

### **Ignite Your Client Growth Engine**

Find Your Next Buyer Move Them From Curious to Paid Client Predictably & Profitably Be Viewed as the Must Hire Consultant & Advisor



www.christinecampbellrapin.com

**Hello and Thank You** for taking the time to consider Christine Campbell Rapin to be one of your featured speakers at your upcoming event, conference, webinar, radio show or podcast!

This document correspond to the second of th

There are many videos of Christine online, some large presentations, some small and some quick video tips so you can get a sampling of her candor. For videos, go to <a href="https://www.christinecampbellrapin.com/speaking">www.christinecampbellrapin.com/speaking</a> or <a href="https://www.youtube.com/@christinecampbellrapin">www.youtube.com/@christinecampbellrapin</a>

Christine can sell or not sell from the stage as the host prefers however we always ask that at minimum we can hold a draw and/or have a display table in the room during the entire event as well to offer courses, workshops and free stuff (virtual too). We are open to discussing opportunities for offering a commission to the event coordinator for anything we do sell; please let us know if you are interested in this or if you have the budget to purchase books for all your attendees to walk away with. We also typically promote your event to our email list and social following for more reach.

Thank you, we look forward to working with you!



Please contact me with any questions or concerns: +1-587-434-9944 hello@christinecampbellrapin.com

### Why Choose Christine as a speaker for your event?

Christine always gives, high-content, high-value presentations that are energetic, motivating and impact for all audiences. In Christine Campbell Rapin's presentations she usually always interacts with the audience, asking questions, getting them to think outside their comfort zone and to take notes on material she covers. She's also been known to 'spot coach' some attendees during her presentations.

**Please List Christine as:** Christine Campbell Rapin, Business Strategist & CEO, Owner of CLEAR Acceleration Inc.

### **Speaker Headshots and Social Links**





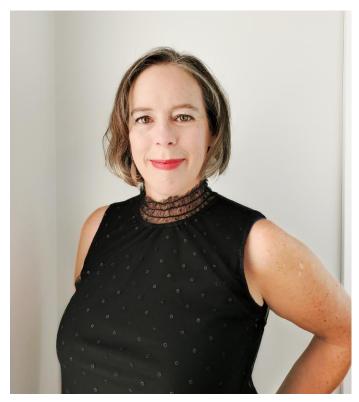








© Copyright 2025 CLEAR Acceleration Inc. 149 Willow Park, Cochrane Alberta T4C 2N3 Canada +1(587)-434-9944 <a href="www.christinecampbellrapin.com">www.christinecampbellrapin.com</a> contact@christinecampbellrapin.com





### **Contact links for Christine online:**

Main website: <a href="https://www.christinecampbellrapin.com">https://www.christinecampbellrapin.com</a>

Event webpage: <a href="https://www.christinecampbellrapin.com/events">https://www.christinecampbellrapin.com/events</a>

Speaker Webpage: <a href="https://www.christinecampbellrapin.com/speaking">https://www.christinecampbellrapin.com/speaking</a>

https://www.linkedin.com/in/christinecampbell1 https://www.youtube.com/@christinecampbellrapin https://www.facebook.com/ChristineCampbellRapin https://www.instagram.com/christine.campbell.rapin

### **Christine Campbell Rapin Bios**

### **Really Short:**

Christine Campbell Rapin is an energetic, tell-it-like-it-is business advisor, mentor, consultant, speaker and 3x international best-selling author. She's supported over 400 companies to create a combined revenue more than \$1B and believes business growth CAN be elegantly simple when you focus on the 3 non-negotiable business foundations that build a client growth engine. Learn more at: <a href="https://www.christinecampbellrapin.com">https://www.christinecampbellrapin.com</a>

### **Short:**

Christine Campbell Rapin is an energetic, tell-it-like-it-is business advisor, mentor, consultant, speaker and 3x international best-selling author. She's supported over 400 companies to create a combined revenue more than \$1B and believes business growth CAN be elegantly simple when

you focus on the 3 non-negotiable business foundations that build a client growth engine. Clients hire her to learn to identify and attrat their next buyer/client, build effective marketing and sales strategies that move a potenial buyer/client from curious to paid client, and create value as seen in the eyes of the next buyer/client while positioning the business owner as the Must Hire choice vs just another likeable expert. Christine holds a Bachelor of Commerce and an MBA in International Business. Learn more at: <a href="https://www.christinecampbellrapin.com">https://www.christinecampbellrapin.com</a>

