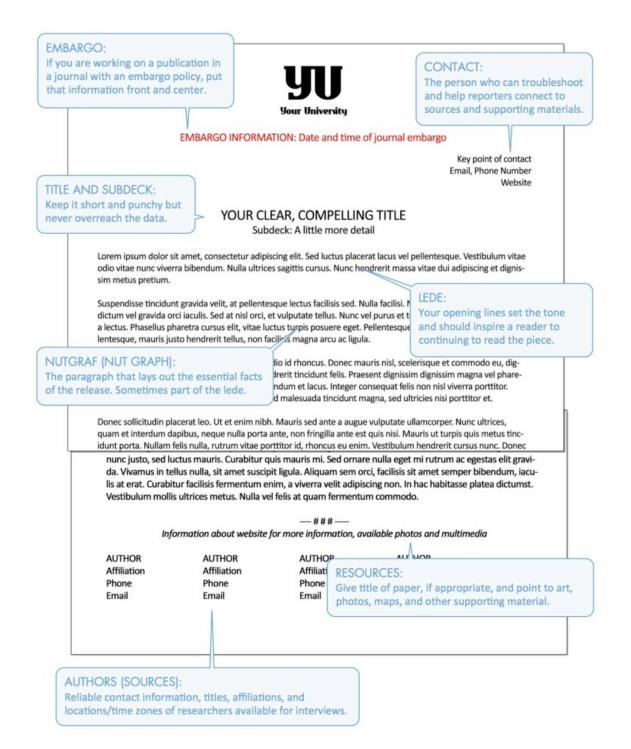
### SHOWING, NOT JUST TELLING

		BIGOTT BIGOT	
Feb 4 2008	9:00P	<u>Mississippi Pizza</u>	Portland, Oregon
Feb 5 2008	9:15P	Ash Street Saloon	Portland, Oregon
Feb 6 2008	8:00P	The Boiler Room	Port Townsend, Washington
Feb 7 2008	7:00P	Empyrean Coffee House	Spokane, Washington
Feb 8 2008	8:00P	The Laboratory	Missoula, Montana
Feb 9 2008	9:00P	The Filling Station	Bozeman, Montana
Feb 10 2008	8:00P	The Loft	Billings, Montana
Feb 11 2008	8:00P	The Red Carpet	Minot, North Dakota
Feb 13 2008	8:00P	Beaner's Central	Duluth, Minnesota
Feb 14 2008	8:00P	The Reptile Palace	Oshkosh, Wisconsin
Feb 15 2008	8:00P	The Borg Ward	Milwaukee, Wisconsin
Feb 16 2008	10:00P	Quenchers Saloon	Chicago, Illinois
Feb 17 2008	7:00P	SOUNDLAB	Mokena, Illinois
Feb 18 2008	8:00P	Skylight Coffeehouse	Lafayette, Indiana
Feb 19 2008	8:00P	The Verve	Terre Haute, Indiana
Feb 20 2008	8:00P	Mo Doggie's	Fenton, Michigan
Feb 21 2008	9:00P	BarFly	Akron, Ohio
Feb 22 2008	6:00P	The Dungeon	Watertown, New York
Feb 23 2008	8:00P	<u>she doesn't like GUTHRIE'S</u>	Lewiston, Maine
Feb 24 2008	10:00P	Lily Pad	Cambridge, Massachusetts
Feb 26 2008	8:00P	Club Hell Live	Providence, Rhode Island
Feb 27 2008	8:00P	Cousin Larry's	Danbury, Connecticut
Feb 28 2008	8:30P	Lit Lounge	New York, New York
Feb 29 2008	8:00P	Brenda & Jerry's	Bath, Pennsylvania
Mar 1 2008	8:00P	<u>The Blue Marlyn</u>	Essex, Maryland
Mar 2 2008	7:30P	The Purple Fiddle	Thomas, West Virginia
Mar 3 2008	8:00P	The Rock Shop	Fayetteville, North Carolina
Mar 4 2008	9:00P	Marvell Event Center	Durham, North Carolina
Mar 5 2008	8:00P	Snug Harbor	Charlotte, North Carolina



#### The (ouch) press release



#### **Produce**

Our produce is a sight to behold. It's the first thing you see when you come into one of our stores: a visual feast of color, variety and sparkling freshness piled high for your pleasure and convenience.

The quality of produce at our stores is simply second to none. Our produce buyers, based in all regions of the country, maintain relationships with our local growers and our field inspectors are on the road 52 weeks a year seeking out the best of the best.

We feature local produce in season. While the definition of local varies by region of the country, it generally means one day's drive away or less, and it's usually much less. Ask a produce team member where your store's local produce comes from and when your favorite items will be in season.

We know that you like to know where your food comes from, so we display the origin of every piece of produce we sell. To meet customer demand, we do our best to offer the highestquality fruits and vegetables year-round, so we use our experience and relationships with growers from around the world to obtain the best of what's "in season" in other parts of the world.

Devotion to quality and service is a daily mantra in every one of our produce departments. That's why you can find just about anything you want there, from the humble to the exotic, from bananas to Buddha's hand (in season, of course!). Come in and explore. You're bound to find something delicious.

#### Produce

Our produce is a sight to behold. It's the first thing you see when you come into one of our stores: a visual feast of color, variety and sparkling freshness piled high for your pleasure and convenience.

