

Right Arrow Key = Forward  
Left Arrow Key = Backward

**INT. Tudor Mansion - Night**

**INT. Tudor Mansion - Night**

**A group of houseguests gather in the lounge after an excellent meal.**

**INT. Tudor Mansion - Night**

**A group of houseguests gather in the lounge after an excellent meal.**

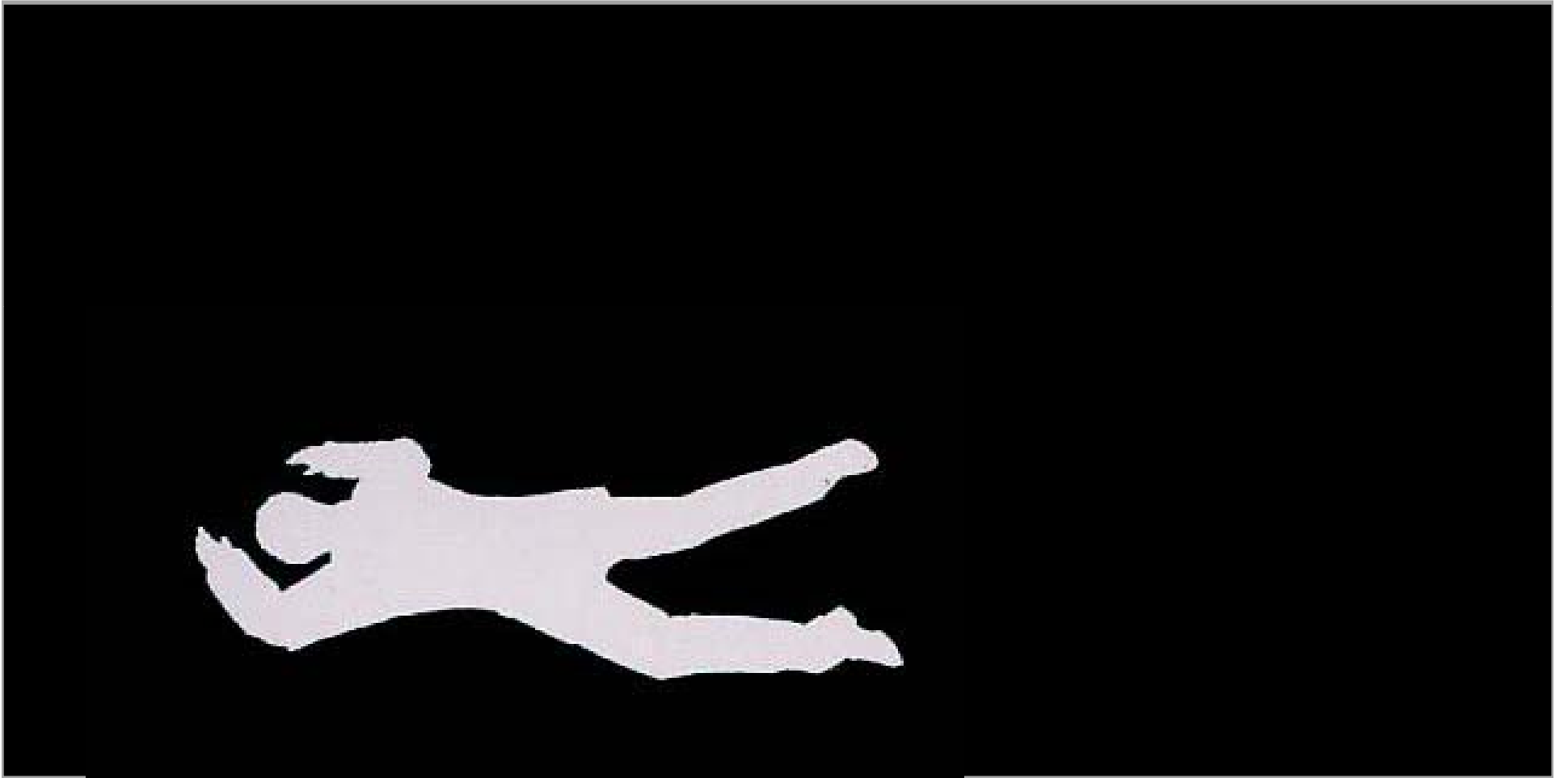
**The room is filled with laughter and good spirits.**

**INT. Tudor Mansion - Night**

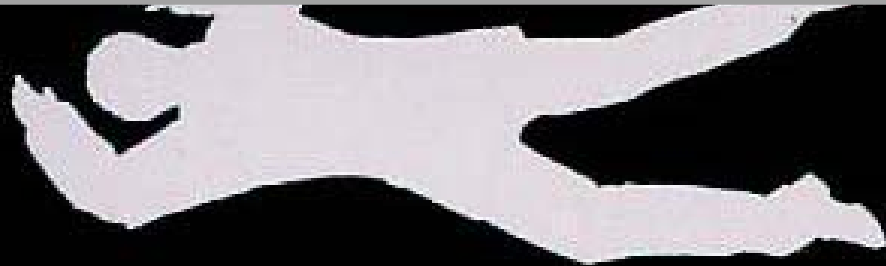
**A group of houseguests gather in the lounge after an excellent meal.**