### Long:

Christine Campbell Rapin is an energetic, tell-it-like-it-is business advisor, mentor, consultant, speaker and 3x international best-selling author. She's supported over 400 companies to create a combined revenue more than \$1B and believes business growth CAN be elegantly simple when you focus on the 3 non-negotiable business foundations that build a client growth engine. Clients hire her to learn to identify and attrat their next buyer/client, build effective marketing and sales strategies that move a potenial buyer/client from curious to paid client, and create value as seen in the eyes of the next buyer/client while positioning the business owner as the Must Hire choice vs just another likeable expert. Christine holds a Bachelor of Commerce and an MBA in International Business.

Christine hosts and produces an award winning top rated podcast called Amplify Your Marketing Message and hosts multiple virtual events each year to support business owners in building an endless pipeline of new client growth. Today she lives in Canada with her husband Ed and is a bonus Mom to 2 daughters Keanna and Chloe. Learn more at: <a href="https://www.christinecampbellrapin.com">www.christinecampbellrapin.com</a>.

### **Proposed Speaking Topics:**

The following is a list of <u>Presentation Topics</u> that Christine Campbell Rapin, CEO of CLEAR Acceleration Inc, speaks on to groups, organizations and businesses in general. If you are interested in a topic other than what is listed here, contact us and inquire.

All of these talks are best as a keynote or 60-minute presentation however we can shorten them for 30, or even 15-minute presentations as needed. Christine always gives, high-content, high-value presentations that are energetic, motivating and fun for all audiences. These presentations are designed for small business owners and solopreneurs; however, they can be tweaked for sales teams, associations and non-profits as well.

Christine has a style of teaching and speaking that makes it easy for anyone to follow along, be inspired and to take away more than enough implementable strategies to grow their businesses or skills substantially.

Christine has a very broad background of experience, training and knowledge in regards to starting, growing, running and marketing your small business (online or traditional businesses). She's worked with hundreds of different businesses in multiple countries and she makes it easy to apply whatever she's teaching to any business structure.

Speaking Topic #1:

## Fractured to Focused: Ignite Your Client Growth Engine in the Next 90 Days

You are working hard and hustling in your business but continue to struggle with consistent client growth, or maybe have hit a plateau or drought where it's been months since your last new client. Panic is starting to set in, and you are looking for the silver bullet to turn things around.

Perhaps you're thinking that a new website is the answer. Or hiring someone to do SEO on your current website. Or think the answer is paying for ads on the latest social media platform, or that investing in expensive funnels or lead generation software are the solutions to bring more followers or leads. HINT: NONE of those will fix the problem when the fundamentals either are not in place or are not working effectively.

Yes, you might need to invest in some of these tactics to accelerate client growth down the line, however right now you are spinning in circles focusing on the wrong actions to create better RESULTS.

In this talk, you will learn how to get laser focused on the 3 business foundations (non-negotiables) that every business on the planet needs to focus on daily to see consistent growth. These building blocks are essential and will help you get off the crazy train you are on right now that isn't resulting in client growth and improve your bottom-line RESULTS.

### Come to this presentation and you will learn:

- 2 Factors that will predict your revenue in the next 90 days.
- The 3 top business foundations to create a client growth engine that will help you go from feeling like a one hit wonder to a business owner that knows how to create repeatable success.
- Identify the gaps in your current strategy and skill set that you need to bridge to turnaround your sales slump.

#### Speaking Topic #2:

### Elegantly Simple Business Growth: Attract More Buyers Without Complicated Tech or Big Ad Budgets

Without a steady stream of buyers, your business may be on life support. So many business owners are busy focused on creating visibility that isn't translating into client growth or a positive return on investment. That is because buyers are evolving and to stand out in a competitive landscape you need to be seen as the Must Hire – not just a likeable expert.

The traditional methods of attracting buyers such as buying ads and paying for leads is incredibly expensive, and the constant changes in the various social media algorithm are costing you both time and money. Similarly, while outsourcing your sales, building complicated funnels or using automated strategies may be an option, there are no guarantees of strong results and a positive ROI, and you need buyers NOW.

Client growth CAN be elegantly simple and building a client growth engine is the single most important skill you can learn if growth is your goal.

