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00:06:27,328 --> 00:06:28,587 [speaker\_1]

00:06:28,607 --> 00:06:30,008 [speaker\_0]

00:06:30,128 --> 00:06:32,787 [speaker\_1]

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00:06:32,868 --> 00:07:22,107 [speaker\_0]

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00:07:22,147 --> 00:07:22,907 [speaker\_1]

00:07:22,948 --> 00:07:36,707 [speaker\_0]

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00:07:37,048 --> 00:07:37,087 [speaker\_1]

00:07:37,107 --> 00:07:47,847 [speaker\_0]

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00:07:47,888 --> 00:07:50,128 [speaker\_1]

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00:07:50,168 --> 00:07:50,748 [speaker\_0]

00:07:50,768 --> 00:07:54,967 [speaker\_1]

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00:07:54,987 --> 00:07:55,647 [speaker\_0]

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00:07:55,688 --> 00:07:59,188 [speaker\_1]

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00:07:59,207 --> 00:08:00,688 [speaker\_0]

00:08:00,707 --> 00:08:01,147 [speaker\_1]

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00:08:01,207 --> 00:08:01,737 [speaker\_0]

00:08:01,737 --> 00:08:16,688 [speaker\_1]

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00:08:16,727 --> 00:08:21,048 [speaker\_0]

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00:08:22,487 --> 00:08:28,628 [speaker\_1]

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00:08:28,668 --> 00:08:43,568 [speaker\_0]

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00:08:44,147 --> 00:08:44,588 [speaker\_1]

00:08:44,647 --> 00:11:30,268 [speaker\_0]

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00:11:30,308 --> 00:11:31,248 [speaker\_1]

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**00:11:31,268 --> 00:12:23,051 [speaker\_0]**

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...apart from what you guys want to do. So basically, your motto should be reducing buyer's uncertainty, increasing emotional certainty. emotional POV , because mostly buying an, buying an apartment, even though it is for investment, is a very emotional point of view.

**00:12:23,072 --> 00:12:25,352 [speaker\_2]**

We buy with logic and justify with emotions.

**00:12:25,431 --> 00:12:52,291 [speaker\_0]**

Emotions. Exactly! And winning and trust ... Majority of the deals we don't even understand it does not go through is because of uncertainty. as a salesperson doubt buyer , the buyer will not go through. He needs to be answered everything, the smallest of the doubts. , customer staircase width -

**00:12:52,311 --> 00:12:52,322 [speaker\_2]**

Yes, yes.

**00:12:52,332 --> 00:13:03,832 [speaker\_0]**

accurately [coughing] with confidence. Now visually justify , you win the game.

**00:13:04,551 --> 00:13:04,972 [speaker\_2]**

**00:13:06,051 --> 00:13:27,972 [speaker\_0]**

Now comes the target audience. builders target , if your target is developer, then obviously they are large contracts, brand credibility , long term recurring revenue and obviously, official sale infrastructural part -

**00:13:27,992 --> 00:13:28,391 [speaker\_2]**

**00:13:28,411 --> 00:14:12,671 [speaker\_0]**

with them. But cons they have very long sales cycle, which is approximately three to nine months. ? And they have multiple decision makers. For example, for example, Emaar or Damac choose , they have marketing, they have sales, they have innovation, procurement, warehouse , convince Right? They already are so big that they already have VRs and showrooms and digital twins, everything. convince as a new player who is going into the market to take a risk on you, convince convince , it does not go through.

**00:14:12,692 --> 00:14:13,291 [speaker\_2]**

**00:14:13,311 --> 00:14:55,872 [speaker\_0]**

, that is a, that is a thing. But as a start of the market, if you target on really desperate channel partners or marketing partners, then you win the game. Why? Because subscription per office charge You can go for per project immersive packages. hardware leasing software subscription , right? Enterprise enterprise licensing , whatever it is, and their sales cycle is very small and they are desperate. They are highly competitive. They want to win. So they want to curb the market.

