khi t i b t u marketing cho chi n l c t v n kinh doanh c a ri ng m nh sau m t th i gian l m nh b o ph t ng n vi n cho chi n d ch tranh c T ng th ng v gi m c i u h nh phi l i nhu n Tr c t i ch th ch l m vi c t i nh v l m cho ch nh m nh M c ti u ch y u c a t i l c l kinh doanh v em l i doanh thu s ng v y t i nh n h u h t c c kh ch h ng m i t m c v m i l nh v c T i t ng vi t b i ph t b i u cho gi m c m t t ch c phi l i nhu n v i gi 500 l p k ho ch truy n th ng v i gi 1 000 cho c quan ch nh ph c ng v i v s l n bay xuy n n c M t ch c c c bu i o t o cu i tu n nh n c 600 c ng th m t i n v m y bay kh ch h ng c a t i tr r n m c m i l n bay nh v y t i ph i bay t i hai ch ng Th t kh ng n ch t n o N m u t i n t i l m vi c h i h d nh nhi u gi g p g tr c t i p v t m ki m c c doanh nghi p c ng nh ph c v kh ch h ng qua m ng T i gi m b t nh ng d n tr m t p trung x y d ng doanh nghi p b n v ng cho m nh v trong v ng kh ng y m t n m t i c thu nh p n nh m c s u con s M c d v y nh ng t i v n m c k t trong nh ng cu c h n g p kh ch h ng ho c t n th i gi t i g p h T i m c k t trong c i b y m nh ng doanh nh n hay g p ph i l qu ch t m v o vi c x y d ng doanh nghi p c a m nh t i m c kh ng c th i gian l m vi c kh c ngo i ph c v kh ch h ng T i nh n ra r ng n u c t i p t c i tr n con ng nh hi n t i t i c th t i p t c ph t tri n vi c kinh doanh c a m nh trong nhi u n m t i v c m t cu c s ng tuy t v i T i s tr th nh ng i c v n c t i n t ng thay v l ng i c v n tr tu i v c t i v c th c kh ch h ng l nh ng doanh nghi p l m n c l i a ph ng i u ng bu n l t i kh ng c i d u l ch nh m nh mong mu n m ng c l i t i l u n b k m h m b i nh ng cu c g p m t kh ch h ng c ng nh k v ng c a kh ch h ng v o vi c t i l u n s n s ng gi nh t i c th gi m b t c i n y tr l i m i cu c i n tho i c a h V v y k c khi l m vi c cho ch nh m nh t i v n kh ng h c m th y tho i m i T i mu n t c hai i u th nh t n ng t m kh ch h ng c a m nh l m vi c v i c c c ng ty l n h n c nhi u v n h n th hai gi i tho t b n th n kh i p l c v m t tr ch nhi m h ng ng y v i kh ch h ng v x y d ng m t doanh nghi p ki u m u kh ng r ng bu c v v tr L m c i u th t kh ng h n gi n vi c b c l n m t t m cao m i s d d ng n u n ngay tr c m t b n nh ng v i t i th kh ng T i v n ph i t i n t ng d cho kh ng ch c ch n Vi c kinh doanh c a t i m c n y v n ch l t v n marketing th ng th ng cho nh ng c ng ty a ph ng m t i c ch t quen bi t qua l i d l tr c t i p hay th ng qua gi i thi u T i bi t s r t kh ti n xa h n v i m c n y t i p c n nh ng kh ch h ng t m cao h n b ng c ch b c t ng b c ch c ch n tr n con ng hi n t i T i c n l m g kh c thu h t s ch c a nh ng ng i t i kh ng h quen bi t v l m m i b n th n c ng nh thay i v th c a m nh tr n th ng tr ng T i h c c ch l m i u b ng vi c ph ng v n nhi u chuy n gia th nh c ng trong vi c thay i ngh nghi p v c m i ng i n nh n Nh t i xu t b n cu n Reinventing you t m d ch i m i b n th n n m 2013 chia s nhi u kinh nghi m th c t trong qu n l th ng hi u c nh n v nh ng s i m i b n th n ngo n m c ng th i cu n s ch c ng gi i p c u h i L m th n o t o ra s thay i l n v theo u i s nghi p b n mong mu n Cu n s ch th t s l kim ch nam gi p c c chuy n gia t o ra s thay i m h mong i Nh ng d cho b n chuy n sang l nh v c b n mong mu n t i nh n ra v n c n m t v n kh c c n gi i quy t l L m th n o b n i t i th nh c ng v m b o m i ng i s c ng nh n i u T i c g ng t m ra c u tr l i cho c u h i n y trong cu n s ch th hai c a m nh stand Out t m d ch Tr n n n i b t T i ph ng v n c c chuy n gia h ng u gi i k c c c doanh nh n n i ti ng nh Seth Godin David Allen Robert Cialdini Tom Peters h c c ch ph t tri n t ng c ng nh x y d ng xu h ng cho nh ng ng i xung quanh Trong cu n s ch n y t i l p ra m t b n thi t k chi t i t v c ch nh ng chuy n gia th ng tu n theo c c b quy t c n y m b o m i ng i ch n t i n ng c a h Sau t i s m nh n ra ng y nay vi c tr th nh nh ng chuy n gia n i ti ng kh ng ph i l c n o c ng a t i n v cho b

n V n m m i n g i t h n g t r n h n i r a v v i c k i n h d o a n h h i n i l c h o d c l n h n g n g i l m c h c u c c h i t h n g t r n g h k h n g p h i l c n o c  
n g k i n h d o a n h s i n h l i t h n h c n g H c c c h k i n h d o a n h s i n h l i n g c h u y n m n t h t r a l i l m t k n n g h o n t o n k h c s o v i n h n g g  
c n t h i t t r n n x u t s c t r o n g c n g v i c h a y n i t i n g m t l n h v c n o y l h a i i u q u a n t r n g n g p h b n h m t i c p t i t r o n g  
Reinventing you v Stand Out n h n g n h t h v n c h a c t h u n h p k h n g V v y t i v i t c u n K h i n g h i p 4 0 h o n t h n h b b a t c p h m m  
t c c h k h o a h c v c r t n h n g k t l u n c n t h i t n h t K h i n g h i p 4 0 t r l i c h o c u h i m t i c h o l q u a n t r n g n h t L m t h n o k i n h  
d o a n h m t c c h n n h l u d i m v n e m l i c h o b n n i m v u i t i n h t h n t r t u v t i c h n h T i m u n t h y n h i u n g i t i g i i c h i a s v t n g c a  
h N h n g n u h k h n g t h t m n h t o l p c s n g h i p t h n h c n g t h i u l k h n g t h V v y t r o n g c u n s c h n y t i s c h i a s n h n g t n g c h i n  
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n h c n g c n g g i n g n h n g i p h i c n g b a y c a o c h k h n g p h i c h t i m t v c h c h N h n g t h a y i t i t r i q u a g i p t i c c v i c k i n h d o a n h  
New York n h t i m o n g m u n n h n g t t n h i n t i c t h b t c u m n h m u n v t i c n c c h i t i n h i u t h n h p h t h v k h i c n g t c T i b t u  
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