It all begins when you learn how to identify and attract not "someday" clients but clients who are ready to say, "HECK YES" and invest in your programs and services TODAY. This is the heart of your client growth engine and is the key to strong ROI on your marketing accelerators.

### Come to this presentation and you will learn:

- Understand how to identify potential buyers and what makes a buyer different from a general audience member.
- Learn the critical buying signals to help you be more effective with your resources.
- 3 low tech highly effective strategies that do not require complicated tech or big advertising budgets to create significant results.

#### Speaking Topic #3:

## High-Ticket Highway: Marketing Essentials for Attracting High Paying Clients

Dreaming of building your business with high ticket clients and offers but struggling to build a Client Attraction Engine that converts consistently?

High ticket offers are hot right now in the marketplace and it CAN be an elegantly simple and profitable way to scale however to successfully attract a high-paying client you need to understand what makes these buyers different so you can build an effective strategy that doesn't require you to 24/7 or where success is based on using expensive tools or needing big budgets.

#### Come to this presentation and you will learn:

- How to identify a high-ticket buyer and understand their key expectations.
- 3 low cost, high touch marketing strategies that are working right now to attract high paying clients.
- How to position yourself as the must hire choice of a high-ticket buyer.

# Want to know what other organization and event directors are saying about Christine Campbell Rapin as a speaker at their events?

"On behalf of the eWomen Network Victoria Chapter and Managing Director Alexandra Friesen, I would like to thank you for your info-packed keynote yesterday afternoon on "3 Non Negotiables to Ignite Your Client Growth Engine". You left us with the feeling that we do indeed have what it takes to be viewed as that must-hire expert in an elegant way. You broke things down so easily for us to understand. Our breakout rooms were so fired up after your talk!" – Mary Chan, eWomen Network Victoria Chapter Speaker Coordinator, Founder & CEO, Organized Sound Productions

"Christine is a rockstar speaker.... she's organized, on time, even came early, had tons of takeaways so the audience loved her and she helped promote the event which is always a plus. I highly recommend bringing her in to speak for your group." - Katrina Sawa, Founder of the Int'l Speaker Network, Business Coach, Speaker and Author

"Thank you for speaking with the TGIW-LHH Group! The reception and engagement from the group were extremely positive. The group greatly benefited from you taking us through the journey of navigating our Plot Twists! Sharing your own personal example with all of the emotions and impacts was very powerful and deeply appreciated. We will take to heart the 'My Dream Opportunity Exercise' as we continue to explore and evaluate opportunities. Additionally, we value the way you reinforced self-care, how 'Execution Trumps Knowledge Every Day of the Week', how we are our own catalysts, and the impact of writing our own Permission Slips! Moreover, we appreciate you sharing the additional resources available to us through you." - Stacy, Jeff, Patricia, Dana, Kishin, Richard, Merlinda, and Jenn (New York USA)

"I can't thank you enough for sharing your story, I am experiencing many of the emotions you describe as I was unexpectedly laid off from my corporate job in August, it has been a roller coaster. Your wise words have helped provide clarity and encouragement to sit down and put pen to paper." - Laura Komiano (Calgary Canada)

### Speaker References, feel free to contact any of these people regarding Christines speaking presentations or skills:

- 1. Katrina Sawa, International Speaker Network katrina@jumpstartyourbiznow.com
- 2. Kimberly Crowe, Entrepreneur's Rocket Fuel & Speakers Playhouse: kimberly@entrepreneursrocketfuel.com

- 3. Sharon Ringier, I'm Possible Women's Empowerment Collective Sharon@impossiblewec.com
- 4. Carolyn Cooper-McOuatt, Grand Connection Community <a href="mailto:carolyn@inspiredbusiness.ca">carolyn@inspiredbusiness.ca</a>