**The room is filled with laughter and good spirits.**

**Suddenly, a scream is heard from down the hall.**



CRIME SCENE DO NOT CROSS





CRIME SCENE DO NOT CROSS

CRIME SCENE DO NOT CROSS





CRIME SCENE DO NOT CROSS

CRIME SCENE DO NOT CROSS

CRIME SCENE DO NOT CROSS



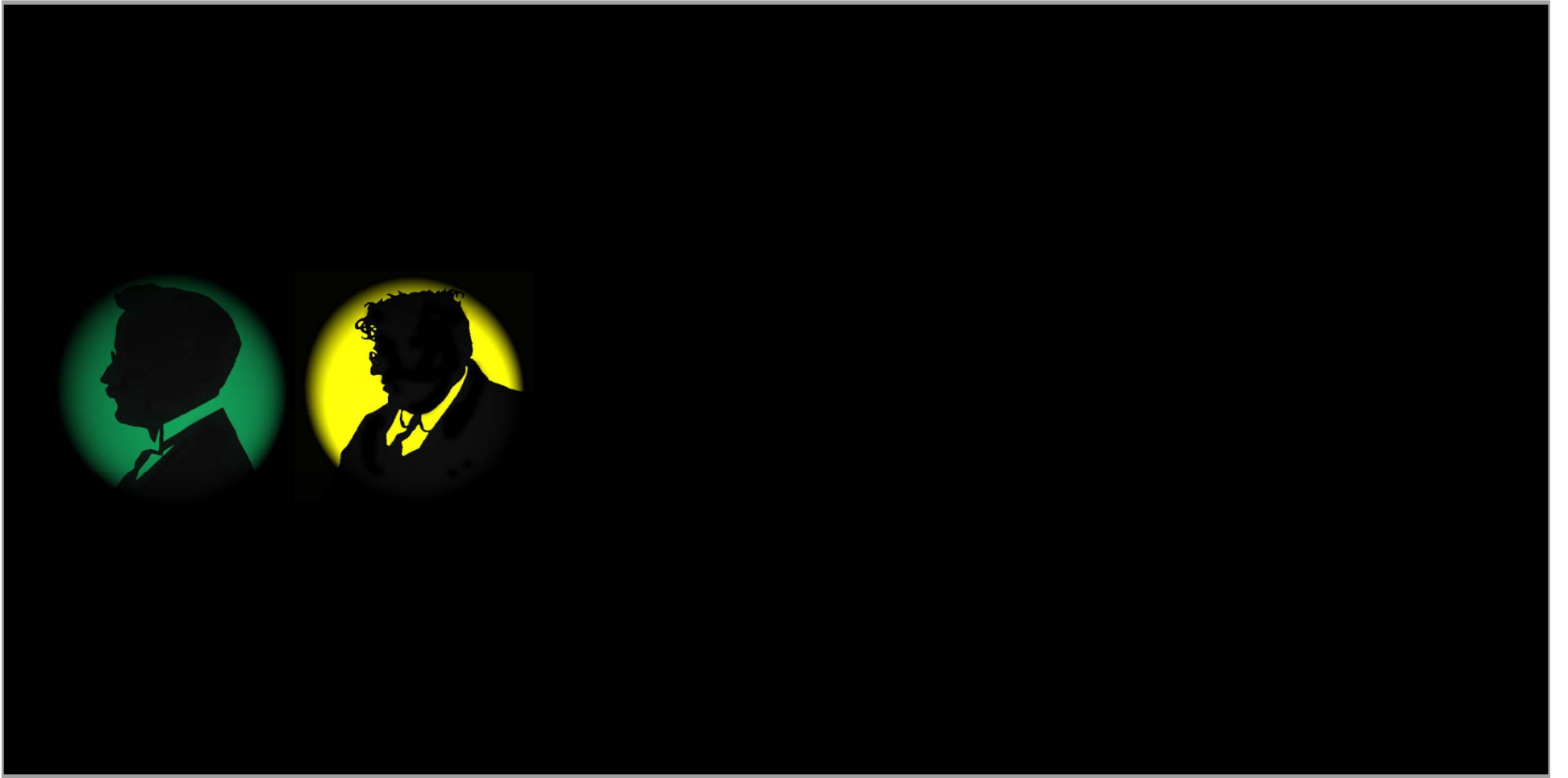




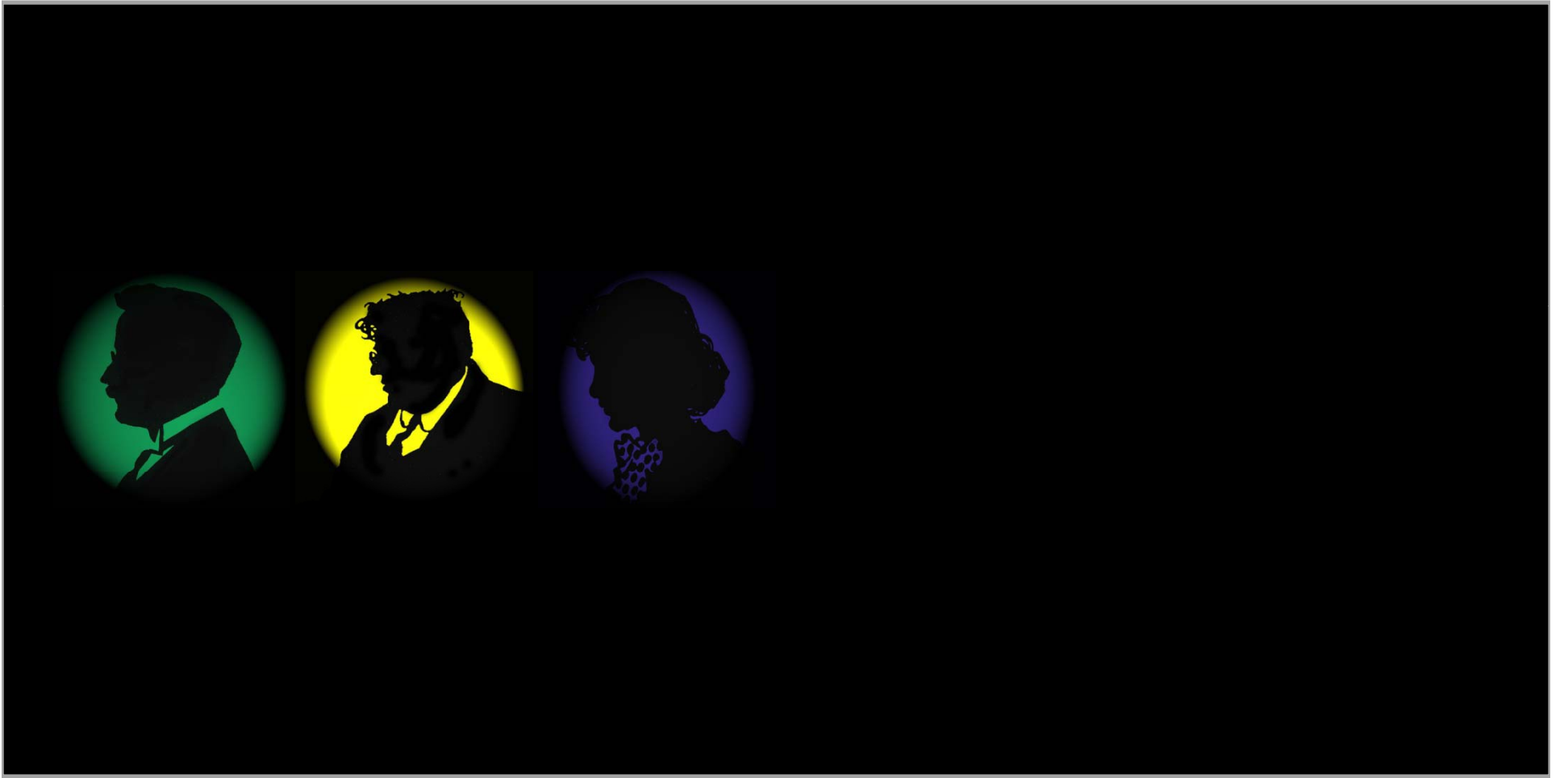


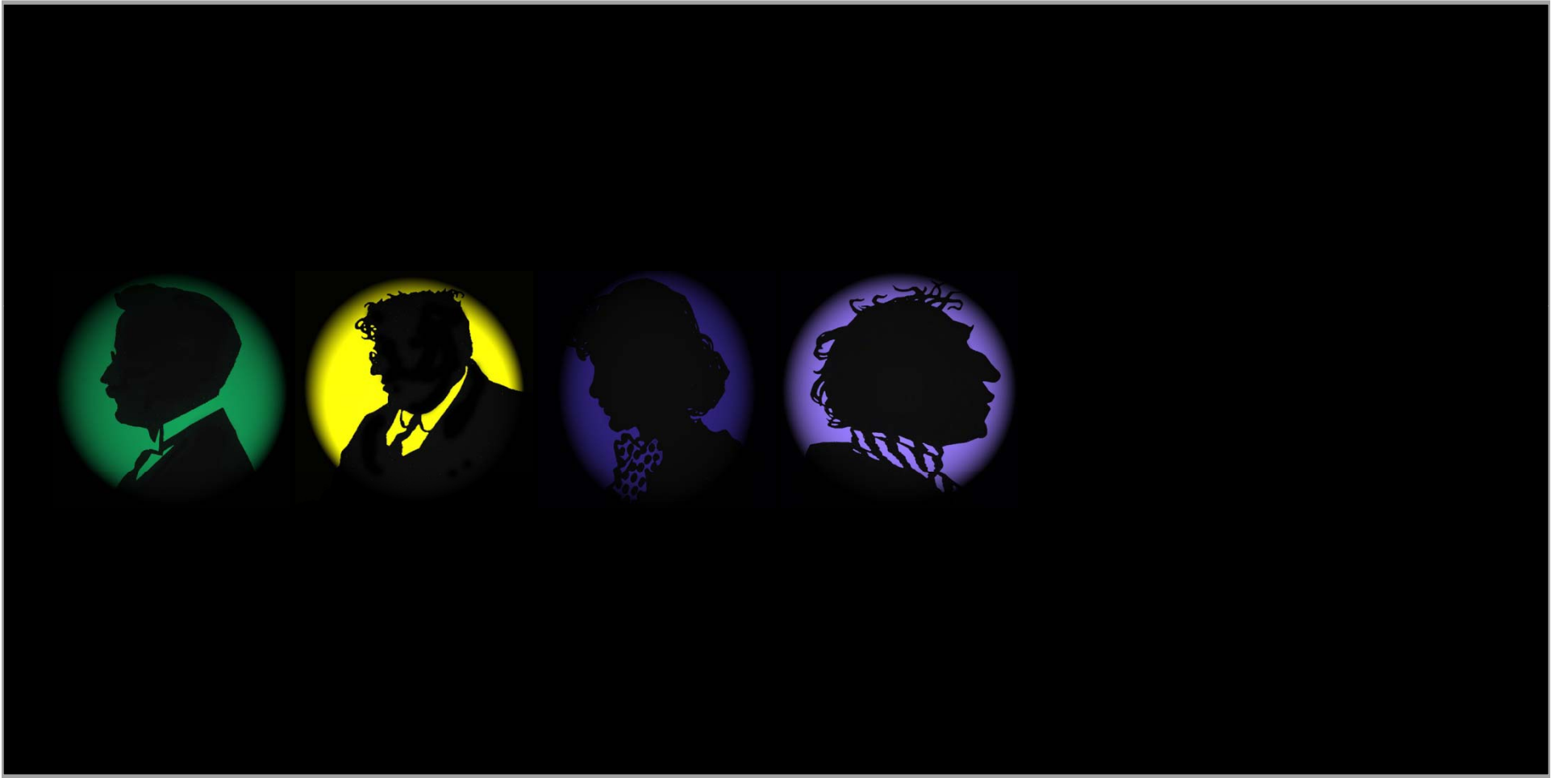


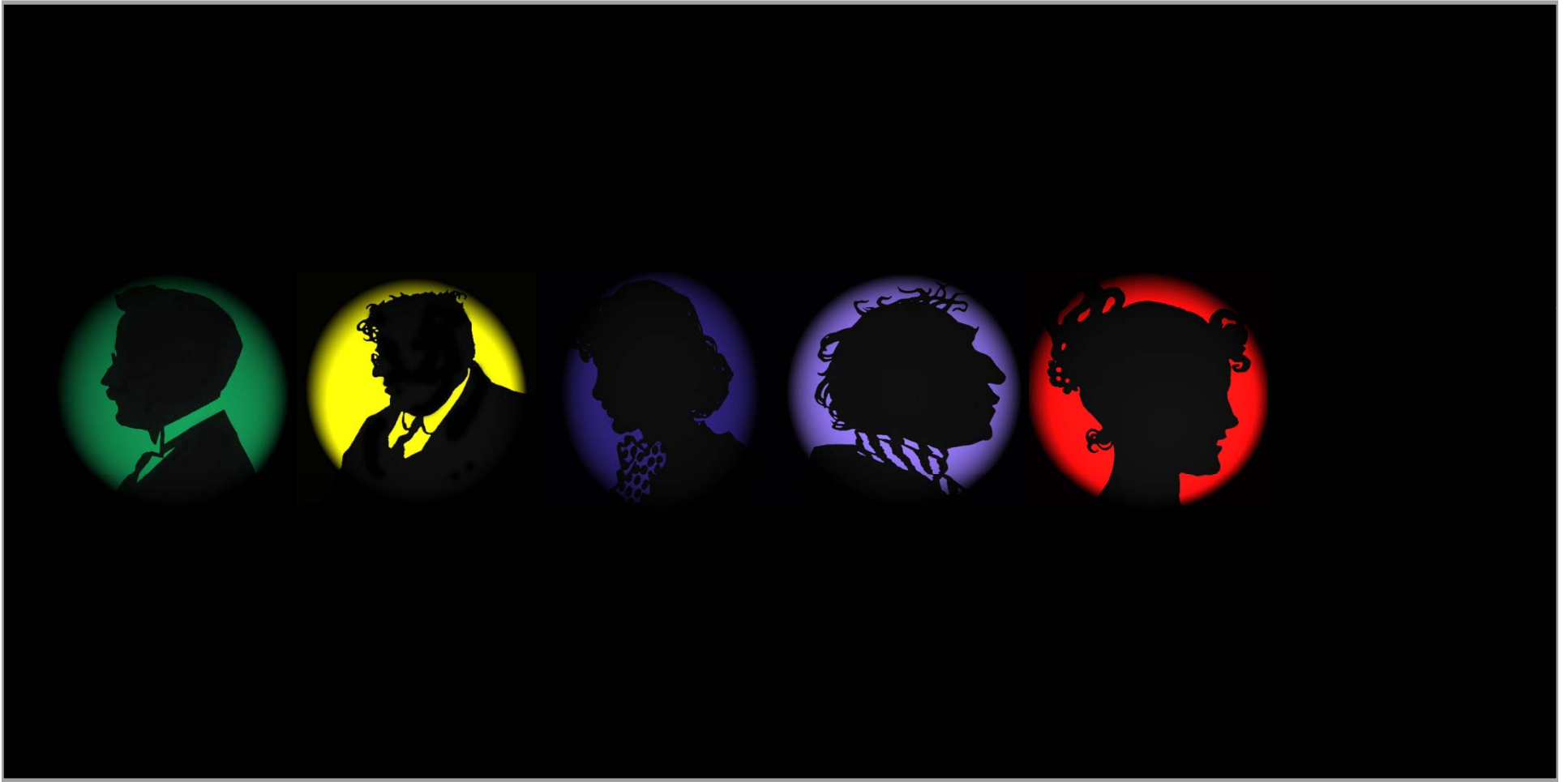


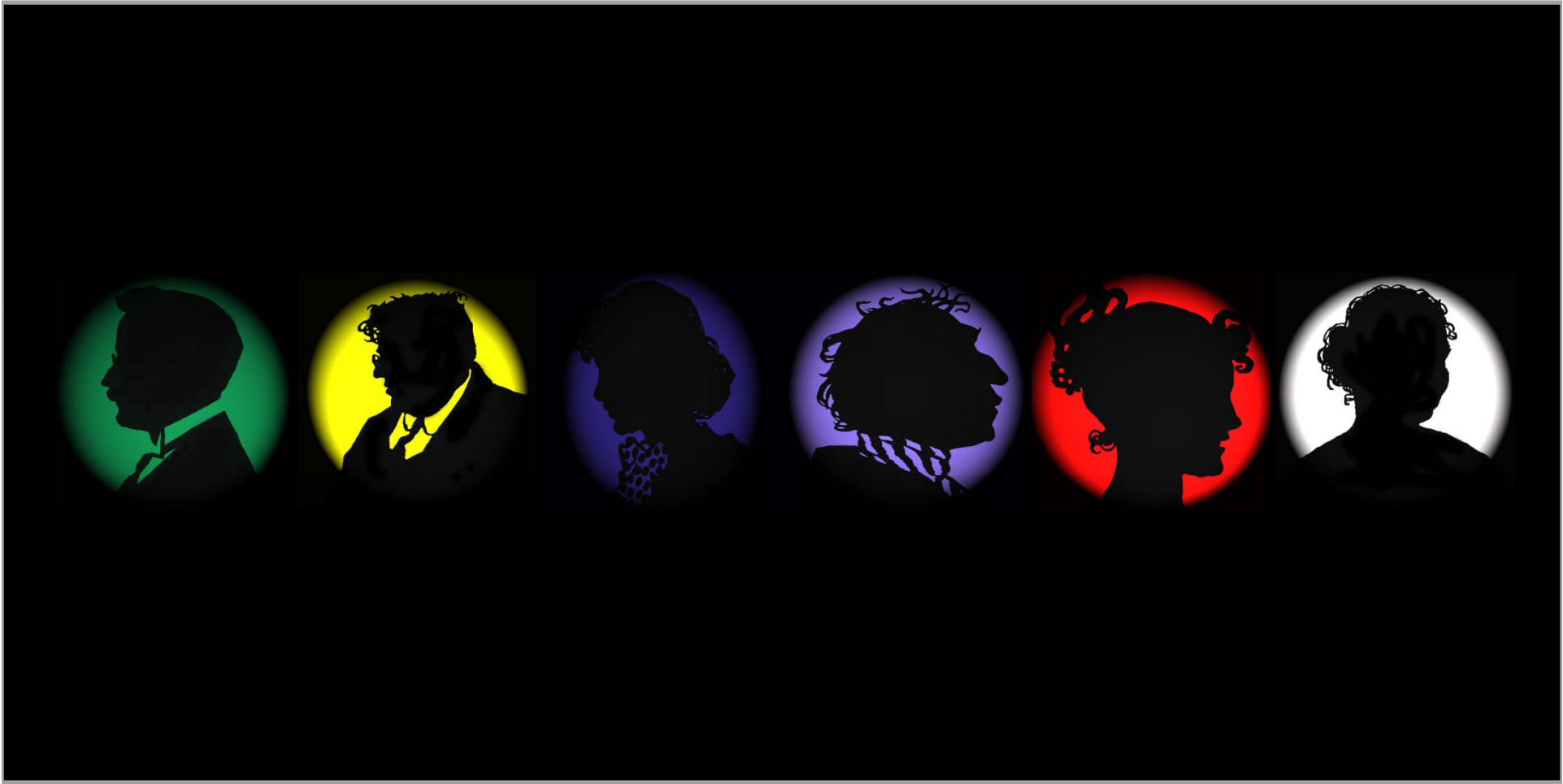






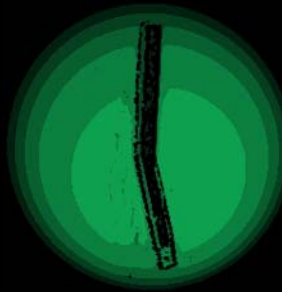


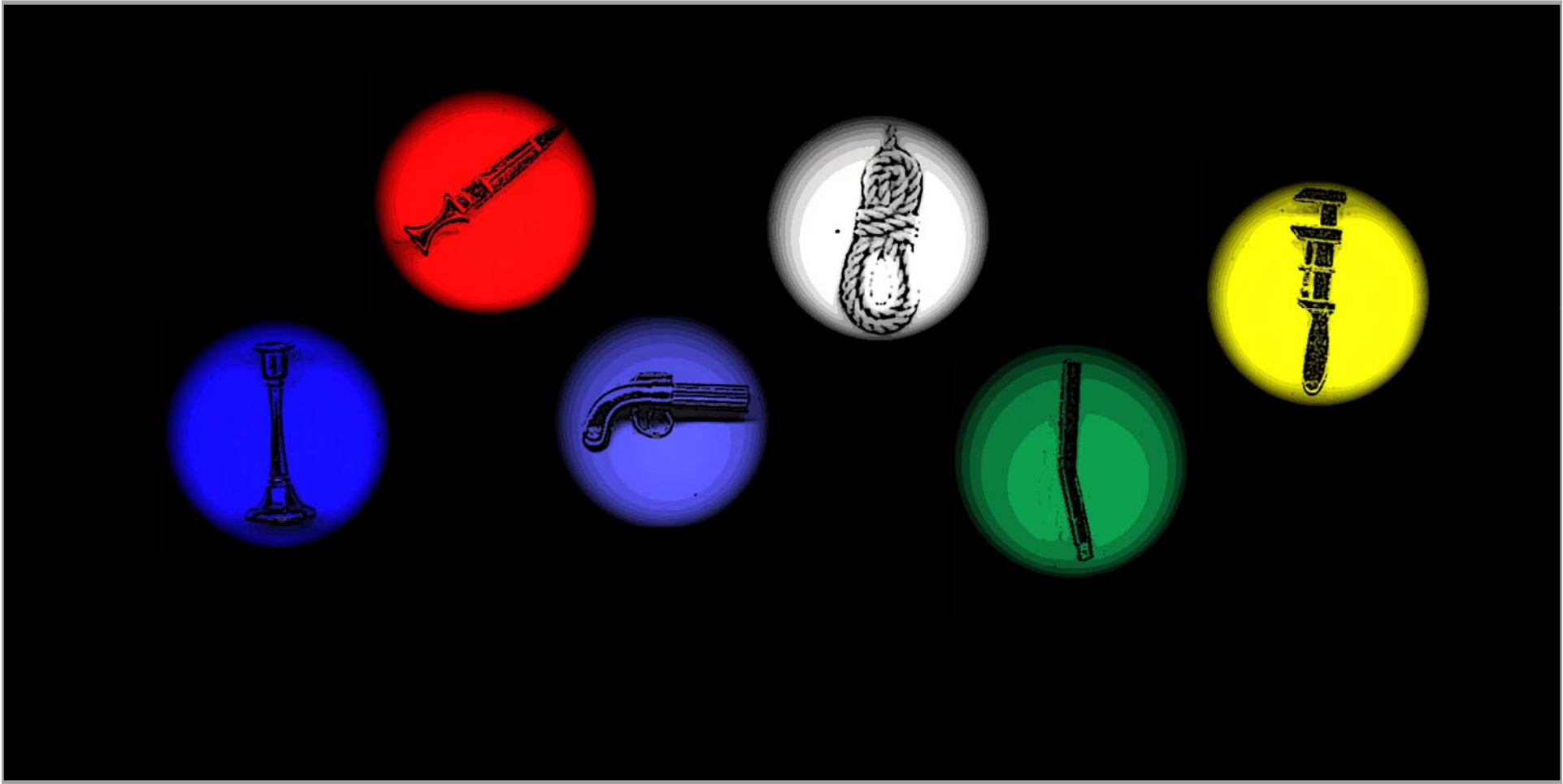














# Making Conclusions

Brilliant

Making  
Conclusions





Worth drinking?





Worth drinking?



Worth reading?



Worth drinking?



Worth wearing?



Worth fixing?



Worth reading?



Worth drinking?

Worth eating?



Worth playing?



Worth wearing?



Worth fixing?



Worth reading?



Worth drinking?

Worth eating?



Most of the time, the conclusions you make are really not a matter of life or death.



Worth playing?



Worth wearing?



Worth fixing?



Worth reading?





Worth drinking?

Worth eating?