**00:14:55,911 --> 00:14:56,432 [speaker\_2]**

**00:14:56,932 --> 00:15:02,842 [speaker\_0]**

player market- Like, for example, an ex-channel partner.

**00:15:02,842 --> 00:15:03,811 [speaker\_2]**

They want to stand out.

**00:15:03,952 --> 00:15:14,692 [speaker\_0]**

Basically a broker firm. ? buyer- always choice , broker- connected

**00:15:14,712 --> 00:15:15,012 [speaker\_2]**

**00:15:15,051 --> 00:15:23,872 [speaker\_0]**

Right? Now a firm which is going the extra mile of doing all this, buyer- that would be a surprise!

**00:15:23,911 --> 00:15:24,972 [speaker\_2]**

**00:15:25,012 --> 00:16:04,472 [speaker\_0]**

emotional point of view buyer- He will remember the experience and when he remembers the experience, he has spent a lot of time in this. [coughing] The sale closes revenue cycle , faster as compared to a developer. They get their, uh, incentives or revenue or whatever it is, much faster than a developer makes money out of a project. market vast as compared to a developer. [coughing] developer- directly marketing partners, channel partners through developer help , because project -

**00:16:04,531 --> 00:16:06,021 [speaker\_2]**

move , yeah, developers only.

**00:16:06,271 --> 00:16:14,712 [speaker\_0]**

When you have a lot of channel partners under your umbrella, you approach a developer, developer generally -

**00:16:14,732 --> 00:16:14,852 [speaker\_2]**

**00:16:14,872 --> 00:16:24,132 [speaker\_0]**

Because these buyers would go and tell that, you know, this happened and all of it. [coughing] So, visiting card would be your work-

**00:16:24,232 --> 00:16:25,012 [speaker\_2]**

Got it.

**00:16:25,091 --> 00:16:28,212 [speaker\_0]**

and the sale conversion that you do.

**00:16:28,311 --> 00:16:28,401 [speaker\_2]**

**00:16:28,401 --> 00:16:37,732 [speaker\_0]**

developer approach with the fact that, "See, directly Indirectly I have given you so much sale.

**00:16:37,752 --> 00:16:38,091 [speaker\_2]**

**00:16:38,132 --> 00:16:42,591 [speaker\_0]**

This is my turnover. This is how I have helped you. I can work with you directly."

**00:16:42,612 --> 00:16:42,622 [speaker\_2]**

**00:16:42,672 --> 00:16:49,672 [speaker\_0]**

Now you approach them. hierarchy , you have a bigger market and then you go for a developer.

**00:16:49,712 --> 00:16:50,401 [speaker\_2]**

**00:16:50,432 --> 00:16:52,612 [speaker\_0]**

revenue charge

**00:16:52,651 --> 00:16:53,132 [speaker\_2]**

**00:16:53,151 --> 00:16:56,912 [speaker\_0]**

So that's my entire insight on how you guys could go ahead with it.

**00:16:57,012 --> 00:17:04,311 [speaker\_2]**

insight, very well researched, very well researched. !

**00:17:06,172 --> 00:17:09,672 [speaker\_0]**

channel partner- multiple ways- charge

**00:17:09,771 --> 00:17:10,212 [speaker\_2]**

**00:17:10,232 --> 00:17:40,732 [speaker\_0]**

You could charge them on the basis of per lead conversion as well. [coughing] Now, the challenge of this entire thing is that, that how would you guys install this in an entire... Like, installation , ? sales process- ?

Because company, channel partner company , "

studio , you get customers-

**00:17:40,752 --> 00:17:40,762 [speaker\_2]**

**00:17:40,762 --> 00:17:43,072 [speaker\_0]**

and let them have this experience"

**00:17:43,112 --> 00:17:43,391 [speaker\_2]**

**00:17:43,412 --> 00:17:46,452 [speaker\_0]**

Because their main motto would be to take the customer to the site.

**00:17:46,472 --> 00:17:47,572 [speaker\_2]**

, yes, yes.