### Partial List of Speaking Clients (size of audience, topic and presentation length):

- Christine has been holding her own training virtual sessions for business owners with up to 300 attendees across Canada, USA, Europe and South Africa. Presentations run 30-60 minutes and frequently include facilitating breakout sessions.
- 2. Christine has been the Master of Ceremonies and speaker for half day training seminars across Western Canada with 50-500+ attendees per event, so she can capture and hold an audience, train and interact to deliver a compelling event participants rave about.
- 3. Christine is the event host for "Turn on Your Client Waterfall" an Interactive Workshop Series that runs live virtually. She invited 6-10 speakers to share her platform as she guides attendees to create "Million Dollar Authority" (aka Marketing), "Catapult Connection to Skyrocket Conversion" (aka Sales), and embrace "The Sky's the Limit" (aka Scaling) and build a thriving business. Typically events have 100-200 attendees.
- 4. Christine is the host of the top-rated podcast "Amplify Your Marketing Message" offering insights on strategies that are working today to reach more buyers and improve client conversion rates. This show has twice been nominated for a Women in Podcasting Award in the Business Category (2024 + 2025)
- 5. Christine was a Guest Host on the top 1% globally ranked podcast called "Entrepreneurs After Hours" where she sits down with 6-7+ figure business owners to talk about the challenges of growing a global business. She recorded over 100 episodes as a guest host and was featured in an International Best Selling Book from the same show teaching business owners how to leverage podcast guesting to create client growth.
- 6. Success Code Summit for Female Coaches May 2025
- 7. Own Your Stage Virtual Summit May 2025
- 8. Livestream on the Knowing You Program with Tiffany Cano May 2025
- 9. Social Media Decoded Podcast April 2025
- 10. Authentically Elisa Podcast April 2025
- 11. Live with the Famous Dr Al Podcast April 2025
- 12. Buzzworthy Businesses with Christine Campbell Rapin Interview March 2025
- 13. SalLaurMar Prosperity Money Miracles Mastermind March 2025
- 14. Speak to Profits Mastermind Keynote Speaker March 2025
- 15.5-Minutes with Monica Arora in BuzzTV News March 2025
- 16. Confident on Camera Summit March 2025
- 17. Solopreneur Accelerator Summit February 2025
- 18. Global Heart Activation Summit February 2025
- 19. SendPulse CRM Webinar (Second Time Invited to Speak) February 2025
- 20. Landing the Gig Podcast February 2025
- 21. Income & Impact Summit February 2025
- 22. Marketing with Russ Livesteam Interview January 2025
- 23. Bold, Beautiful & In Business Summit January 2025
- 24. Pod Profits 2025 Summit January 2025
- 25. Pathway to Paydays Summit January 2025
- 26. Stress Control Summit for Christian Entrepreneurs January 2025

- 27. Bold, Beautiful and in Business Summit January 2025
- 28. The Seed Podcast January 2025
- 29. Revitalize Global Summit 'Becoming an Elite Leader' December 2024
- 30. Spotlight Interview with Paula Naeff on LinkedIn Livestream December 2024
- 31. Jill Lublin Show Podcast December 2024
- 32. Mind, Body, Soul Mastery Podcast November 2024
- 33. Blueprint for Brilliance Podcast November 2024
- 34. NobWealth Small Biz Podcast Series Nov 2024
- 35. The Growth Trinity Branding, Storytelling & Business Foundations LinkedIn Livestream with the Hounds of Business November 2024
- 36. The Growth Trinity Master Branding Audio LinkedIn Event with the Hounds of Business November 2024
- 37. Finish Strong, Fresh Start Summit November 2024
- 38. The Vixen Voice Podcast with April Robert October 2024
- 39. Plan Simple Podcast with Mia Moran October 2024
- 40. Be Bold Branding with Brand Face October 2024
- 41. Six Figure Spotlight Podcast with Kelley O'Hara October 2024
- 42. The Connective Business Network "Fractured to Focused" October 2024
- 43. Grand Connection MC Co-host for Money, Profit, Abundance Mixer Oct 2024
- 44. Renee Speaks Podcast Panel October 2024
- 45. Rise to Greater Heights Network Women Leadership Panel October 2024
- 46. Revitalize Global Summit October 2024
- 47. Six Figure Success Summit October 2024
- 48. Resilient Women Leadership Podcast October 2024
- 49. Podcast "illuminated "Impact" with Debbie Garcia October 2024
- 50. Boss Talk with Empowerment Maven Podcast October 2024
- 51. Say Yes to Your Soul Podcast October 2024
- 52. Real Business Connections Podcast September 2024
- 53. Entreprenopoly: Play to Win the Game of Business and Life to 7 Figures & Beyond Summit September 2024
- 54. Back to Basics Virtual Summit September 2024
- 55. West Hartford Women's Networking Group Finding Your Next Client Workshop August 2024
- 56. Revitalize Global Summit with Kim Groshek August 2024
- 57. Conversations with Really Cool People Doing Really Cool Things with Jennifer Urezzio August 2024
- 58. Kingdom Empowered Summit with Cindy Pate August 2024
- 59. Top 100 Women in Power Summit July 2024
- 60. Safe Herat Micro Interview July 2024
- 61. Solopreneur Accelerator Summit June 2024
- 62. Visibility Summit with Dannella Burnette June 2024
- 63. Boost Your Business Summit with Lynda Sunshine June 2024
- 64. Leaders Living Their Values with Mitchell Levy June 2024
- 65. Seven Figure Business Podcast with Juli Barmank June 2024
- 66. The Room with Jeanne Husk August 2024
- 67. OAIVC Online Association of International Virtual Assistants Conference May 2024
- 68. Moneytalk with Lynda Kaye May 2024
- 69. Send Pulse CRM Community Masterclass on How to Identify & Attract Your Next Buyer May 2024

