



Dear Director,

We are thrilled that your dancers will be competing at the **Crowd Pleasers National Showcase of Champions** this year. We hope that your experience with us will be a rewarding and especially enjoyable part of your contest season. Enclosed you will find information that may be helpful as you make your plans to attend on March 12-13, 2010. Please feel free to copy any information that you may want to distribute to your team or their parents. **The Performance Schedule will be e-mailed to you Tuesday, March 9th, no later than 1:00 pm.** Registration, Payment and Refund Policies are outlined below under Rules and Regulations.

Please note that the **entry number** assigned to each of your entries will be indicated on the schedule and must be printed in black marker on the front of each performance CD. **Also, be aware that the performance schedule may change as much as 30 minutes due to change requests.** An updated schedule will be handed out at the registration table as well as posted at the contest. **Please inform all students and parents of the possibility for schedule changes and remind them to check the most current schedule upon arrival.** Enclosed in this packet are the following:

- * National Showcase General Information – page 2
- * Directions to UTSA Campus, Convocation Center – page 3
- * Link to Interactive Campus Map - page 3
- * Performance Area Information & Diagrams – page 4-5
- * Crowd Pleasers National Showcase Rules and Regulations – page 6-10
- * Sample Score Sheets – page 11-12
- * Crowd Pleasers Merchandise Prices – page 13
- * Crowd Pleasers Team Patch Order Form – page 14
- * Action Photos Flyer – page 15
- * Tour-Riffic of Texas Flyer – page 16

At all Regional Team Competitions each team competing in team events will receive 3 complimentary passes available for pick-up at Team Check-in. If you have any questions please feel free to call us at **800-250-3534**. We look forward to seeing you soon.

Sincerely,

Kay Gabrysch and Kristina Cross

National Showcase 2010

General Information

- Event: National Showcase of Champions
- Date: Friday & Saturday, March 12-13, 2010
- Time: **Friday**
TBA Doors open and check in begins
TBA Performances begin
All Friday performances TBA
- Saturday**
****Doors open and check-in begin one hour prior to performances****
TBA Performances begin
TBA Awards Ceremony
- Address: UTSA – 1604 Campus, Convocation Center
One UTSA Circle
San Antonio, TX 78249
- Directions: See page 3 of this packet.
- Team Check-In: Team check-in should be accessed through main entrance of the Convocation Center (south side).
- Team Admission: Dance Team members (which include: dancers, escorts, and managers), registered Directors and Assistants, will be permitted to enter free of charge at the team check-in area. Escorts and managers must wear official uniform and must be present when team registers. At all National Team Competitions each team competing in team events will receive 3 complimentary passes available for pick-up at Team Check-in.
- Bus Information: After dropping off all passengers, buses should park in the designated bus parking area in Lot 5. Campus Police will aid in directing busses.
- Spectator Admission: **2 Day Pass**
\$17.00 Adults (good for Friday and Saturday) 2 day pass only offered to adults.
- Friday**
\$7.00 Adults (Friday only)/ Senior Citizens & Children under 12 are free.
- Saturday**
\$12.00 Adults / \$7.00 Senior Citizens / \$7.00 Children (ages 5-12) / Children under 5 are free.
- Spectator Entrance: Spectator entrance should be accessed through the Main Entrance of the Convocation Center (south side only).
- Parking Information: Spectators must park in **Lot 5**. Lot 5 is accessed from UTSA Blvd. entrance to the campus (see directions on page 3).
- Prop Information: Props maybe unloaded and stored along a covered walkway outside the Convocation Center. Email brielopez@crowdpleasersdance.com for further assistance.
- Concessions: Available on site.
No food or drinks may be brought in from outside the building.
- Hotel Information: Please contact **Tour-Rific Of Texas** to make hotel or other travel arrangements at **281-587-9555 / 800-829-9505**. See page 16



**National Showcase of Champions
UTSA – 1604 Campus / Convocation Center
March 12-13, 2010**

**Event Parking in Lot 5 & Convocation Center Main Entrance
must be accessed from UTSA Blvd from I-10.
Please avoid entering the campus from Loop 1604**