**00:17:47,591 --> 00:17:49,871 [speaker\_0]**

sales process , ?

**00:17:49,882 --> 00:17:49,882 [speaker\_2]**

Yes.

**00:17:49,891 --> 00:17:54,112 [speaker\_0]**

And customer channel partner company- ?

**00:17:54,192 --> 00:17:54,672 [speaker\_2]**

Got it, got it.

**00:17:54,692 --> 00:17:58,371 [speaker\_0]**

Why will they come to a stu... , " , , experience "?

**00:17:58,472 --> 00:17:59,391 [speaker\_2]**

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**00:17:59,412 --> 00:18:01,851 [speaker\_0]**

So eliminate

**00:18:01,871 --> 00:18:05,732 [speaker\_2]**

, ? nasal cavity clear

**00:18:06,252 --> 00:18:49,760 [speaker\_0]**

Nasal cavity-... ?

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**00:18:52,220 --> 00:20:56,560 [speaker\_3]**

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00:20:56,640 --> 00:20:57,080 [speaker\_0]

00:20:57,140 --> 00:21:31,680 [speaker\_3]

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00:21:31,690 --> 00:21:33,260 [speaker\_0]

00:21:33,280 --> 00:21:33,580 [speaker\_3]

00:21:34,460 --> 00:21:38,620 [speaker\_0]

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00:21:38,640 --> 00:21:38,660 [speaker\_3]

00:21:38,680 --> 00:21:58,520 [speaker\_0]

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00:21:59,440 --> 00:22:00,400 [speaker\_3]

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00:22:00,420 --> 00:22:19,700 [speaker\_0]

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00:22:19,760 --> 00:22:33,040 [speaker\_3]

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00:22:33,700 --> 00:22:51,620 [speaker\_0]

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00:22:51,660 --> 00:22:53,120 [speaker\_3]

00:22:53,160 --> 00:22:54,160 [speaker\_0]  
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00:22:54,180 --> 00:22:54,580 [speaker\_3]

00:22:54,620 --> 00:22:55,140 [speaker\_0]  
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00:22:55,180 --> 00:22:56,240 [speaker\_3]

00:22:56,300 --> 00:23:03,240 [speaker\_0]  
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00:23:17,120 --> 00:23:18,350 [speaker\_3]  
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00:23:27,260 --> 00:23:36,180 [speaker\_3]

00:23:37,120 --> 00:23:40,170 [speaker\_0]  
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00:23:40,340 --> 00:23:48,010 [speaker\_3]

00:23:48,020 --> 00:23:53,940 [speaker\_0]

00:23:55,080 --> 00:23:56,920 [speaker\_3]

00:23:59,700 --> 00:24:06,770 [speaker\_0]

00:24:09,600 --> 00:24:18,227 [speaker\_3]  
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00:24:18,288 --> 00:24:29,447 [speaker\_0]

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00:24:30,368 --> 00:24:38,528 [speaker\_3]

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00:24:38,608 --> 00:24:44,268 [speaker\_0]

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00:24:46,548 --> 00:24:49,197 [speaker\_3]

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00:24:50,248 --> 00:25:19,168 [speaker\_0]

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00:25:20,207 --> 00:25:49,888 [speaker\_3]

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00:25:53,048 --> 00:25:55,628 [speaker\_0]

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00:25:57,908 --> 00:26:14,248 [speaker\_3]

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00:26:21,668 --> 00:26:28,928 [speaker\_0]

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00:26:30,368 --> 00:26:52,548 [speaker\_3]

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00:26:53,288 --> 00:27:34,717 [speaker\_0]

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00:27:35,308 --> 00:27:39,467 [speaker\_3]

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00:27:39,748 --> 00:27:41,328 [speaker\_0]

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00:27:42,507 --> 00:27:46,207 [speaker\_3]

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00:27:46,868 --> 00:27:50,028 [speaker\_0]

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00:27:50,088 --> 00:28:00,868 [speaker\_3]

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00:28:00,908 --> 00:28:02,228 [speaker\_0]