- 70. Hosted & Produced the Heroes of High-Ticket Business Growth Virtual Event with 13 speakers May 2024
- 71. Heroes of High-Ticket Business Growth Virtual Event Speaker Lives with Virginia Muzquiz, Amanda Furgiule & Lynn Howard, Biba Pedron May 2024
- 72. Marketing with Russ Livestream May 2024
- 73. Captivate Afterglow with Suzanne Evans May 2042
- 74. The Tribe Global Community With Richard Van Der Bloom Masterclass on Attracting Your Next Client May 2024
- 75. Grand Connection Training on Finding Clients with Networking May 2024
- 76. Grand Connection Masterclass on How to Identify Your Next Client April 2024
- 77. Stand Out to Get Profitable 2 Day Event with Lynette Hoy April 2024
- 78. Pep Talk Productive Environment Institute with Barbara Hemphill April 2024
- 79. Next Step Podcast with Alison Leech Simmons March 2024
- 80. Wisdom Panel on Leadership Series with Donna Cravata March 2024
- 81. I am the Brand Business Accelerator Guest Mentor Weekly Live Host February-May 2024
- 82. Coaches Getting Clients Over Coffee with Jamie McKean March 2024
- 83. Spring Equinox Gift Giveaway Live Interview March 2024
- 84. Marketing with Russ Hedge Interview February 2024
- 85. The Experience with Russ Hedge Interview February 2024
- 86. Get Your Stuff Together Summit February 2024
- 87. Busy People Networking "How to Find Your Next Buyer" Webinar February 2024
- 88. Audience Converter Podcast with Kimberly Weitkamp February 2024
- 89. Gain Control of Your Business Finances Summit with Audry Hesch February 2024
- 90. The Amplify Your Abundance Summit with Wendy Sterling February 2024
- 91. Elite World Summit 3 Non-Negotiables to Ignite Your Client Growth February 2024
- 92. Busy People Network Keynote February 2024
- 93. Get Your Stuff Together Virtual Summit February 2024
- 94. Gain Control of Your Business Finances with Audrey Heesch February 2024
- 95. The Evolve Show with Belen Diez February 2024
- 96. E-women Network Victoria Chapter Keynote "3 Non-Negotiables to Ignite Your cClient Growth -January 2024
- 97. E-women Network Cagary Chapter Keynote "3 Non-Negotiables to Ignite Your cClient Growth -January 2024
- 98. Digital Marketing Masters with Matt Rouse January 2024
- 99. The Lead Machine Growth Show with Paul Guyon January 2024
- 100. Asked & Answered By Soul With Jennifer Urezzio January 2024
- 101. Digital Dominance Podcast with Jeffro January 2024
- 102. Legacy Scaler with Jasmin Haley January 2024
- 103. The Entrepreneur Encounter January 2024
- 104. Podcast & The Entrepreneur Society January 2024
- 105. Branding & The Beast Podcast "Keeping it Simple" January 2024
- 106. I'm Possible Women's Empowerment Smmit "Marketing Essentials for High-Ticket Clients" December 2023
- 107. Six Figures Podcast Rebels with Brittany Chetyrbok December 2023
- 108. Your Message Matters Panel Discussion with Holly Jackson December 2023
- 109. Table Talk Podcast December 2023
- 110. Power to Pause with Wendy Paige Sterling December 2023
- 111. Connect & Convert Audio Summit with Anke Hermann November 2023