From Dallas/ Waco/ Austin I-35 Corridor North

- Take I-35 South
- Exit IH-10 West
- Exit on UTSA Blvd, Make a left at light
- Turn Right onto Edward Ximenes Avenue
- Follow the event parking signs to Lot 5
- Follow the signs to the Convocation Center

From Corpus Christi/ Laredo/ San Antonio Area I-35 Corridor South

- Take Hwy 37 North towards San Antonio
- Take IH-10 West (to El Paso)
- Exit on UTSA Blvd, Make a left at light
- Turn Right onto Edward Ximenes Avenue
- Follow the event parking signs to Lot 5
- Follow the signs to the Convocation Center

From Houston/ Galveston/ Beaumont IH-10 Corridor East

- Take IH-10 West
- Exit on UTSA Blvd, Make a left at light
- Turn Right onto Edward Ximenes Avenue
- Follow the event parking signs to Lot 5
- Follow the signs to the Convocation Center

Please view interactive map by copy/paste this link into your browser -

<http://utsa.edu/maps/1604/>

To get specific directions from where you are, please visit <http://maps.yahoo.com>,
<http://maps.google.com>, or call 210-458-5145.

National Showcase Performance Area Information

Performance Area I:

Performance Area:	Convocation Center
Sound Area:	Front right corner of gym. (judge's perspective)
Music drop-off:	Director or head officer will need to drop off at sound table prior to performance.
Judges Area:	Top row and center of bleachers, lower deck.
Entrance:	Front right door of gym. (judge's perspective)
Exit:	Back right door of gym. (judge's perspective)
Prop Entrance:	Back right door of gym (judge's perspective)
Floor Surface:	Wood floor / regulation basketball and volleyball markings.
Results:	Awards ceremony will follow solo finals. Evaluation packets will be available for pick up following the awards ceremony.

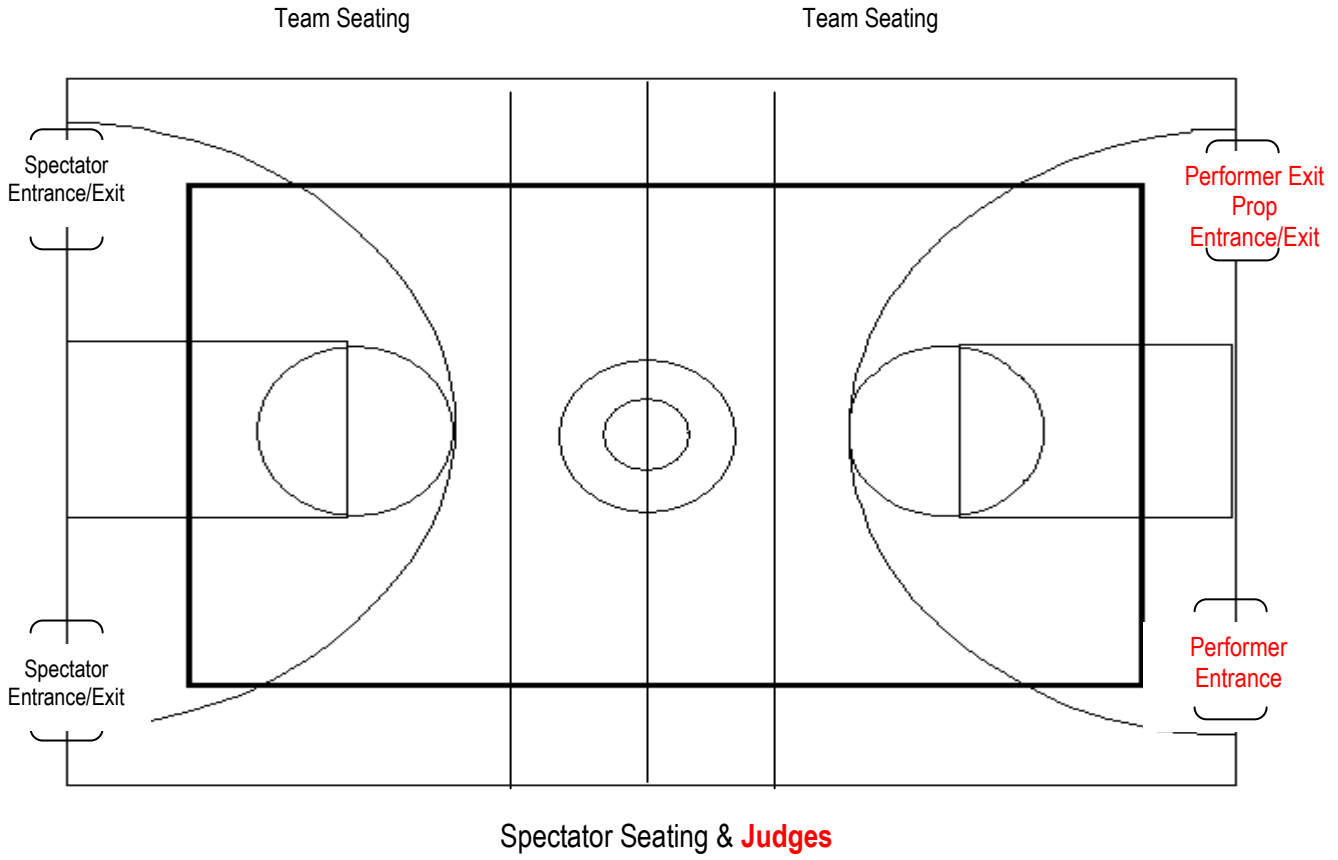
Performance Area II:

Performance Area:	Ballroom (located in the University Center)
Sound Area:	Back left corner of ballroom. (judge's perspective)
Music drop-off:	Director or head officer will need to drop off at sound table prior to performance.
Judges Area:	On floor in center of seating.
Entrance:	Left of ballroom. (judge's perspective)
Exit:	Left of ballroom. (judge's perspective)
Floor Surface:	Wood floor / center line marking only
Solo Finals:	Will be announced in alphabetical performance order shortly after the last solo performance. You will have 10-20 min. to prepare for finals, which will be held in Convocation Center.
Results:	Awards ceremony will follow solo finals. Evaluation packets will be available for pick up following the awards ceremony.

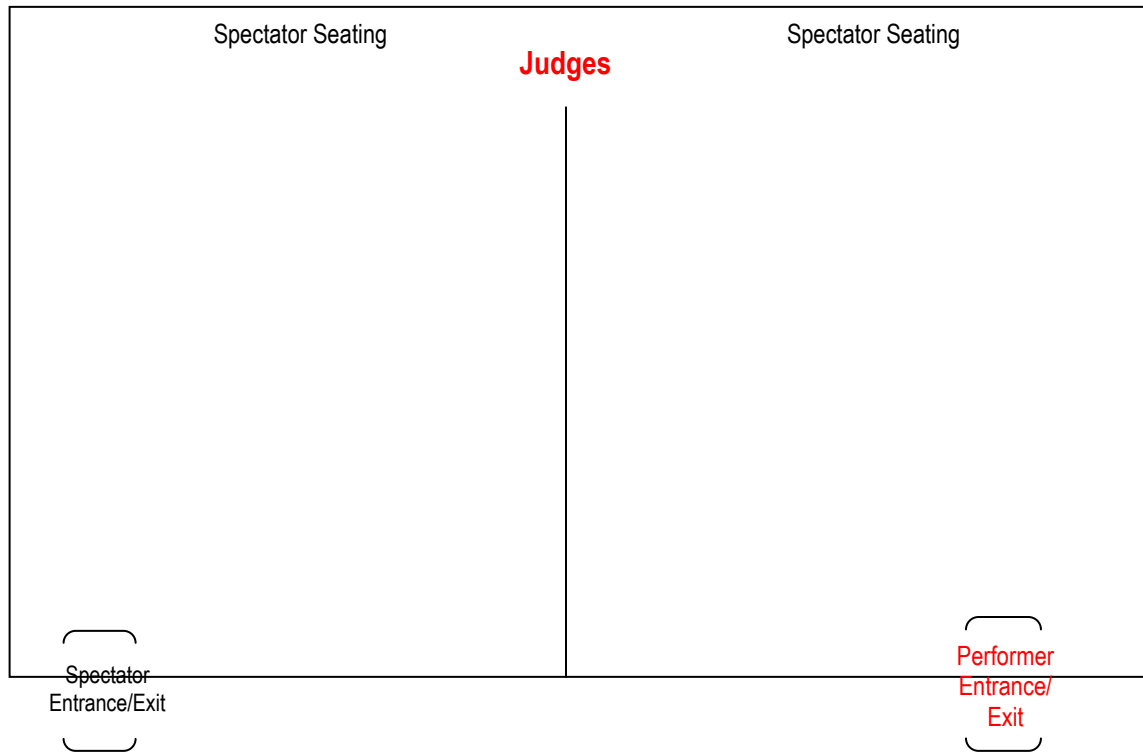
Practice Area:

Located in the PE Building behind the Convocation Center.

PERFORMANCE AREA I – Convocation Center



PERFORMANCE AREA II – Ballroom **Slight modifications may be made to this layout**



Crowd Pleasers Sr. National Showcase of Champions General Information, Rules and Regulations

Solos

- Cost for each entry is \$85.
- Time limit: 1.5-2 minutes
- Individuals will be permitted to enter more than one solo (only highest scoring solo may final).
- Solos will be grouped according to grade only by the following guidelines:
HS Jr. 9-10th / HS Sr. 11-12th
No exceptions will be made for age.
- Finals will typically consist of the following (we reserve the right to alter these guidelines if necessary):
High School Jr. Solos (9th-10th)- Top Scoring 3-10 Dancers compete for final placement
High School Sr. Solos (11th-12th)- Top Scoring 5-15 Dancers compete for final placement
Each participant is only eligible to dance one finals routine regardless of classification.
- Each Division I solo will be awarded a trophy.
- Three places will be awarded "National Champion" trophies for all age groups. For age groups with 20+ entries, five places will be awarded.
- "National Champion" jackets will be awarded to the winning solo for each grade division with 10+ entries.
- Cash Scholarships will be awarded to the Top 5 HS Senior Soloists (minimum of 100 solo entries is required).
- Only individuals that are members of competitive dance teams will be permitted to enter solos at Team Competitions. The dance team name will be required upon registering.

Duets / Trios / Small, Medium, and Large Ensembles

- Cost for each entry is as follows:

Duets	\$135	Med.. Ens. (7-12)	\$165
Trios	\$145	Lg. Ens. (13-20)	\$175
Sm. Ens. (4-6)	\$155		
- Time limit: 1.5-2.5 minutes excluding entrance and exit.
- All High School entries are grouped together.
- Each Division I performance will be awarded patches for all participants.
- Within each category and age group the top three places will be awarded "National Champion" trophies. For age groups with 20+ entries for any of the above entry types, five places will be awarded.

Social Officer Routines

- Cost for each entry is \$165
- Time limit: 1.5-2.5 minutes excluding entrance and exit.
- Must consist of Social Officers only.
- All High School entries are grouped together.
- Each Division I performance will be awarded patches for all participants.
- Within each age group the top three places will be awarded "National Champion" trophies.

Dance Officer Routines

- Cost for each entry is \$200
- Time limit: 1.5-3 minutes excluding entrance and exit.
- Should your entrance and exit exceed a total of 2 minutes, please contact our office to make special scheduling arrangements.
- Must consist of Dance Officers only.
- High School Jr. Varsity entries are all grouped together regardless of team size.
- High School Varsity entries may be grouped according to **team membership** size depending on the number of entries in each age group.
- Within each group you may enter the following styles (For the purpose of the Overall Merit Awards, P indicates Precision Styles / T indicates Technical Styles):