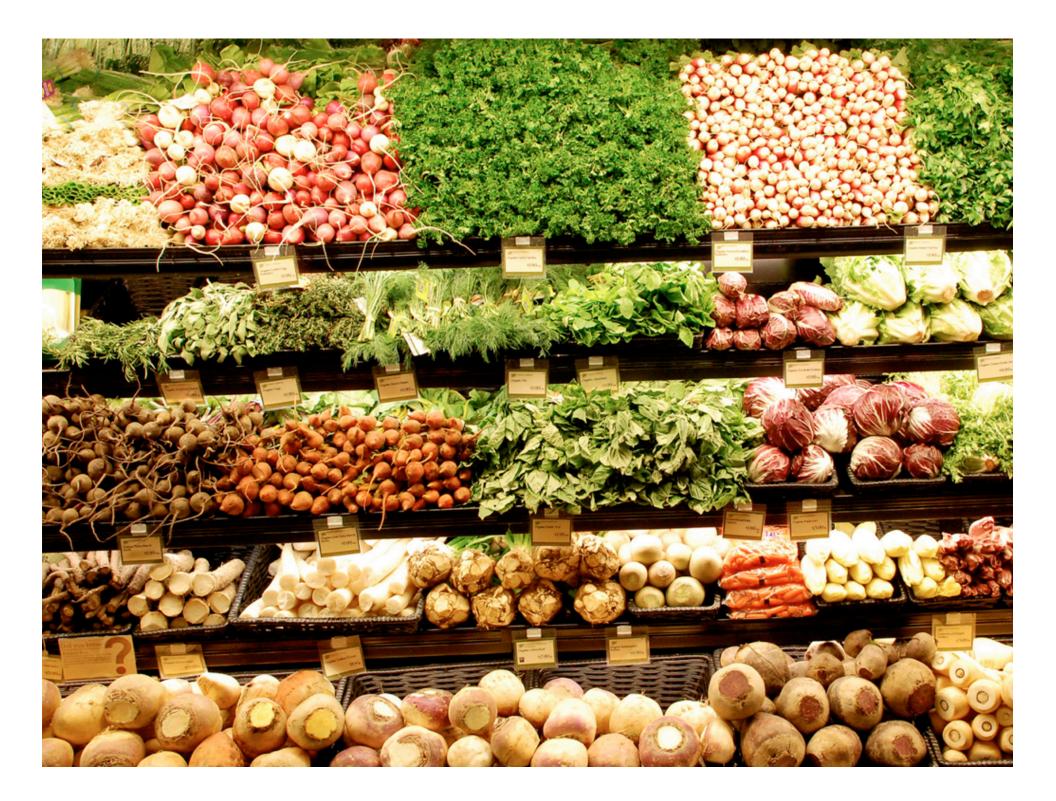
We feature local produce in season. While the definition of local varies by region of the country, it generally means one day's drive away or less, and it's usually much less. Ask a produce team member where your store's local produce comes from and when your favorite items will be in season. **ZZZZZZZZZZZZZZZZ** 

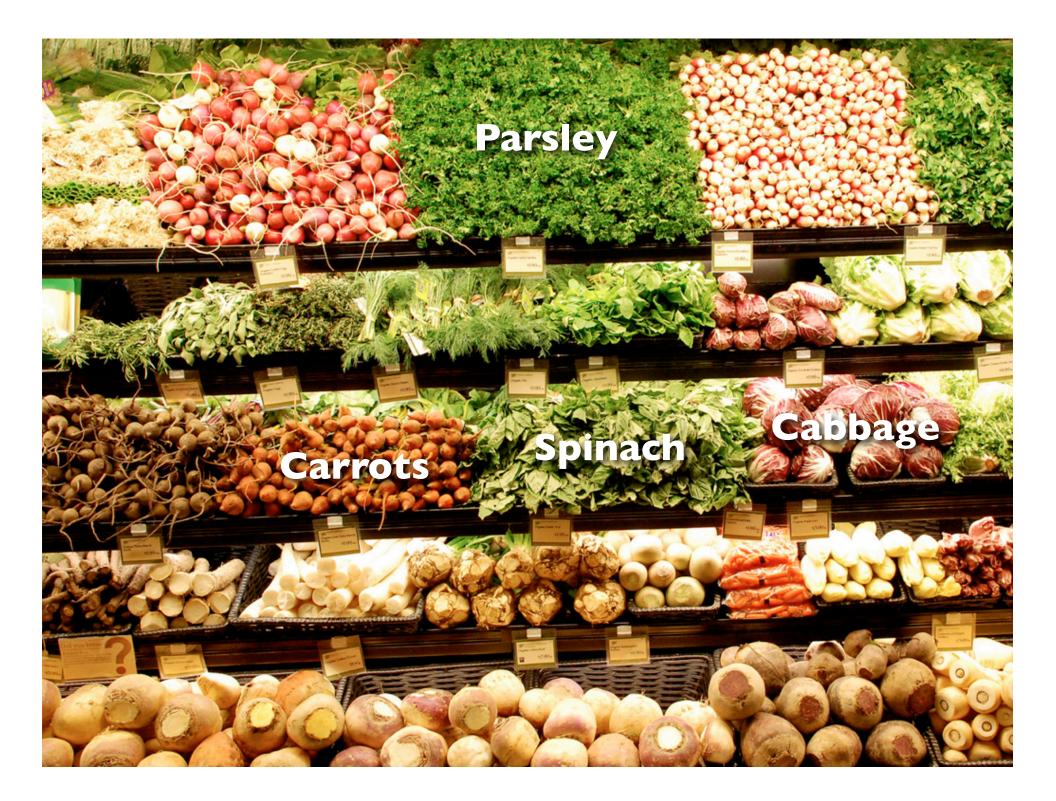
We know that you like to know where your food comes from, so we display the origin of every piece of produce we sell.