And if some of the conclusions you make are not very good, you can live with them.



Worth playing?



Worth wearing?



Worth fixing?



Worth reading?

Most of the time.



OFFICE OF JURY COMMISSIONER FOR THE COMMONWEALTH  
560 Harrison Avenue, Suite 600, Boston, Massachusetts 02118-2447

## SUMMONS for JUROR SERVICE

You are hereby summonsed to serve as a TRIAL JUROR commencing on:  
**TUESDAY, JUNE 1, 1999 AT 8:30 AM**  
**MARLBOROUGH DISTRICT COURTHOUSE, 1ST FLOOR**  
**WILLIAMS STREET, MARLBOROUGH MA 01752**

- You may postpone your juror service, if necessary. (See page 4, "Postpone.")
- You will be mailed a reminder notice about 10 days before your scheduled date. It will contain a map and directions to the courthouse. Therefore, please notify us of any address change.
- A knowing failure to obey this summons without a justifiable excuse is a crime which, upon conviction, is punishable by a fine of not more than \$2000.
- Please display this card where it will remind you when you must appear.

JUROR ID# = 99-064573-09-09

MALDEN MA 02148-5673



If a courthouse is wheelchair-accessible, you will find the wheelchair symbol to the right of the courthouse name whenever it appears. Where no symbol is shown, that courthouse is not wheelchair-accessible.



**VERY IMPORTANT: You must Complete, Detach, and Mail the Juror Confirmation Form (Page 3 below) Within 10 Days of Receipt.** P.A.C.F. 1



OFFICE of the CLERK of the Superior Court, No. 4 COMM-56411111  
 1000 High Street, Boston, Massachusetts 02115-2145

## SUMMONS for JUROR SERVICE

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**TUESDAY, JUNE 1, 1999 AT 8:30 AM**  
**MARLBOROUGH DISTRICT COURTHOUSE, 1ST FLOOR**  
**WILLIAMS STREET, MARLBOROUGH MA 01752**

But sometimes you might need to make a conclusion that really *is* a matter of life or death.

You will be mailed a written notice about 10 days before your scheduled date. It will contain the name of the case and the name of the court. Therefore, please notify us of any address change immediately by mail or telephone, after the 10 day notice period expires.

There is no fee for jury service. You will receive a stipend of \$50.00 per day for each day of jury service.