Jazz (T)	Pom (P)	Prop (P)	Lyrical (T)	Hip Hop (T)	Contemporary (T)
Kick (P)	Military (P)	Novelty (P)	Modern (T)	Open (T/P)	
- Within each group a "National Champion" will be chosen for each style of routine. A score of 90+ is required for this award to be given. Three places will be awarded for categories with 5+ entries.
- All entries are eligible for the following:

Outstanding Technique	(High scores in technique)
Outstanding Choreography	(High scores in choreography)
Crowd Pleasers	(Audience appeal)
- You must enter three Officer Routines to be eligible for each of the following within your group:

Overall Technical Merit	(Highest Avg. score, 90+, in 2+ Technical Styles as indicated above)
Overall Precision Merit	(Highest Avg. score, 90+, in 2+ Precision Styles as indicated above)
2 nd Runner Up	(3 rd Highest Avg. Score, 90+, requires 5+ teams in group)
1 st Runner Up	(2 nd Highest Avg. Score, 90+, requires 5+ teams in group)
National Champion	(Highest Avg. Score, 90+)
Excellent Circle	(Avg. Score 75+)
Superior Circle	(Avg. Score 85+)
Elite Circle	(Avg. Score 95+)
Overall National Champion Officer Group	
- If entering 4+ officer routines, only top 3 scoring routines will count towards final average score.
- "National Champion" jackets will be awarded to each member of the top scoring officer group overall. In the event that a competitor earns more than one title, one jacket will be awarded.

Team Routines

- Cost for each entry is \$275
- Time limit: 1.5-3 minutes excluding entrance and exit.
- Should your entrance and exit exceed a total of 2 minutes, please contact our office to make special scheduling arrangements.
- High School Jr. Varsity entries are all grouped together regardless of team size.
- High School Elite groups should consist of up to 24 members of your team that wish to enter as a separate Elite team in order to compete against the Elite teams from other schools. Elite teams may not consist of only officers. You must enter 3+ Elite team routines in order to be eligible for the overall awards listed below.
- High School Varsity entries will be further grouped according to **team membership** size by the following guidelines:

Small Team (6- 20)	Large Team (41-60)
Medium Team (21-40)	X-Large Team (61+)

-We do not require that a minimum % of your team members dance, but we do require a minimum of 6 girls to be dancing to enter as a team.

- No changes in team size will be permitted after the Friday one week prior to the contest.
- Within each group you may enter the following styles (For the purpose of the Overall Merit Awards, P indicates Precision Styles / T indicates Technical Styles):

Jazz (T)	Pom (P)	Prop (P)	Lyrical (T)	Hip Hop (T)	Contemporary (T)
Kick (P)	Military (P)	Novelty (P)	Modern (T)	Open (T/P)	

Team Routines cont.

-Within each group a "National Champion" will be chosen for each style of routine. A score of 90+ is required for this award to be given. Three places will be awarded for categories with 5 + entries.

-An "Overall National Champion" will be chosen for each style of routine with 8+ entries.

-All entries are eligible for the following:

Outstanding Technique	(High scores in technique)
Outstanding Choreography	(High scores in choreography)
Crowd Pleasers	(Audience appeal)

-You must enter three Team Routines to be eligible for each of the following within your group:

Overall Technical Merit	(Highest Avg. score, 90+, in 2+ Technical Styles as indicated above)
Overall Precision Merit	(Highest Avg. score, 90+, in 2+ Precision Styles as indicated above)
2 nd Runner Up	(3 rd Highest Avg. Score, 90+)
1 st Runner Up	(2 nd Highest Avg. Score, 90+)
National Champion	(Highest Avg. Score, 90+, \$400 Cash Prizes Awarded to qualified Public School Programs)
Excellent Circle	(Avg. Score 75+)
Superior Circle	(Avg. Score 85+)
Elite Circle	(Avg. Score 95+)
Overall National Champion Team	(\$1000 Cash Prize Awarded to qualified Public School Programs)

-If entering 4+ team routines, only top 3 scoring routines will count towards final average score.

- "National Champion" jackets will be awarded to each member of the overall top scoring team within entry groups with 5+ teams competing. In the event that a competitor earns more than one title, only one jacket will be awarded.