### **ZZZZZZZZZZZZ** To meet customer demand,

we do our best to offer the highestquality fruits and vegetables year-round, so we use our experience and relationships with growers from around the world to obtain the best of what's "in season" in other parts of the world.

Devotion to quality and service is a daily mantra in every one of our produce departments. That's why you can find just about anything you want there, from the





#### **Our fine produce**

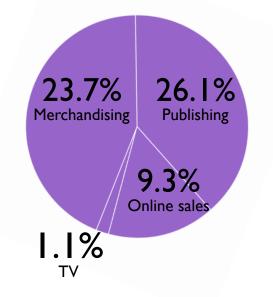


**Parsley** is simply dummy text of the printing and typesetting industry. Lorem Ipsum has been the industry's standard

**Cabbage** is simply dummy text of the printing and typesetting industry. Lorem Ipsum has been the industry's standard

**Carrots** is simply dummy text of the printing and typesetting industry. Lorem Ipsum has been the industry's standard **Spinach** is simply dummy text of the printing and typesetting industry. Lorem Ipsum has been the industry's standard

# Sometimes want to be straightforward



# while other times...

#### Running Title

sport an electronic ankle bracelet, "There's an element of martyrdom that rattles around Martha Stewart now," says (effrey Sonnenfeld, associate dean of the Yale School of Management, "But her humblingexperience only makes her stronger."

Martha? Humble? Around the prison yard, they marvel at how she's become one of them. There's nary a wiff of Hamptons snobbery when someone sits at her lunchtable. "When my friend, an older lady, satdown with her, they talked about microwave cooking," says Chrisa Gonzalez, a former Alderson inmate who keeps in contact with women there. "My friend said she was very humble, very caring and very kind." Stewart helped one woman who had been disowned by herfamily by writing a letter to the woman's sister. Stewart wrote movingly of the isola-

tion of prison life and implored the woman to reach out to her incurcerated sister. The let-

ter worked and the family remited, according to Stewart's friends. In return for herloyalty, the inmates try to help Stewart pretext her privacy. Whenever the paparazzi hover near the grounds, inmates crowd around Stewart to block their cameras. Says Gonzalez: "The inmates have become very protective of her."

Out in the ernel real world, the seandal taught Stewart to pick her friends carefully after some of her supporters turned away from her. Before she went to jail. Stewart carefully lined up the team that would become the Martha Makeover Machine. Even at her darkest hour a year ago, Stewart was sowing the seeds of her comeback by negotiating her TV deals and restock-

ing her hoard of directors with allies who would return herto the spotlight. The scandal had cost her the chairman and CEO jobs, but she grew increasingly dismayed with the way the empire she founded was pulling away from her, say sources close to Stewart, Even getting the company to write a letter of support to the judge sentencing Stewart was a struggle, the sources say. But as the company's

Sitting pretty: The Bernhardt furniture line



**Slicing Martha's Pie** 

The bright light in the empire. Bernhardt furniture is selling so well it has cloubled the size of the factory. And her Everyday pastel housewares at Kmart could get twice the shelf space after the Sears -Kinart merger closes

this month.

NEXT: Expand the furniture business, including a line of essemble - it yourself kits at Kmart. There's also talk of a new clothing line. And the TV shows could be a breeding ground for ideas.



controlling shareholder with 60 percent of the stock, Stewart still had the power to run the show.

During her trial, Stewart discovered she had an unlikely ally in Mark Burnett, the creator of Survivor and Trump's Apprentice show. Burnett was sturned by Stewart's slow disappearing act in her own magazine. "I thought her company was making a huge mistake," he says. "It was the equivalent of McDonald's taking down the golden arches," He saw a direct link between the company's strategy and the exodus of advertisers from Martha Stewart Living magazine. "Why would an advertiser feel confident when her own company was removing her?" he says. The reality, in Burnett's view, was that Martha's fall from grace would follow America's favorite storyline all the way to redemption. And he wanted to write the script. So he gave Stewart a call and asked for a meeting, "I thought, 'Even if she's found guilty, she won't get that long a sentence. And the media will have fed their insatiable thirst for taking someone down," he recalls. "And then they'll enjoy building her back up again."

Paging profits: Using

topes for Everyday buzz.

NEW Rad news- advertisers

and subscribers fied the flag-

ship Martha Stewart Living

mag as legal troubles mount-

ed. Good news: Everyday

NEXT: Ride the comeback.

Food is a runaway hit.

When Burnett arrived at Martha's office in New York for their first visit in March, he was dressed in his typical caeophonous style of plaid jacket and striped shirt. Usually, he gets teased for his funky look. But the first words out of Stewart's mouth were a cheery, "Wow! What a fascinating outfit!" And she ran to grab her camera to preserve his sortorial splendor on film. Burnett found her reaction hilarious and evidence of a hidden sense of humor he hoped to hring out in front of a camera. He pitched her on two shows: An hour-long daytime show in front of a live audience and a prime-time reality show. Each would be loosely scripted to play off all the spontaneity and sense of fun Burnett saw in her. They also would chip away at her reputation as an icy Queen of Perfection, which had only been solidified during her trial. (One witness testified that she'd threatened to fire her stock broker if he didn't change the hold music on his phone). Burnett says Stewart loved the idea, "She was so thrilled that anyhody was just reaching out and seeing a life for her beyond all this," he says. Sources in Stewart's camp, though, say she took some convincing, which included Burnett putting together a tape of hercrucking wise on late-night talk shows.