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00:28:02,308 --> 00:28:08,428 [speaker\_3]

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00:28:10,428 --> 00:28:12,248 [speaker\_0]

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00:28:12,987 --> 00:30:44,482 [speaker\_3]

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00:30:44,612 --> 00:30:45,672 [speaker\_0]

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00:30:45,712 --> 00:31:06,592 [speaker\_3]

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00:34:35,212 --> 00:35:07,832 [speaker\_0]

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00:35:07,872 --> 00:35:08,471 [speaker\_3]

00:35:08,512 --> 00:35:09,971 [speaker\_0]

00:35:10,012 --> 00:35:15,952 [speaker\_4]

00:35:21,572 --> 00:35:25,092 [speaker\_3]

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00:35:33,412 --> 00:35:34,792 [speaker\_3]

00:35:35,592 --> 00:35:53,232 [speaker\_0]

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00:35:53,292 --> 00:35:55,442 [speaker\_3]

00:35:55,442 --> 00:36:21,302 [speaker\_0]

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00:36:21,312 --> 00:36:28,741 [speaker\_3]

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00:36:28,781 --> 00:36:31,281 [speaker\_4]

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00:36:31,502 --> 00:36:34,491 [speaker\_3]

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00:36:34,622 --> 00:36:35,531 [speaker\_0]

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00:36:55,362 --> 00:37:01,281 [speaker\_3]

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00:37:03,281 --> 00:37:10,202 [speaker\_3]

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00:37:10,241 --> 00:37:50,922 [speaker\_0]

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00:38:26,221 --> 00:38:28,282 [speaker\_0]

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00:38:46,301 --> 00:40:06,022 [speaker\_3]

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00:40:06,902 --> 00:40:13,402 [speaker\_4]

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00:40:13,462 --> 00:40:56,721 [speaker\_3]

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00:40:56,822 --> 00:41:00,022 [speaker\_0]

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00:41:38,022 --> 00:42:00,741 [speaker\_3]

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00:42:48,692 --> 00:42:48,932 [speaker\_0]

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00:43:01,002 --> 00:43:01,381 [speaker\_0]

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00:43:08,832 --> 00:43:08,841 [speaker\_0]

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00:43:29,562 --> 00:43:30,792 [speaker\_0]

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00:43:36,131 --> 00:43:44,202 [speaker\_3]

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00:43:44,212 --> 00:43:44,551 [speaker\_0]

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00:43:57,332 --> 00:43:57,341 [speaker\_3]

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00:44:01,652 --> 00:44:29,692 [speaker\_3]

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00:44:29,702 --> 00:44:29,702 [speaker\_0]

00:44:29,712 --> 00:44:57,542 [speaker\_3]

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00:44:57,571 --> 00:45:03,051 [speaker\_0]

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00:45:03,071 --> 00:45:03,312 [speaker\_3]

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00:45:43,491 --> 00:45:43,832 [speaker\_0]

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00:45:55,832 --> 00:45:56,152 [speaker\_3]

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00:45:58,531 --> 00:45:58,542 [speaker\_3]

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**00:48:32,442 --> 00:48:32,952 [speaker\_3]**

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**00:48:36,732 --> 00:48:41,341 [speaker\_3]**

**00:48:41,341 --> 00:48:46,088 [speaker\_0]**

...The more data, the more we train our AI.

**00:48:46,128 --> 00:49:05,888 [speaker\_3]**

**00:49:05,928 --> 00:49:08,428 [speaker\_0]**

**00:49:08,488 --> 00:49:12,878 [speaker\_3]**

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00:50:25,188 --> 00:50:28,288 [speaker\_3]

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00:50:41,588 --> 00:50:58,028 [speaker\_3]

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00:50:58,328 --> 00:51:03,368 [speaker\_0]

00:51:04,488 --> 00:51:17,328 [speaker\_3]

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00:51:17,368 --> 00:51:19,708 [speaker\_0]

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00:51:19,748 --> 00:51:38,068 [speaker\_3]

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00:51:51,288 --> 00:51:51,888 [speaker\_0]

00:51:51,928 --> 00:51:53,248 [speaker\_3]

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00:51:53,628 --> 00:51:54,297 [speaker\_0]

...