\* The undersigned Clerk of the Court will attend you wherever you may appear.

JUROR ID# = 99-064573-09-09

MALDEN MA 02148-5673  
 [Barcode]

If you are unable to appear for jury service, you will need the witness fee returned to the right of the summons form. Please see the appeal, return the summons form, with appropriate documentation, to the court.



**VERY IMPORTANT:** You must Complete, Detach, and Mail the Juror Confirmation Form (Page 3 below) Within 10 Days of Receipt.

What are you going to do then?

Fortunately, if you have a good plan, you don't have a problem.

a good  
plan

**Step One**



Find the facts.

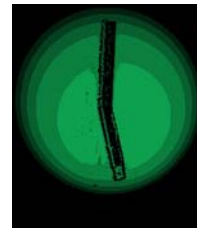


Find everything that has to do with the subject of  
your conclusion.





Find everything that has to do with the subject of your conclusion.



What you look for depends on your subject.

if your subject is about

if your subject is about  
who

if your subject is about find things that show  
who



if your subject is about who find things that show characteristics



if your subject is about **find things that show**  
who characteristics  
what features

if your subject is about    find things that show  
who                                    characteristics  
what                                    features  
when

if your subject is about    find things that show  
who                                    characteristics  
what                                    features  
when                                    events

if your subject is about	find <u>things</u> that show
who	characteristics
what	features
when	events
where	

if your subject is about	find <u>things</u> that show
who	characteristics
what	features
when	events
where	presence

if your subject is about	find <u>things</u> that show
who	characteristics
what	features
when	events
where	presence
why	



if your subject is about	find <u>things</u> that show
who	characteristics
what	features
when	events
where	presence
why	intention

if your subject is about	find <u>things</u> that show
who	characteristics
what	features
when	events
where	presence
why	intention
how	

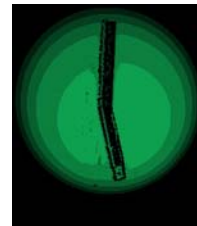
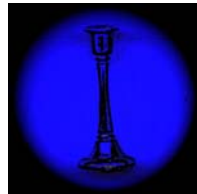
if your subject is about	find <u>things</u> that show
who	characteristics
what	features
when	events
where	presence
why	intention
how	action

**Step Two**

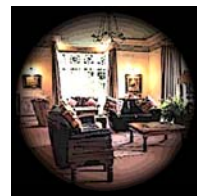
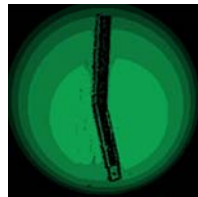
Find the story.

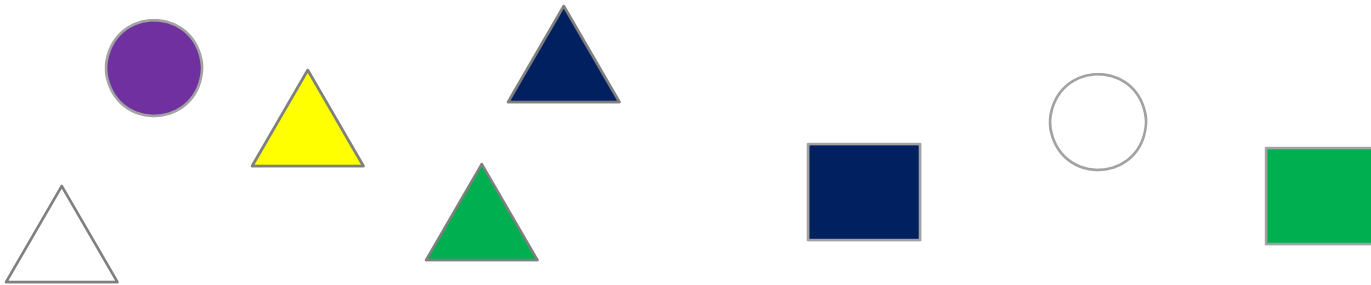


You find the story in the things that have to do with your subject...

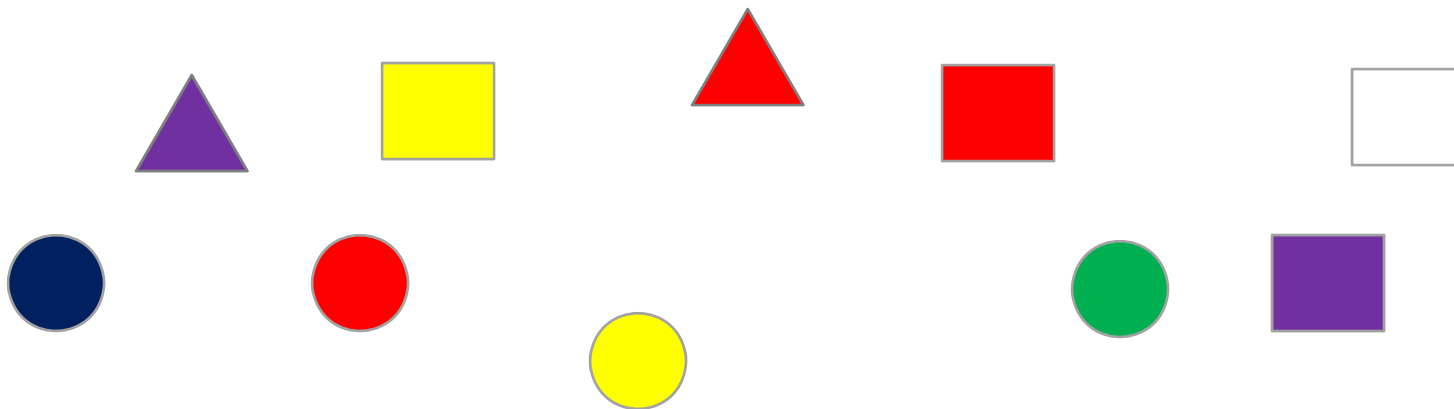


and the way they are related.





Start with everything that has to do with your subject.





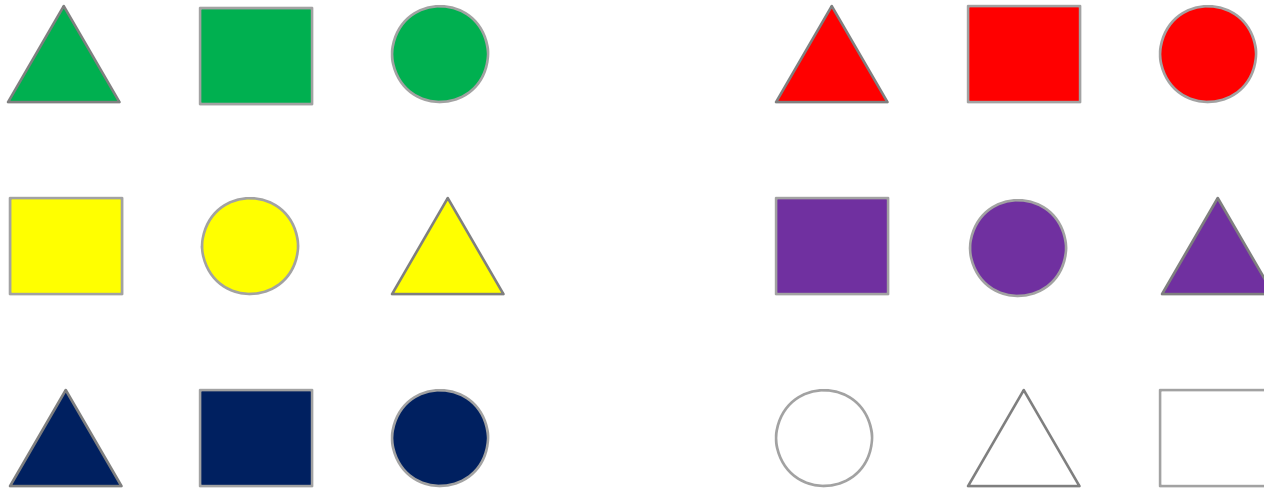
Group the things that seem to go together.