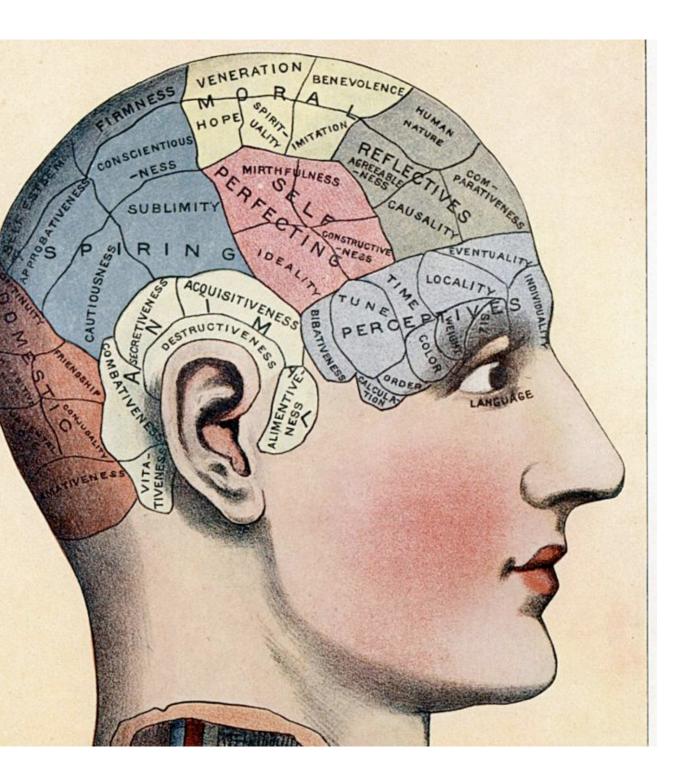
Trump also had to be persuaded. He was initially cool to Burnetit's idea of giving Stewart an Apprentice spin-off. Burnett

> Log on for complete audio online coverage to Newsweek.com form and fill up the last line like this

> > MARCH 7. 2005 NEWSWEEK 41

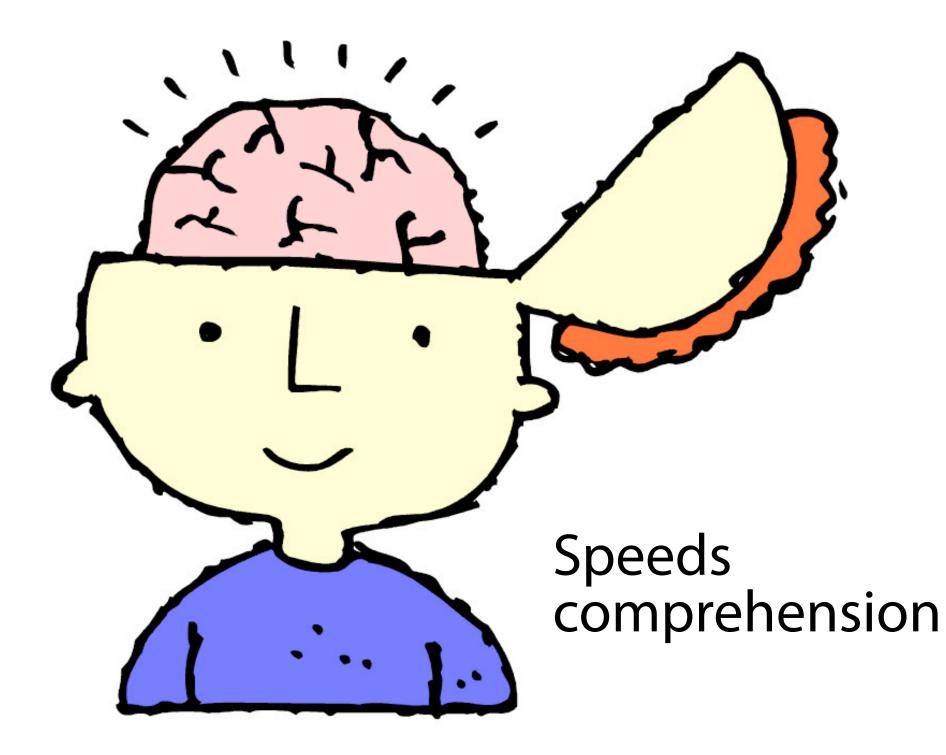
### WHY VISUALIZATION MATTERS

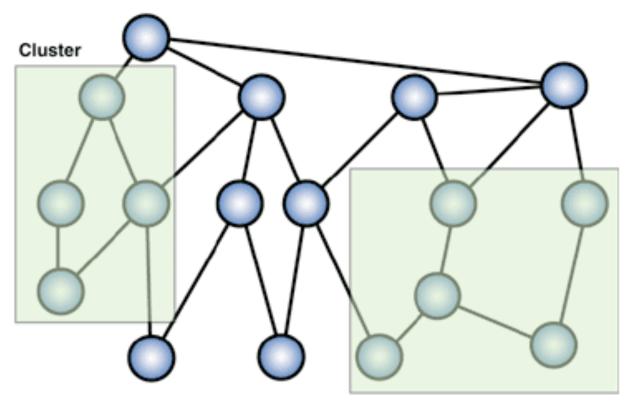
## Increases engagement



### Greater Retention

### Greater Recall





Cluster

### **Reveals patterns**

### Explains and summarizes the complex

Provides a structure for organizing, planning and studyin information and reveals hidden relationships