00:51:54,368 --> 00:51:56,508 [speaker\_3]

00:51:56,548 --> 00:51:58,728 [speaker\_0]

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00:51:58,768 --> 00:52:00,198 [speaker\_3]

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00:52:00,548 --> 00:52:02,568 [speaker\_0]

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00:52:05,048 --> 00:52:08,688 [speaker\_3]

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00:52:08,748 --> 00:52:20,608 [speaker\_0]

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00:52:20,628 --> 00:52:26,428 [speaker\_3]

00:52:26,548 --> 00:52:40,788 [speaker\_0]

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00:52:45,188 --> 00:52:50,348 [speaker\_3]

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00:52:50,368 --> 00:52:54,577 [speaker\_0]

00:52:54,608 --> 00:52:59,308 [speaker\_3]

00:52:59,508 --> 00:53:27,228 [speaker\_0]

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00:53:27,248 --> 00:53:28,068 [speaker\_3]

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00:53:28,108 --> 00:53:28,538 [speaker\_0]

00:53:28,848 --> 00:53:33,978 [speaker\_3]

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00:53:34,068 --> 00:53:42,748 [speaker\_0]

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00:53:42,788 --> 00:53:50,308 [speaker\_3]

00:53:51,168 --> 00:54:10,088 [speaker\_0]

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00:54:10,308 --> 00:54:11,188 [speaker\_3]

00:54:11,268 --> 00:54:17,168 [speaker\_0]

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00:54:17,788 --> 00:54:35,788 [speaker\_3]

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00:54:35,808 --> 00:54:44,907 [speaker\_0]

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00:54:45,904 --> 00:54:51,854 [speaker\_3]

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00:54:51,924 --> 00:54:55,664 [speaker\_0]

00:54:55,684 --> 00:54:56,404 [speaker\_3]

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00:54:56,444 --> 00:55:10,084 [speaker\_0]

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00:55:10,124 --> 00:55:12,064 [speaker\_3]

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00:55:12,124 --> 00:55:12,924 [speaker\_0]

00:55:13,664 --> 00:56:26,744 [speaker\_3]

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00:56:26,804 --> 00:56:43,804 [speaker\_0]

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00:56:43,864 --> 00:56:48,184 [speaker\_3]

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00:56:48,284 --> 00:56:58,044 [speaker\_5]

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00:56:58,084 --> 00:57:00,313 [speaker\_3]

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00:57:00,864 --> 00:57:25,144 [speaker\_0]

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00:57:25,224 --> 00:58:14,844 [speaker\_3]

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00:58:16,064 --> 00:58:23,144 [speaker\_0]

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00:58:23,464 --> 00:58:24,234 [speaker\_3]

00:58:24,544 --> 00:58:55,444 [speaker\_0]

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00:58:55,484 --> 00:59:18,524 [speaker\_3]

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00:59:18,564 --> 00:59:34,584 [speaker\_0]

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00:59:34,684 --> 00:59:36,054 [speaker\_3]

00:59:36,054 --> 00:59:50,224 [speaker\_0]

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00:59:50,264 --> 00:59:51,624 [speaker\_5]

**00:59:54,464 --> 00:59:57,584 [speaker\_0]**

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**00:59:57,624 --> 01:00:04,354 [speaker\_3]**

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**01:00:05,144 --> 01:00:17,564 [speaker\_5]**

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**01:00:18,564 --> 01:00:31,764 [speaker\_0]**

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**01:00:32,444 --> 01:00:41,084 [speaker\_3]**

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**01:00:41,144 --> 01:00:46,084 [speaker\_0]**

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**01:00:47,244 --> 01:00:49,574 [speaker\_3]**

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**01:00:49,604 --> 01:00:53,084 [speaker\_5]**