Team Production

-Cost for each entry is \$300

-Time limit: 4-6 minutes excluding entrance and exit.

-Should your entrance and exit exceed a total of 4 minutes, please contact us to make special scheduling arrangements.

-Entries in this category count towards eligibility for above awards.

-Team routine guideline for groupings apply.

-Within each group Team Production "National Champion" will be chosen.

Music

-Must be professionally recorded on a **clean, high quality CD**. Please be sure to have a back-up copy on hand.

-You may also play music from an MP3 player with a 1/8 in. ear phone jack. Please plan to have a representative at the music table to operate your MP3 player to avoid confusion. Please also be sure you have a cd as back-up.

- **Please label with your name, entry number (available on performance schedule), and school name.** (one routine per CD)

-Please make every effort to have music recorded at the proper tempo. If necessary, speed checks will be done just prior to performance at music table.

-CD's that have not been picked up by the end of the contest will be returned to you in your evaluation packet.

Performance Schedule

-Performance **schedule will be e-mailed to you the Tuesday prior to the contest no later than 1:00 pm**. If you would like to receive your schedule by fax please call our office to make arrangements.

-The schedule will be posted on our website as well the Thursday prior to the contest after directors have had the opportunity to request changes.

-The schedule you receive may run as much as 30 min. ahead or behind. Please notify all potential spectators of this possibility. You will also receive the updated schedule upon registration.

-Schedule changes must be requested in writing via email.

-No emailed changes will be accepted after 5:00 pm the Wednesday before the day of the contest.

-Late changes must be submitted on the Change Request form upon check-in at the contest.

Poms, Props and Backdrops

- If you use poms or props that shed, please have a team representative scheduled to clean the floor following performance.
- Please be sure to pad (foam, felt, tape) the bottom of all wooden/metal props. You will be responsible for any damage to the gym floor due to improperly padded props. Directors may be asked to sign a contract with the host school acknowledging and agreeing to their property damage policies.
- No hard soled boots or shoes will be permitted on the gym floor. You may not tap or clog directly on gym floor. You will be responsible for providing padded tap boards/flooring.
- Curtains, staging, and other props should be constructed to fit through a 7 foot tall double door with the center support bar removed.
- Because only 5 minutes (10 mins. for Productions) is allotted for each team routine (including entrance, set up, tear down and exit) only minimal set up is allowed on the floor. Any exceptions must be approved at least 1 week prior to the competition.

Dressing Areas

- Will be assigned the morning of the contest upon check-in.
- As a general rule men will not be permitted in dressing rooms. Should you have male team members, please contact our office one week prior and we will be happy to make special dressing room arrangements.
- No food or drinks will be allowed in dressing rooms.
- Dressing areas may be shared by several schools. Please be courteous and display good sportsmanship at all times.

Videography / Photography

- A videographer will be on site to record all performances in both gyms at select contests only. A booth will be set up all day for you to place video orders.
- Personal videotaping will be permitted. However, no electrical outlets will be available for personal use and tripods/monopods are strictly prohibited. Thank you for your cooperation on this matter.
- Flash photography is strictly prohibited in ALL performance areas.
- A professional photographer will be on site to take team and candid photos following each performance. Packages will be available for you to order.

Spectator Fees and Comps

- Spectator fees will be as follows:
 - Friday only (if applicable)- \$7 Adults / Senior Citizens and Children are free
 - Saturday only- \$12 Adults / \$7 Senior Citizens / \$7 Children (ages 5-12) / Under 5 free
 - Two Day Pass (if applicable)- \$17 Adults
- Each Team will be given name badges for 1 Director and 1 Assistant (names must be indicated on registration).
- At All National Team Competitions each team competing in team events will receive 3 complimentary passes available for pick-up at Team Check-in.

Registration, Payment and Refund Policies

- All registrations must be submitted online.
- Registrations received after the posted deadlines may be subject to a \$75 late fee.
- We will not schedule performances until payment has been received in full.
- Drops and adds to the original registration must be received in writing via email or fax no later than 10 days prior to the event.
- You will be responsible for payment of all entries on your original registration unless you comply with the Drop policy stated above.

