


CONFIDENTIAL

# Personal Profiling



 YouTube

## Destiny -Gram™

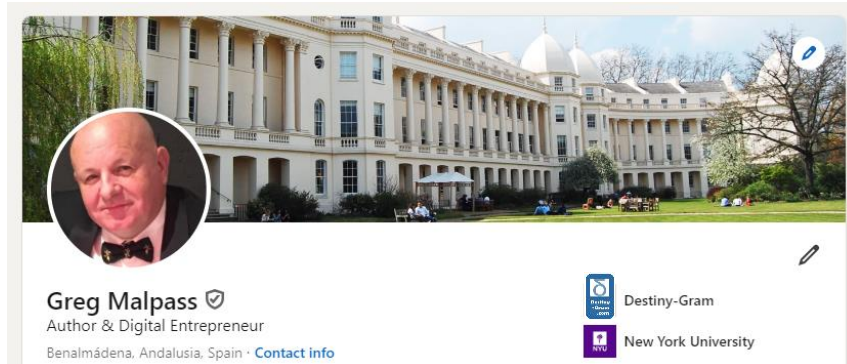
AN OPPORTUNITY IN THE  
PERSONAL ASSESSMENT  
MARKET

**WEB DEVELOPER/SOFTWARE PROGRAMMER  
REQUEST FOR PROPOSAL (RFP)**

June 2024

# DESTINY-GRAM: PERSONAL PROFILING & AI-ASSISTED LIFE ASSESSMENT PLATFORM

## REQUEST FOR PROPOSAL



“Overall, the Destiny-Gram Personal Profiling concept presents an innovative approach to personal and professional development, leveraging the power of AI and data integration. It will provide a solid foundation for future AI-Chatbot assisted analysis, mentoring and soliciting personalized recommendations, tailored to the user's unique personality, interests, and abilities. With proper implementation and user-friendly interface, it could potentially offer insights and guidance to individuals seeking to unlock their full potential and create their own paths to success.”

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# MVP PROJECT EXECUTIVE SUMMARY

## REQUEST FOR PROPOSAL: AI-INTEGRATED WEB DEVELOPMENT

### **PROJECT: DESTINY-GRAM – “A Personal Profiling and AI-Assisted Life Assessment Platform”**

#### **Objective:**

Develop a Minimum Viable Product (MVP) website that enables users to create comprehensive personal profiles through a series of multiple-choice questions (MCQs) and open-ended points of view (POV) responses. The platform will integrate with leading AI chatbots to analyse user data and generate personalized "Destiny-Gram Personal Profile" reports.

#### **Key Features:**

1. Secure user account creation and data storage
2. MCQ and POV questionnaires for personality, character traits, skills, goals, and desires assessment
3. AI-powered analysis and personalized report generation
4. Ability to securely share anonymized profiles with AI chatbots for tailored advice

#### **Technical Requirements:**

1. Full-stack development with AI integration expertise
2. Design of user-friendly input forms and AI analysis algorithms
3. Secure data handling and privacy-focused design
4. User dashboard for profile management and updates
5. Scalability for future feature additions and integrations

#### **Timeline and Support:**

- MVP completion: 3 months
- Post-launch maintenance: Up to 1 year
- Potential for equity in the SPV company

#### **Future Prospects:**

- Phased development of career and personal development features
- Scaling user base for potential acquisition by a corporate partner

This project prioritizes user privacy and security to foster trust and encourage meaningful engagement. The successful candidate will play a pivotal role in shaping a platform that empowers individuals with AI-driven personal insights.



# FOUNDER'S INTRODUCTION

## INTRODUCTION

"I am Greg Malpass, Founder of Destiny-Gram. Destiny-Gram is a pioneering AI-integrated platform poised to revolutionize personal and professional development, aimed particularly at young adults embarking on their career and life paths. By seamlessly blending user-provided data with advanced AI analysis, Destiny-Gram offers individuals unprecedented insights into their personalities, characters, skills, passions and aspirations.

### **Core Value Proposition:**

- Comprehensive self-assessment through intuitive MCQ and POV questionnaires
- AI-generated "Destiny-Gram Personal Profile" reports, offering deep personal insights
- Secure, anonymous profile sharing with AI chatbots for personalized mentoring
- Continuous profile updates to track personal growth and evolving aspirations

### **Unique Differentiator:**

Destiny-Gram's ability to integrate user profiles with AI chatbots creates a symbiotic relationship between human input and machine intelligence. This synergy enables hyper-personalized guidance, far surpassing generic advice, and empowers users to make informed decisions aligned with their unique traits and goals.

### **Strategic Vision:**

As we scale, Destiny-Gram will expand into a comprehensive ecosystem for personal growth, career navigation, and networking. Our commitment to data security and user-centric design will foster a trust-based community, attracting a diverse user base and positioning us for strategic partnerships or acquisition.

In an era where one-size-fits-all solutions fall short, Destiny-Gram stands as a beacon of personalized empowerment. We're not just building a platform; we're crafting individual roadmaps for success, one profile at a time.

Thank you."

**Greg Malpass**  
**Founder**  
**June 2024**



YOUTUBE VIDEO PRESENTATION –  
SENIOR HIGH SCHOOL STUDENTS IN USA



YOUTUBE VIDEO PRESENTATION –  
FOUNDER INTRODUCTION

# **COPY OF MVP PROJECT INQUIRY**

## **(sent by E mail)**

### **Software Programmers**

#### **Query E Mail**

Subject: Innovative AI-Driven Personal Development Platform - Web Development Opportunity

Dear [Developer's Name],

I hope this email finds you well. I'm reaching out to introduce an exciting web development opportunity at the intersection of AI, personal development, and edtech.