## All sorts of visual **TOOLS** to communicate your message



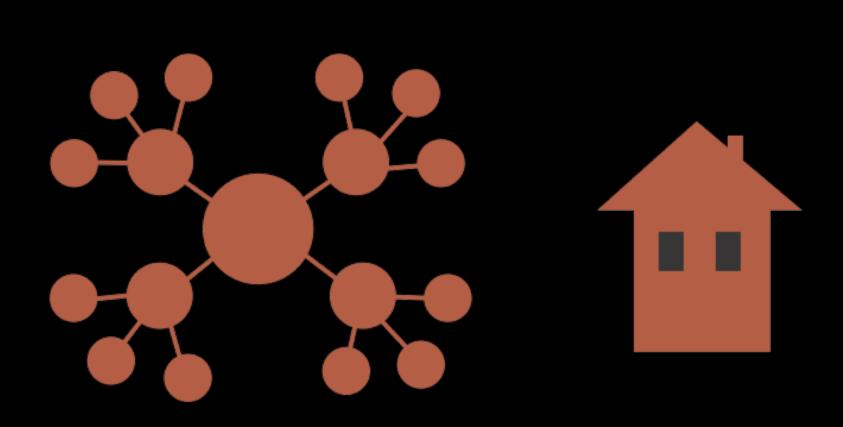
## MAPS



# CHARTS



## TYPE



# DIAGRAMS



# DRAWINGS

### HOW TO SPOT VISUAL OPPORTUNITIES

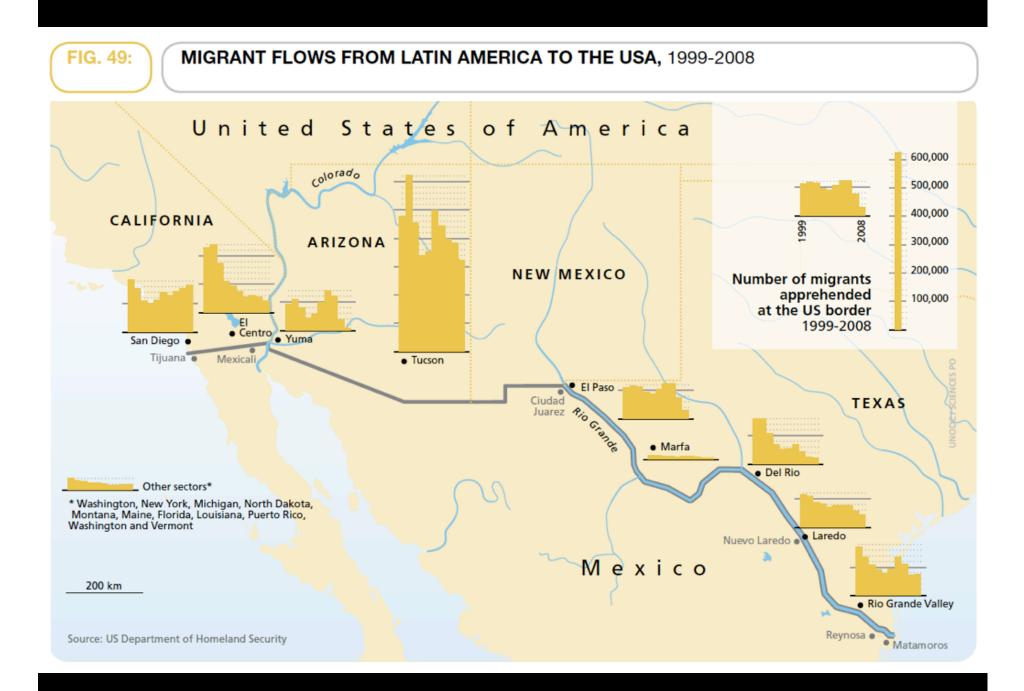
#### I can show...

WHEN something -took place -must get done HOW somethingchanged comparesevolvesfunctionshappened-is structured-works WHERE something-is located-has been -is going-is structured-is used

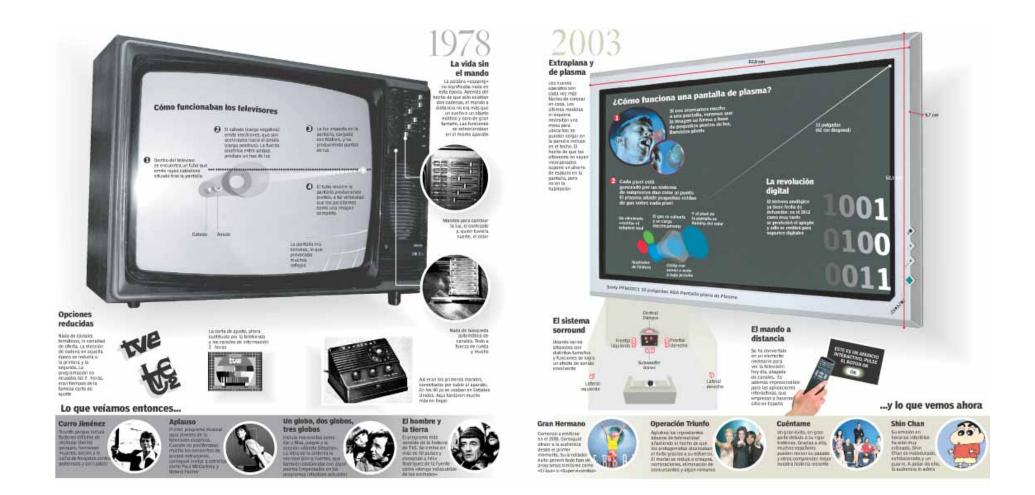
WHO-oversees whatworks where-is for/against WHAT-it's made of-its parts are -it relates to -it looks like