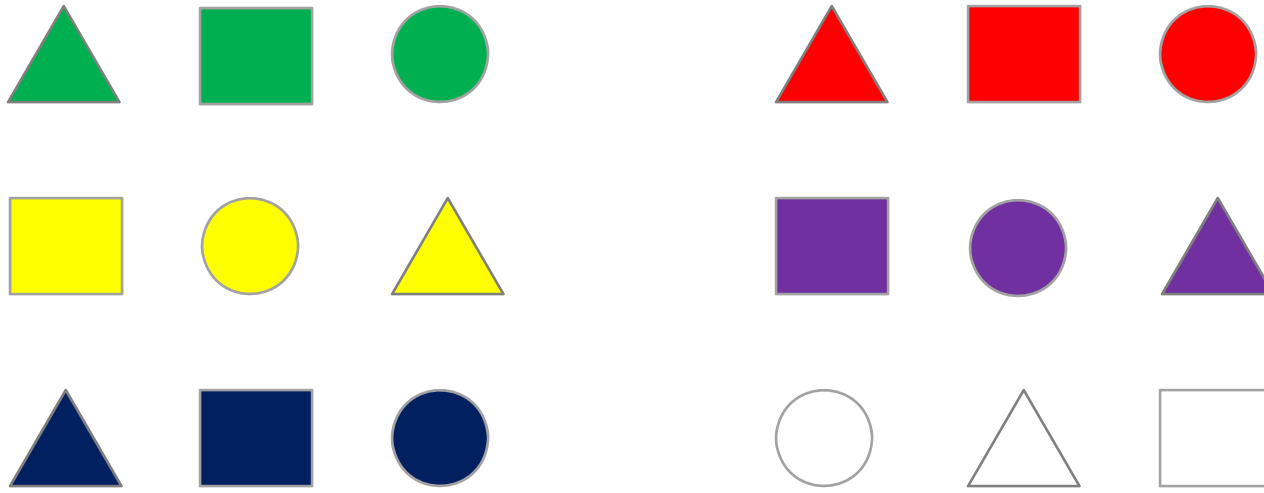
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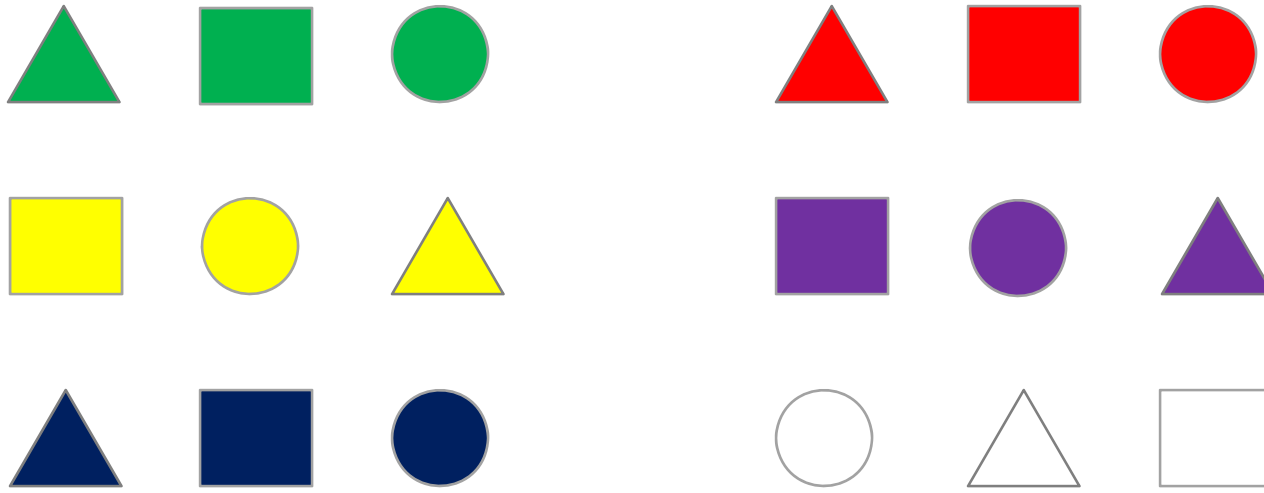
Group the things that seem to go together.



Group the things that seem to go together.

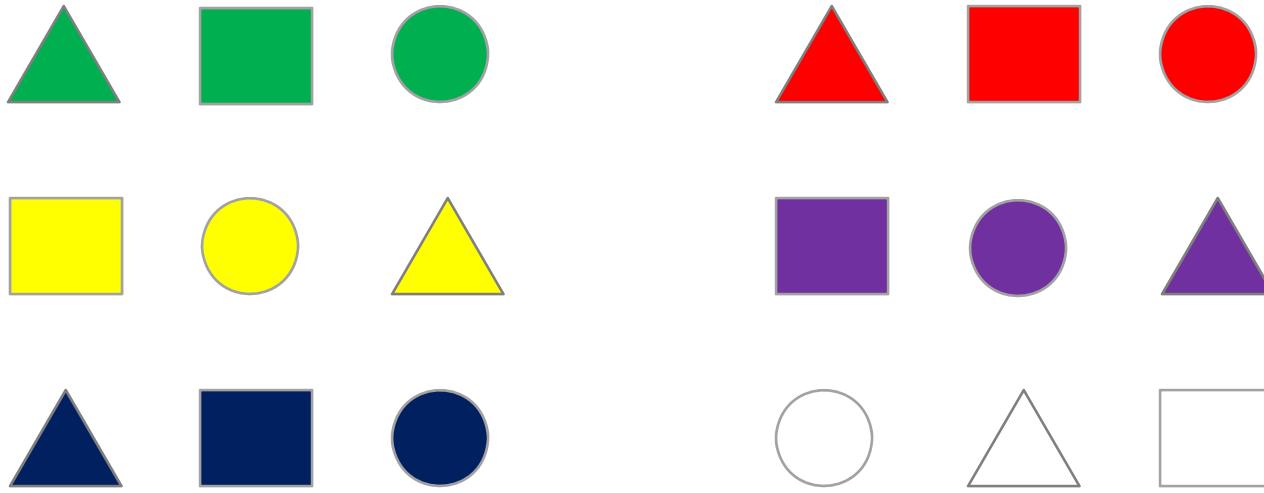


The things may have more than one relationship.