Miscellaneous Information

-In an effort to promote a wholesome contest environment that can be enjoyed by family members of all ages, Crowd Pleasers will support its judges in the deduction of points for inappropriate music, costuming, or movement. Please note that these deductions may affect your final standings for all categories. These point deductions will be clearly indicated in the "CP Style?" box on the bottom of each score sheet.

-In an effort to support our gracious host schools, absolutely NO outside food or drinks will be allowed on campus.

-Crowd Pleasers cannot be responsible for shipping awards or score packets that are left at the contest site.

Should you leave them behind, arrangements for pick up must be made with the host school.

-There will be a Lost and Found / First Aid station set up outside the main gym.

-Band-Aids, wrapping tape, ice and minor first aid items will be available.

-No medication of any sort will be given out.

Updated 9/15/10

Entry #



Solo / Ensemble Sample Score Sheet

This sheet is for scoring purposes only. Please refer to recording for critiques.

Choreography- (25 points)

_____ / **25 pts.**

Creativity	Originality	Variety	Continuity/Style
Use of Levels	Use of Space	Formations	Transitions
Difficulty	Musical Interpretation	Use of Props (if applicable)	Use of Theme (if applicable)

Technique- (25 points)

_____ / **25 pts.**

Extension/Alignment	Control	Flexibility	Completion of Movement
Turns	Leaps	Tricks	Kicks
Placement of:	Head / Arms / Hands / Legs / Feet / Body		

Execution- (25 points)

_____ / **25 pts.**

Memory	Precision	Alignment	Facings
Timing	Rhythm	Dynamics	Spacing

Showmanship- (20 points)

_____ / **20 pts.**

Projection	Expression	Personality	Confidence
Body Carriage	Energy Level	Presence	

Appearance- (5 points)

_____ / **5 pts.**

Makeup	Posture	Grooming	Uniformity
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(-)

Overall Deductions for CP Appropriateness

-1 -2 -3

Deductions at judge's discretion due to the following:

Music	Costume
Movement	

Total Score **pts.**

85-100-	I
70-84-	II
56-69-	III

Judge: _____

Entry #



Team / Officer Sample Score Sheet

This sheet is for scoring purposes only. Please refer to recording for critiques.

Overall Difficulty - (5 points) _____ / **5 pts.**

Choreography- (20 points) _____ / **20 pts.**

Creativity	Originality	Variety	Continuity
Use of Levels	Use of Space	Formations	Transitions
Style	Musical Interpretation	Use of Props (if applicable)	Use of Theme (if applicable)

Technique- (25 points) _____ / **25 pts.**

Extension/Alignment	Control	Flexibility	Completion of Movement
Turns	Leaps	Tricks	Kicks
Placement of:	Head / Arms / Hands / Legs / Feet / Body		

Execution- (25 points) _____ / **25 pts.**

Memory	Precision	Alignment	Facings
Timing	Rhythm	Dynamics	Spacing

Showmanship- (20 points) _____ / **20 pts.**

Projection	Expression	Personality	Confidence
Body Carriage	Energy Level	Presence	

Appearance- (5 points) _____ / **5 pts.**

Makeup	Posture	Grooming	Uniformity
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(-)

Overall Deductions for CP Appropriateness

-1 -2 -3

Deductions at judge's discretion due to the following:

Music	Costume
Movement	

Total Score**pts.**

85-100-	I
70-84-	II
56-69-	III

Judge: _____

Crowd Pleasers Merchandise Pricing 2010

Specialty Apparel	\$18.00 - \$25.00
Jackets	\$25.00 - \$30.00
Hooded Sweatshirts	\$25.00 - \$30.00
Dance Pants	\$20.00 – \$30.00
Long Sleeves	\$18.00 - \$20.00
Tanks / Fitted Shirts	\$16.00 - \$20.00
Event Patch	\$5.00
Achievement Patch	\$3.00

*Buy 2 of any apparel = \$5.00 off

*Buy 3 of any apparel = \$8.00 off

*Apparel is all shirts, pants and jackets ONLY.