HOW MUCH-was spent-was madewas lost-it costwe need WHICH-is better/ worse -is faster/ slower-is bigger/ smaller-is higher/ lower-one to choose-thing to do

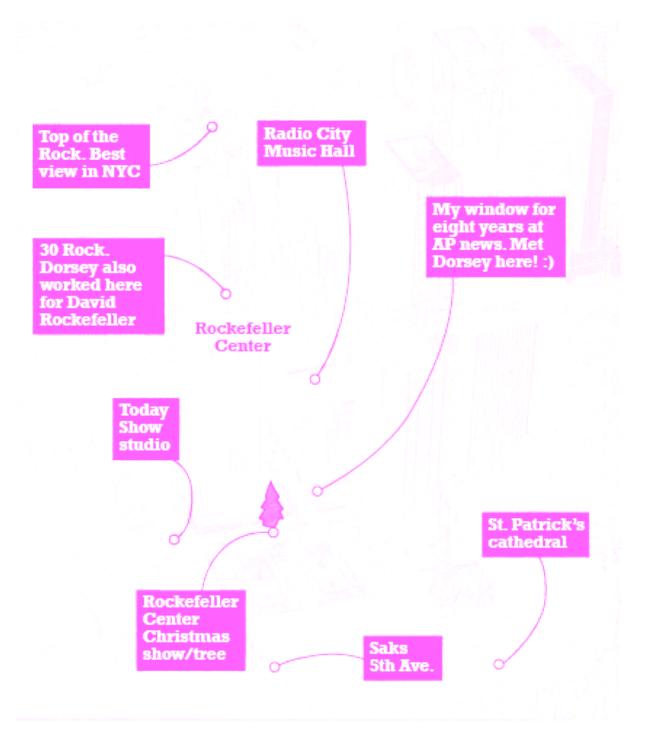
# Show where IT IS



# How it compares to **SOMETHING ELSE**



## Label ANNOTATE



# Highlight for **EMPHASIS**

#### The entire document

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#### Exhibit 13 explained

#### Inside the secret deal to hide the text messages

Here are key excerpts of a secret agreement dated Nov. 1, 2007, that includes provisions to conceal damaging text messages between Detroit Mayor Kwame Kilpatrick and his then-chief of staff, Christine Beatty. The messages showed Kilpatrick and Beatty lied at a police whistle-blower trial last summer when they testified they did not have an affair, and that they misled jurors when they said they did not fire Deputy Police Chief Gary Brown.



#### CONFIDENTIALITY AGREEMENT

Plaintiffs Gary Brown, Marold Nelthrope and Nalter Harris ("Plaintiffs"), and their attorneys, Stefani & Stefani, Professional Corporation ("S65") enter into this Agreement by and through their attorneys, with Kwame Kilpatrick ("Kilpatrick), individually and personally, and Christine Beatty ("Beatty"), individually and personally, effective November 1, 2007.

> surrender to counsel and/or representatives designated by Kilpatrick all of the documents obtained by plaintiffs concerning the purchase of Christine Beatty's home, the financing through Fifth Third Bank and the refinancing of the previous home in which she resided

surrender to counsel and/or representatives designated by Kilpatrick, all original records and all copies of such records made by them of records obtained from Skytel for the text pager issue to Christine Beatty for the period September through October, 2002 and April through May 2003.

Plaintiffs and their

attorneys further agree to maintain in the strictest confidence, the contents of any and all of the K4B records that came into their custody or control, or to which they have had access.

b) Plaintiffs and their attorneys agree not to disclose such records in any fashion,

In the event that any employee of S4S violates this provision, S4S shall be responsible for liquidated damages to the City of Detroit in the amount of \$2,655,666.00

S43 shall promptly notify (by e-mail or fax to the e-mail address or fax number provided to S45 in writing) Christine Beatty and Kwame Kilpatrick of any inquiry received by it as to the specific terms, or specific content of this Confidentiality Agreement.

#### Brown shall enter into an agreement with respect to the K4B records specifying limidated damages

#### Highlights and analysis

The confidentiality agreement arose from a decision by the city and Mayor Kwame Kilpatrick to settle lawsuits by three former Detroit cops for \$8.4 million. Less than two months earlier, a jury had awarded \$6.5 million to two of the cops, Gary Brown and Harold Nelthrope, but the mayor vowed to appeal.

At the Brown-Nelthrope trial, their attorney tried to introduce evidence about Christine Beatty's purchase of her home. The attorney, Mike Stefani, contended that the mayor improperly helped his chief of staff obtain the house. The judge didn't allow that evidence to be entered.

Kilpatrick and Beatty demanded that Stefani and his clients turn over embarrassing, sexually charged text messages that Beatty exchanged with the mayor on her city-issued paging device. The messages show that Beatty and Kilpatrick lied at the trial about having an affair, and misled jurors about firing Brown.



Beatty

The agreement bars everybody involved from talking about the text messages or their contents. The penalty for talking: the ex-cops and their lawyer would forfeit their settlement money.

Stefani stands to lose nearly \$2.7 million in fees from the settlement if he or his employees violate the confidentiality agreement.