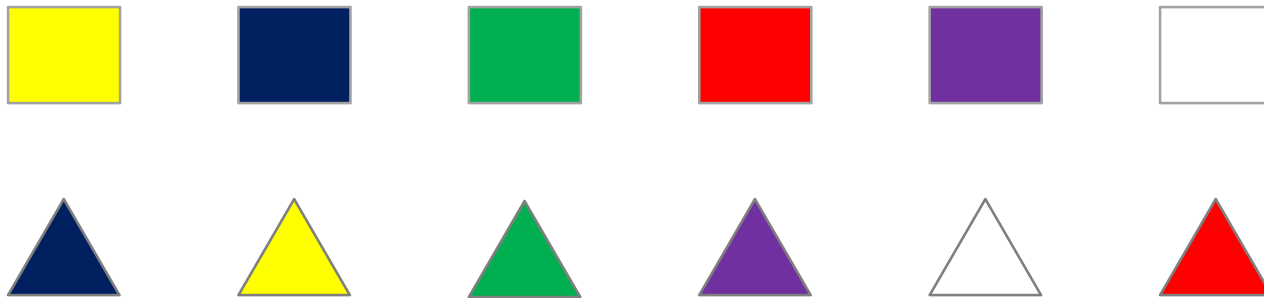


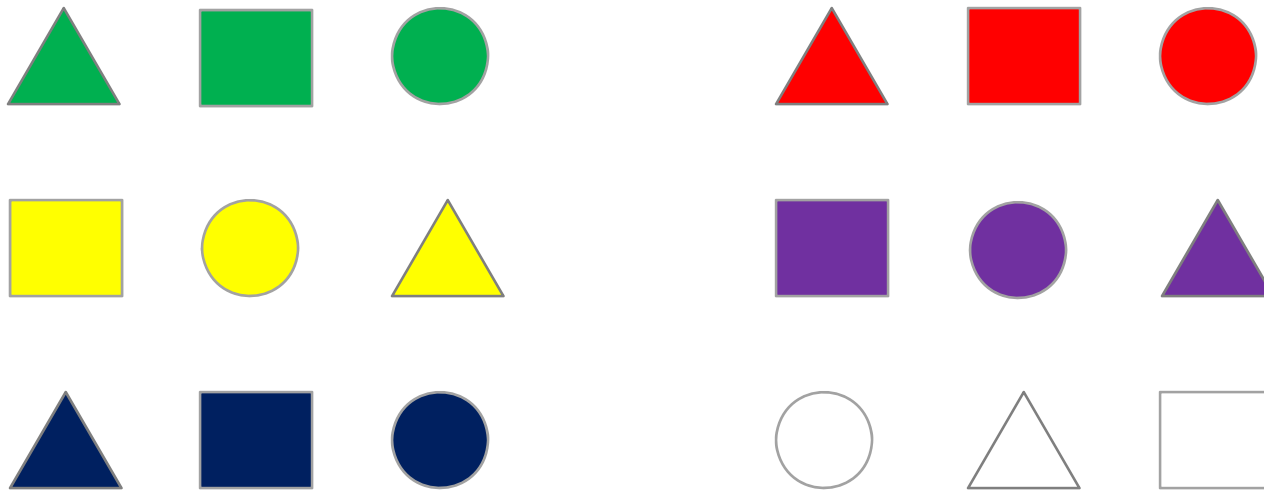
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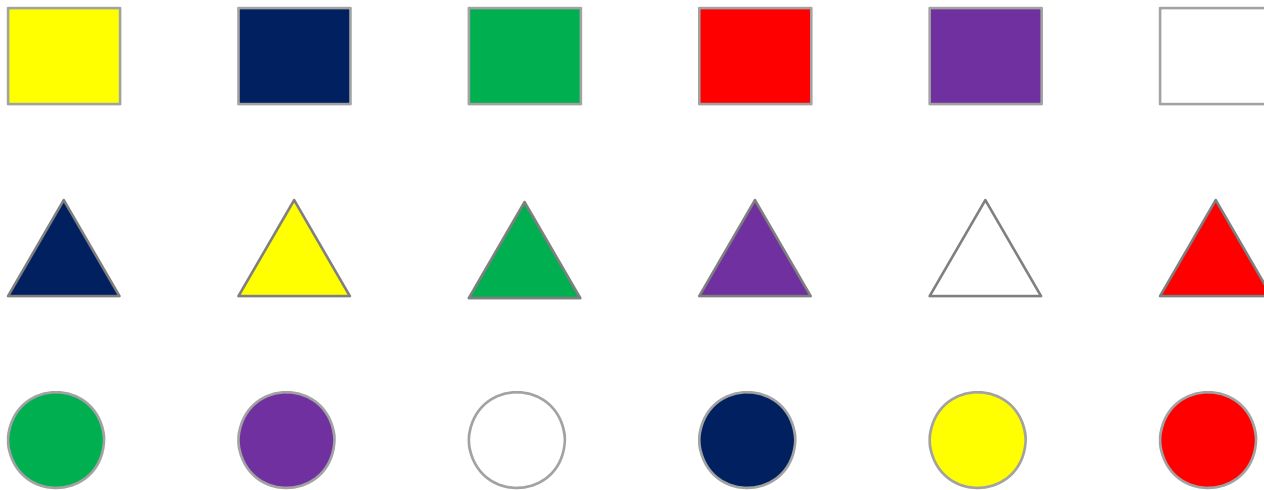


The things may have more than one relationship.





The things may have more than one relationship.

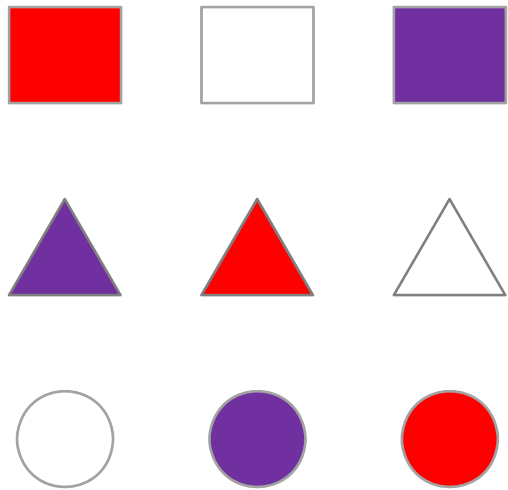




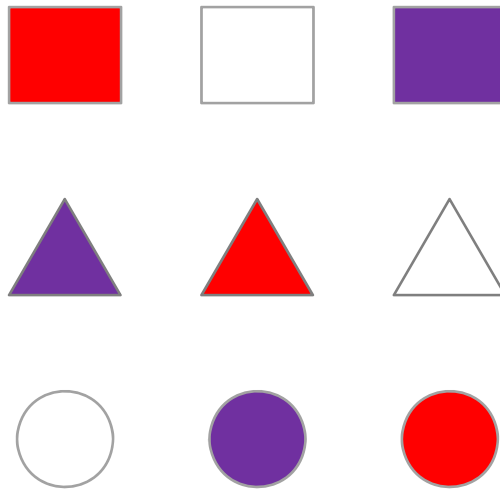
The relationships you look for depend on the story you are finding.

And that can be a challenge.

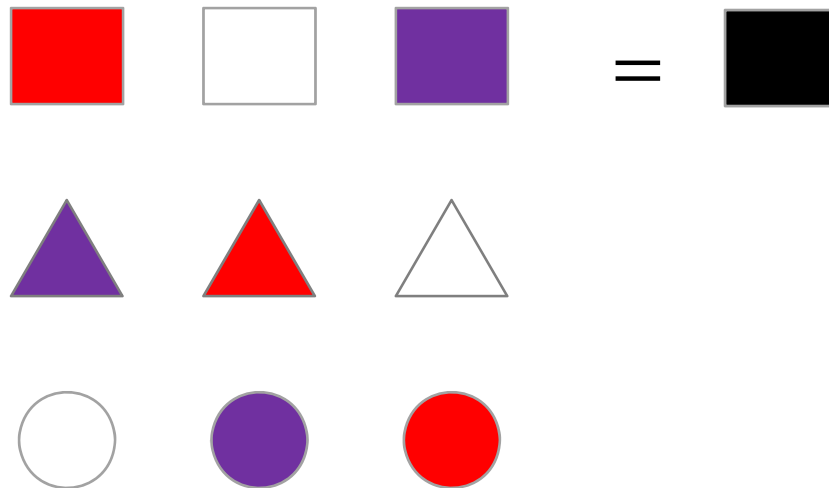
Until you find the story.



After you have grouped your things, identify what each group has in common.



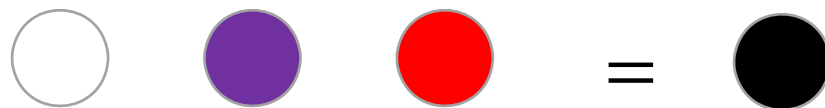
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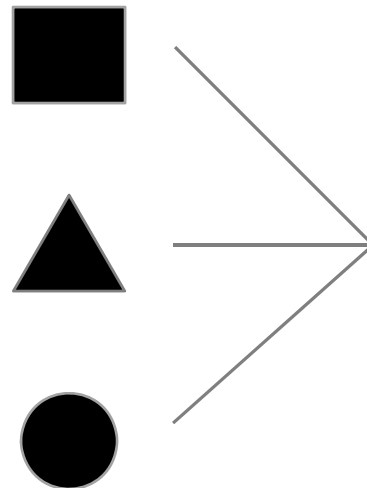


After you have grouped your things, identify what each group has in common.