Crowd Pleasers Dance Camps, Inc.
Team Patch Order Form

Patch Description	Quantity		Price		Total
National Contest Patch		X	\$5.00	=	
General Contest Patch		X	\$5.00	=	
Winter Showcase Patch		X	\$5.00	=	
Division I Patch		X	\$3.00	=	
Silver Sweepstakes Patch		X	\$3.00	=	
Gold Sweepstakes Patch		X	\$3.00	=	
Super Sweepstakes Patch		X	\$3.00	=	
Outstanding Showmanship Patch		X	\$3.00	=	
Outstanding Choreography Patch		X	\$3.00	=	
Outstanding Technique Patch		X	\$3.00	=	
Best In Class Patch		X	\$3.00	=	
Showcase Elite Patch		X	\$3.00	=	
Grand Champion Patch		X	\$3.00	=	
Solo Finalist Patch		X	\$3.00	=	

Sub Total _____
Shipping + 10.00
*Total** _____

*Please make checks payable to Crowd Pleasers.

Please Mail to: **Crowd Pleasers Dance Camps, Inc.**
P.O. Box 93505
Southlake, TX 76092

School Address: _____

Director E-mail: _____



We are delighted to be taking part in The Crowd Pleasers Showcase! We will be there the entire day taking pictures during your routines. The pictures will be printed "on the spot". Not only will you will be able to take the finished prints home with you, but you will also be able to go to our website and email your photos to your family and friends, free of charge. In addition to the high quality prints, we are able to offer a selection of novelty items. Below is a listing of the items we offer:

**Photos: 8x10, 5x7, 3x5, wallets
Photo Magnets
Photo Key Chains
Photo Buttons
Photo Clocks
Mouse Pads
Photo T-shirts
Statuettes**

We take cash (of course), MC/V, AMEX, Discover, and checks with proper ID. If you have any questions please feel free to call us at 830-625-4010 or visit our website www.ActionPhotosOnline.com.

Thanks and we look forward to seeing you there.

Vicki Clemts

1329 Lee St. New Braunfels, TX (830) 625-4010
email: ActionPhotos@satx.rr.com



TOUR-RIFIC® of Texas

13810 Champion Forest Drive, Suite 200

Houston, Texas 77069

281-587-9555 / FAX 281-587-9994

To Save Time

To Save Money

For All The Extras

Call Tour-Rific of Texas

For Affordable, Custom Travel

At ***Tour-Rific of Texas***, we know your time is limited, and the details of group travel can easily become overwhelming. Relying on the *team travel professionals* at ***Tour-Rific of Texas*** saves you countless headaches and ensures that your trip will be a success. We specialize in organizing group trips that emphasize fun and entertaining activities, seasonal events and great meals.

Every trip arranged by ***Tour-Rific of Texas*** is carefully tailored to the group's needs and budget. We offer the lowest prices for airfare, charter bus service, deluxe hotels, group meals, attraction tickets and sightseeing tours, while maintaining the highest of standards from our vendors.

With ***Tour-Rific of Texas*** you will receive personalized service from beginning to end. Sample student letters, rules and contracts outline student financial and behavioral responsibilities that the group leader can customize. Optional group or individual trip insurance is available. The group leader will receive written instructions with detailed itinerary, charter numbers, contact names and numbers. A booster club or school presentation in the greater Houston area is available subject to operator availability. Your groups' trip deposits are protected in a customer trust account.

Call today for your no obligation trip proposal – 281-587-9555/ 800-829-9505.

Professional Affiliations: *TDEA / Texas Dance Educators Association, SYTA / Student Youth Travel Association, NTA / National Tour Association, ABA / American Bus Association and the Disney Youth Travel Planner Advisory Board*

Tour-Rific of Texas is not affiliated with Crowd Pleasers and gives no compensation to Crowd Pleasers for their referral.

“Team Travel Is An Investment In Memories”