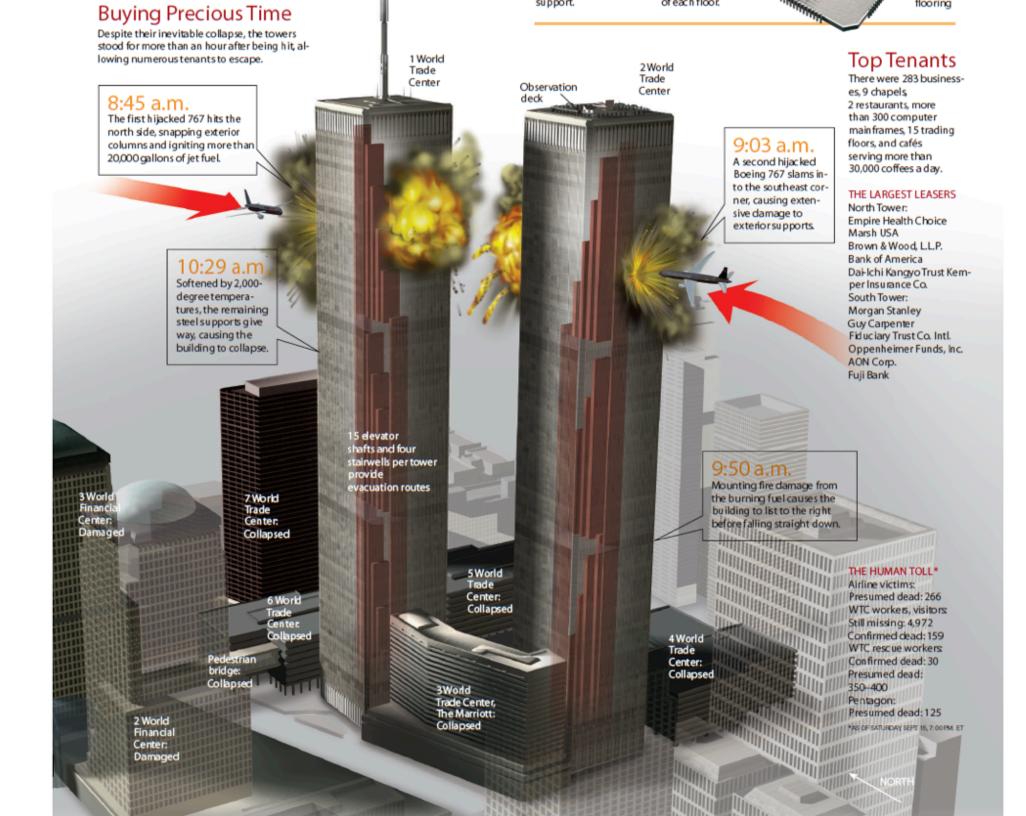


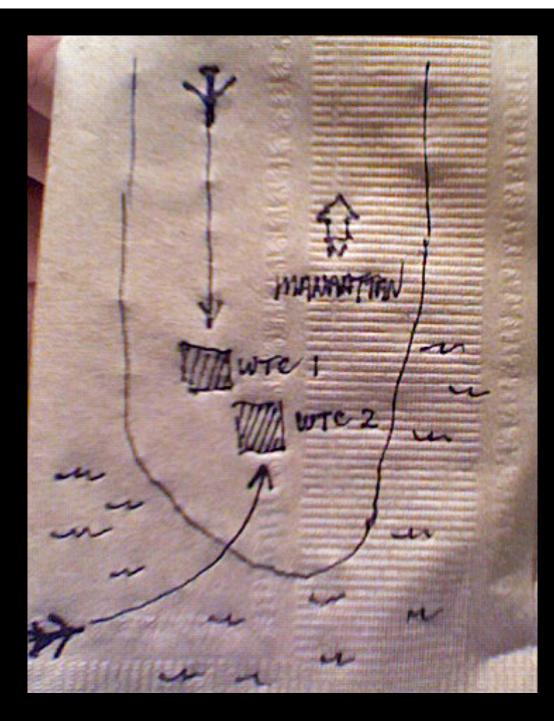
Kilpatrick and Beatty are to be alerted if anyone asks Stefani or his employees about the settlement. Stefani is instructed on how he is to answer settlement inquiries.

of

This describes how much the former cops stand to lose if there to be

# Explain it with a **DRAWING**





# Organize with **GROUPS**



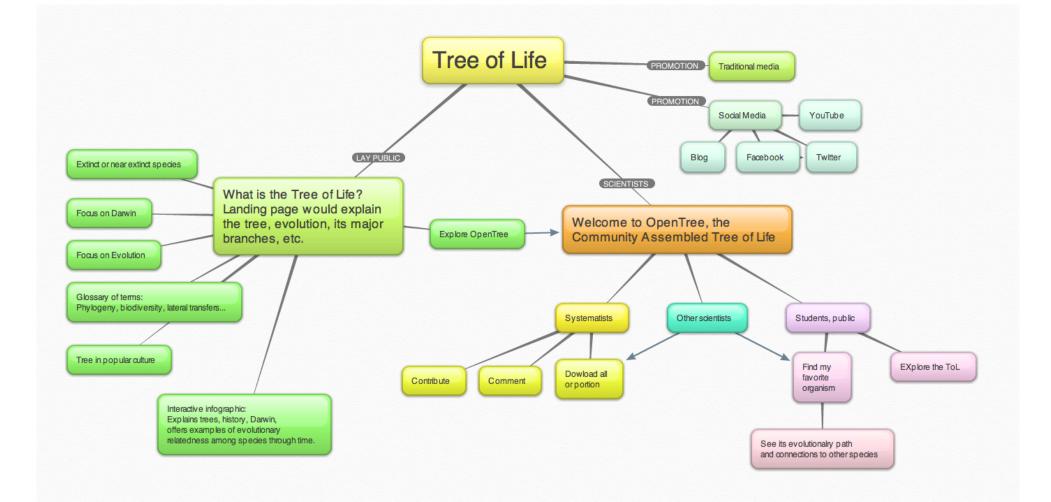
## Break things **DOWN**







### Structure **HIERARCHY**



# Use a flow **CHART**



## Cutaway LOOK INSIDE

### NATIONAL AFFAIRS

ILL CLINTON EMERGED FROM CHURCH ON SUNday, Jan. 18, with his Bible in one hand, his wife in the other, and his mind, quite possibly, on other matters. The day before, at his secret deposition in the Paula Jones sexual-harassment case, the president had been asked some unsettling questions about his relationship with Monica Lewinsky. He had denied any sexual relationship, but had grown lawyerly and equivocal when asked some other questions, like whether he had ever exchanged gifts with the 24-year-old former White House intern. That Saturday night, the Clintons had