- 112. Influence by Design with Samantha Riley November 2023
- 113. Love Drops Podcast with Diane Woodford November 2023
- Creating Powerful Impact with Shay Wheat November 2023The Success Shift Podcast with Colby Dirckson – September 2023
- 115. Live with Tiffanie Kellog "Creating Consistent Client Growth" September 2023
- 116. Get Connected, Stay Connected Referral Community with Virginia Muzquiz August 2023
- 117. Kickstart the Conversation Podcast with Catharine O'Leary August 2023
- 118. The Conscious Living Podcast wth Jackie Woodside August 2023
- 119. Strategoic Advisory Board / Moments with Foo "Scaling with Impact Through Relationships, Intelligence and Messaging" August 2023
- 120. Pursuit of Badasserie 5 Day Sales Challenge "The 3 Non-Negotiables to Creating Consistent Client Growth" August 2023
- 121. Coach Up with Kanesha Hart August 2023
- 122. Ignite Your Calling Summit with Shan Ives "The 3 Non-Negotiables to Creating Business Success" July 2023
- 123. Mastery Unleashed Podcast with Christie Ruffino July 2023
- 124. Women Entrepreneur Network Community "The 3 Non-Negotiables to Creating Client Growth" July 2023
- 125. Business by Referral Podcast with Virginia Muzquiz July 2023
- 126. Mindset & Action Podcast with Donna Eade July 2023
- 127. The Crystal Vision Podcast with Olivia Clare July 2023
- 128. Women's Leadership Mindset Series with Theresa K Page June 2023
- 129. Unforget Yourself Show with Mark & Kate June 2023
- 130. Creating the World's Best Client Experieces with Alison K June 2023
- 131. Abundant Winners Summit "3 Non Negotiables to Scale Your Business" May 2023
- 132. Coach Evolution Summit April 2023
- 133. Designer Practice Podcast May 2023
- 134. MRS (Multiple Income Streams) Podcast April 2023
- 135. FEMINA Women in Finance InPerson Event Keynote "What It Takes to Grow a Business" April 2023
- 136. WEN (Women Entrepreneur's Network) Summie "Fractured to Focused 3 Nonnegotiables to Attract More Clients" April 2023
- 137. Freedom & Focused Podcast with Val Low March 2023
- 138. Elevate Your Brand with Laura Harstad March 2023
- 139. Scaling with Confidnece Summit "3 Non-negotiables to Gain Consistent Client Growth" March 2023
- 140. Rising Beings with Abhindandan Murya March 2023
- 141. Imperium Authority Podcast with Foo James March 2023
- 142. Video Production Academy with Lee Midlan February 2023
- 143. LA Talk Radio "Your Ultimate Life with Kellan Fluckiger" Live Broadcast Feb 2023
- 144. The Pursuit of Badassary Podcast February 2023
- 145. C-Suite Muse Podcast February 2023
- 146. Dy-mystifying Money Podcast with Misty Lynch February 2023
- 147. Conversation with Coaches Podcast February 2023
- 148. High Ticket Podcast Rebels January 2023
- 149. Talking withthe Experts Podcast January 2023
- 150. Polkadot Powerhouse Canada Networking Panaslist January 2023

### Memberships and Organizations Christine is involved with or a member of:

- The Connective B2B Networking Community Member
- The Tribe LinkedIn Expert Community– Member
- JVMM Member
- International Speaker Network Member
- The CIBN Connect Founding Member

### Potential Interview Questions to Ask Christine Campbell Rapin (choose whichever you like or come up with your own!)

Christine can roll with any type of interview, impromptu or planned out and more structured. Since she speaks on various topics... these are just a few questions that could be asked, but if you ask, we can provide more on a particular topic as well.

So, Christine, tell us how you got started and built your business.

What mistakes did you make in the early stages that changed the way you did business - and what did you do to avoid more mistakes in the future?

Looking back, what was the single change that brought about the biggest result in your business?

As a business mentor, what are the biggest issues you see out there that business owners are doing that are making them work way too hard or long for not enough profits?

Why do you think so many business owner's struggle to attract buyers and what advice would you give to someone running out of the runway in their business and contemplating the need to go back and get a traditional job?

What are the first things listeners can do to get clear, gain confidence and get results and create a client growth engine within the next 90-days?

Why it is so important to stand out from the sea of sameness and how can business owners do that?

So, tell us Christine, what are some of the biggest mistakes entrepreneurs make when it comes to their networking and follow up?

If listeners are interested in finding out more about you, where can they go and what do you have to offer them to help them start automating in their business more in order to make more money and be more successful?