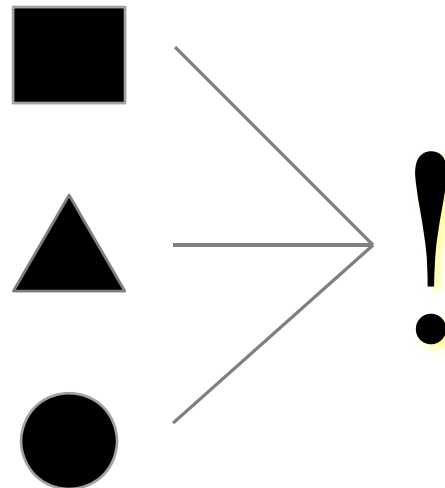




Then conclude what all the groups have in common.



And that will be your brilliant conclusion.



**Step Three**

Hey, wait!

Yes?

I'm a bit confused.  
Could you give an example?

No problem.

Let's start with a subject to make a conclusion about.





Worth eating?



Worth eating?



To make a conclusion about whether bananas are worth eating, you need to find out everything about bananas.



And since a banana is a “what,” you want to find things that show its features.



Let's begin.

high in potassium



contains a high-grade protein

contains no fat, sodium or cholesterol

provides a quick energy boost

high in potassium

contains serotonin and tryptophan

helps diminish depression



can cut the risk of death by strokes by as much as 40%

contains a high-grade protein

contains no fat, sodium or cholesterol

provides a quick energy boost

easy to digest

high in iron

contains 3 natural sugars

contains beta-carotene

contains vitamins C and K

high in potassium

contains serotonin and tryptophan

can protect against heart disease

can reduce the risk of developing kidney cancer

promotes healthy bone growth



can cut the risk of death by strokes by as much as 40%

helps diminish depression

helps prevent high blood pressure

good source of soluble fiber pectin

a natural antacid

rich in vitamin B6



Now group the things that seem to go together.

contains vitamins C and K  
contains a high-grade  
protein

high in potassium

high in iron

contains beta-carotene

contains serotonin  
and tryptophan

contains no fat, sodium  
or cholesterol

can cut the risk of death by  
strokes by as much as 40%

helps diminish depression

can protect against  
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fiber pectin

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developing kidney cancer

a natural antacid

promotes healthy  
bone growth

contains 3 natural sugars

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protein

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contains beta-carotene

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can protect against  
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energy boost

easy to digest  
can reduce the risk of  
developing kidney cancer  
promotes healthy  
bone growth  
can cut the risk of death by  
strokes by as much as 40%

contains 3 natural sugars

helps prevent high  
blood pressure

good source of soluble  
fiber pectin

a natural antacid

rich in vitamin B6

rich in vitamin B6	contains a high-grade protein
high in potassium	contains vitamins C and K
high in iron	contains serotonin and tryptophan
contains beta-carotene	

a natural antacid	promotes healthy bone growth
helps diminish depression	
contains no fat, sodium or cholesterol	helps prevent high blood pressure
can protect against heart disease	good source of soluble fiber pectin
provides a quick energy boost	
easy to digest	can cut the risk of death by strokes by as much as 40%
can reduce the risk of developing kidney cancer	

contains 3 natural sugars

Identify what each group has  
in common.

rich in vitamin B6	contains a high-grade protein
high in potassium	contains vitamins C and K
high in iron	contains serotonin and tryptophan
contains beta-carotene	

a natural antacid	promotes healthy bone growth
helps diminish depression	
contains no fat, sodium or cholesterol	helps prevent high blood pressure
can protect against heart disease	good source of soluble fiber pectin
provides a quick energy boost	
easy to digest	can cut the risk of death by strokes by as much as 40%
can reduce the risk of developing kidney cancer	

contains 3 natural sugars

rich in vitamin B6	contains a high-grade protein
high in potassium	contains vitamins C and K
high in iron	contains serotonin and tryptophan
contains beta-carotene	

= nutritious

a natural antacid	promotes healthy bone growth
helps diminish depression	
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can reduce the risk of developing kidney cancer	

= healthy

contains 3 natural sugars
---------------------------



rich in vitamin B6	contains a high-grade protein
high in potassium	contains vitamins C and K
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= nutritious

a natural antacid	promotes healthy bone growth
helps diminish depression	
contains no fat, sodium or cholesterol	helps prevent high blood pressure
can protect against heart disease	good source of soluble fiber pectin
provides a quick energy boost	
easy to digest	can cut the risk of death by strokes by as much as 40%
can reduce the risk of developing kidney cancer	

= healthy

contains 3 natural sugars
---------------------------

= tasty

Then conclude what all the groups have in common.

nutritious

healthy

tasty



nutritious

healthy

tasty

definitely  
worth  
eating!

A diagram consisting of three lines on the left side that converge into a single point on the right side. The lines originate from the words 'nutritious', 'healthy', and 'tasty' and point towards the text 'definitely worth eating!'.

Make sense now?

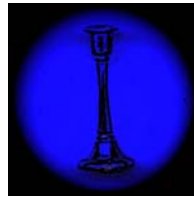
**Step Three**

Tell the story.

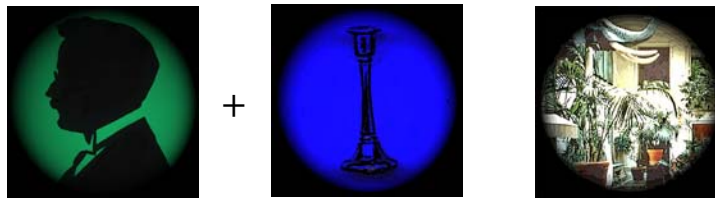




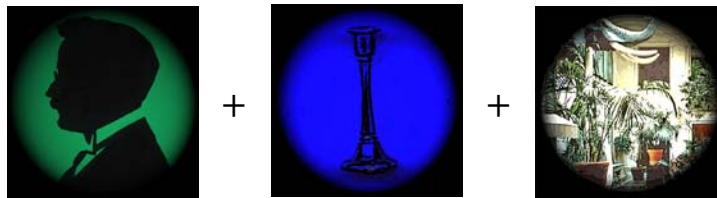
And the story you tell will be how you made your brilliant conclusion.

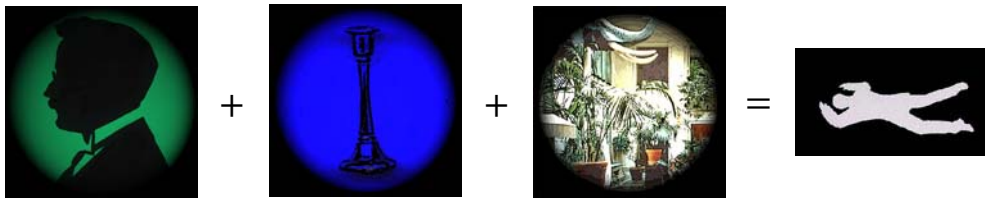


And the story you tell will be how you made your brilliant conclusion.



And the story you tell will be how you made your brilliant conclusion.





Because a conclusion is brilliant when it explains how all of the things are related.



Of course, it is easier to appreciate a brilliant conclusion than it is to make one.

Most things are like that.



OFFICE of the CLERK of Superior Court, No. 4 COMM. 95B11111  
 100 High Street, Boston, Massachusetts 02110-2110

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- A receipt is sent with this summons, which is to be given to the clerk's office when you appear for jury service. A fine of not more than \$1000 will be levied on you for failure to appear.
- The penalty for failure to appear will be as provided by law.

JUROR ID# = 99-064573-09-09

MALDEN MA 02148-5673  
 [Barcode]

If you are unable to appear for jury service, you will find the address for return to the right of this summons. Further information appears below the barcode. Please call the courthouse at 978-335-2222 for assistance.



**VERY IMPORTANT: You must Complete, Detach, and Mail the Juror Confirmation Form (Page 3 Below) Within 10 Days of Receipt.** 9/1/99 1

If you have to make a conclusion that is a matter of life or death...



can you make a conclusion you can live with?

If you have a good plan...

...you can.