White House chief of staff Erskine Bowles and his wife, Crandall, but the First Couple had canceled at the last minute. Instead, Clinton had called his personal secretary, Betty Currie, and asked her to come into work on Sunday-normally her day off.

The president and his secretary met privately at the White House that day after church. The president had told Paula Jones's lawyers that, as best he could recall, he had not met alone with Lewinsky. According to a report in The New York Times,

been expected to dine with their friends | confirmed by NEWSWEEK, as he spoke to Currie, Clinton wanted to make sure that his recollections squared with those of his secretary, who sits just outside the Oval Office and acts as the president's gatekeeper Lewinsky might have come by the Oval Office, Clinton allowed. But he had not seen her any time after Christmas. We were never alone, he repeated to his faithful secretary, Right?

Neither the White House nor Currie's lawyer, Lawrence Wechsler, disputed that Clinton spoke those words, or something

close to them, in the conversation with Currie. But exactly what he meant is a critical ambiguity in the case. The White House spun furiously that Clinton had been merely refreshing his own recollection with Currie's help, that he had wanted to reassure himself that the answers he had given under oath the day before were the correct ones. The Times, however, strongly implied that Clinton had been trying to subtly coach Currie to back up his story if questioned-in effect, to lie for her boss. In truth, Clinton had met with Lewinsky as recently as Dec. 28. According to the Times (and confirmed by NEWSWEEK), Currie reluctantly but honestly admitted to federal investigators probing the president for obstruction of justice that Clinton and Lewinsky had sometimes met alone.

Clinton's stonewall strategy depends on reducing the scandal to he-said-she-said: Lewinsky's word against the president's; malicious leaks versus stout denials; a oung woman against the chief executive. The president cannot afford to be contradicted by other witnesses, particularly reliable ones like Betty Currie, a muchbeloved 58-year-old woman who attends church even more often than Bill Clinton.



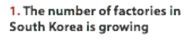


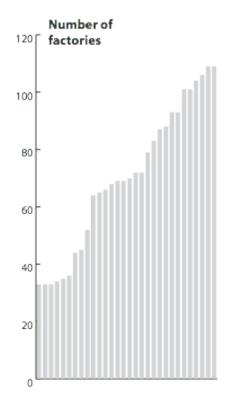
Currie's story was a blow to the president last week-but almost surely not the last. NEWSWEEK has learned that there is an-

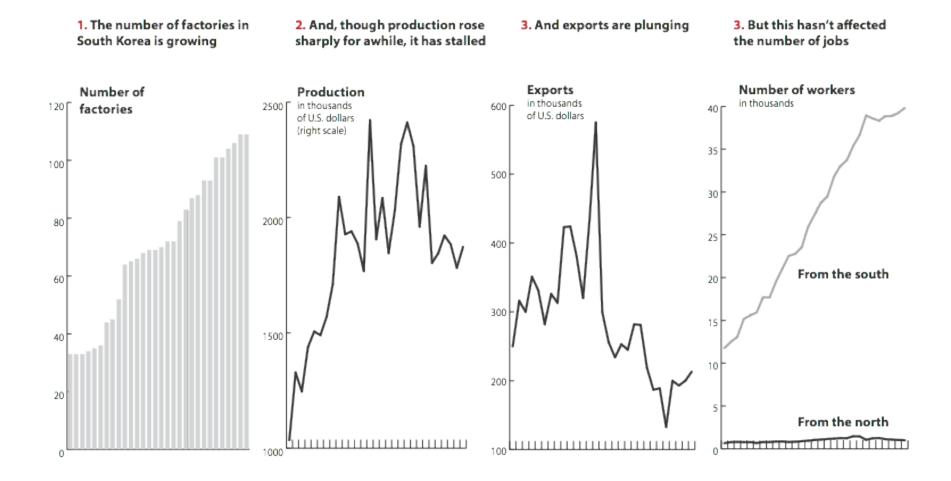
other witness who can corroborate important parts of Lewinsky's story of her alleged relationship with the president. According to lawyers close to Clinton's defense, the White House is worried about a woman named Ashley Raines, whose father is a Little Rock architect and whose mother is the manager of the Excelsior Hotel, site of the notorious 1990 encounter between Clinton and Paula Jones. Raines, who is in her late 20s and who works as the customer-service program director in the White House Office of Administration, is a friend of Lewinsky's, and has talked to investigators for Independent Counsel Kenneth Starr. She has given them detailed accounts of what Lewinsky told her of the alleged affair with the president. Raines has also told investigators that she listened to telephone messages from Clinton that were left on Lewinsky's answering machine, according to lawyers close to the president's defense. Neither Raines nor her lawyer could be reached for comment. A White House official insisted Raines was not "cooperating" with Starr, but was responding to a subporna. (Another official has already suggested that the White House is prepared to challenge

coils of Monica Lewinsky. Word of the Times story arrived at the White House at the moment the president seemed to be

Tell a **STORY** 









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