Destiny-Gram is a groundbreaking AI-powered platform that we're developing to revolutionize personal growth and career planning. We're seeking skilled developers to bring this vision to life through a robust, secure, and user-friendly website.

Key Project Highlights:

- MVP development timeline: 3-4 months
- Integration of AI for personalized user profiling and insights
- Complex data handling with top-tier security measures
- Premium Progress Tracking System (PTS) for ongoing user development
- Potential for long-term involvement as we scale globally

We're looking for developers who are passionate about leveraging technology to empower individuals. I've attached a detailed synopsis of our project requirements for your review.

Would you be interested in scheduling a brief call next week to discuss this opportunity further? I'm eager to share more about how Destiny-Gram aims to transform the personal development landscape through innovative web solutions.

Best regards, Founder, Destiny-Gram

## Destiny-Gram Web Development Project Synopsis

### Destiny-Gram: Empowering Personal Growth Through AI-Driven Web Development

**Project Overview:** Destiny-Gram is an innovative AI-integrated personal development platform designed to provide users with comprehensive self-assessment, personalized insights, and AI-assisted mentoring. We're seeking skilled web developers to create a Minimum Viable Product (MVP) that will serve as the foundation for our vision.

#### Core Functionalities:

1. **User Account System:** • Secure registration and login • Data privacy controls and user profile management
2. **MCQ/POV Questionnaire System:** • Develop an intuitive interface for multiple-choice questions (MCQs) and open-ended points of view (POVs) • Design should cover personality assessment, character analysis, skills evaluation, and goal setting • Implement a user-friendly, mobile-responsive design
3. **AI Integration:** • Develop API connections to leading AI platforms (e.g., GPT-3, Claude) for data analysis • Create algorithms for processing user responses and generating personalized insights • Implement secure data transfer protocols between the website and AI services
4. **Personal Profile Generation:** • Design a system to compile user responses and AI analysis into a comprehensive personal profile • Create visually appealing and easily understandable report formats • Implement functionality for users to review, update, and share their profiles securely
5. **Data Security and Privacy:** • Implement state-of-the-art encryption for all user data • Develop granular privacy controls for users to manage their information • Ensure compliance with global data protection regulations (GDPR, CCPA, etc.)
6. **AI Chatbot Interface:** • Create a secure system for users to share their profiles with AI chatbots • Develop API integrations for major AI chatbot platforms • Implement a user-friendly chat interface for AI mentoring sessions
7. **Premium Service Progress Tracking System (PTS):** • Design and implement a comprehensive progress tracking system as a premium feature • Create interactive dashboards to monitor user progress on set criteria, including the 10 key areas of development from the companion books • Develop data visualization tools to represent user growth and achievements over time • Implement goal-setting features and milestone tracking • Create automated progress reports and personalized recommendations based on user data

#### Technical Requirements:

- Full-stack development with expertise in AI integration
- Scalable architecture to support future growth

- Mobile-responsive design
- Rigorous security measures and data protection protocols
- Integration capabilities with external platforms (e.g., LinkedIn for profile importing)
- Advanced data analytics and visualization tools for the PTS

Deliverables:

1. Fully functional MVP website with all core features
2. Premium Progress Tracking System (PTS) with interactive dashboards
3. Comprehensive documentation of the system architecture and codebase
4. Security audit report and compliance documentation
5. User guide for platform navigation and feature utilization

Timeline and Support:

- MVP completion: 3-4 months
- Post-launch maintenance and updates: Up to 1 year
- Potential for ongoing involvement as we scale and add features

This project offers an opportunity to be at the forefront of AI-integrated personal development technology. The successful development team will play a crucial role in shaping a platform that has the potential to impact millions of users worldwide.

We're looking for developers who are not only technically proficient but also share our vision for empowering individuals through technology. If you're excited about the challenge of creating a secure, user-friendly platform that leverages AI for personal growth and ongoing development tracking, we'd love to discuss this opportunity further with you.

## MCQ/POV- AI Proprietary Design, Interface and Analysis

The MCQ/POV questionnaires design will be a crucial element of the Destiny-Gram platform.

The Web Developer will work with the Founder on its approach to this. Proprietary work already completed by the Founder will be shared with prospective Web Developers/Bidders, subject to a Non-Disclosure Agreement (NDA). It includes:

1. A comprehensive list of questions covering all the necessary areas (personality, character, skills, goals, etc.).
2. These questions are formatted into a structured JSON or CSV format that developers can easily import into their systems.
3. The questions are categorised and assigned appropriate data types (multiple choice, Likert scale, open-ended, etc.) to each question.
4. For multiple-choice questions, all possible answer options are provided
5. Any necessary metadata is included, such as question weights or categories, that might be useful for the AI analysis.
6. For the Points of View (POV) sections, prompts or guidelines have been created for open-ended responses.
7. A scoring system and tagging mechanism have been designed for the AI to interpret responses effectively.

The MCQ/POV questionnaire system, along with its AI interface and analysis component, is the "Black Box" at the heart of Destiny-Gram's 'Unique Value Proposition'. This critical element will determine the quality and effectiveness of the personal profiles and insights generated for users.

To ensure this key deliverable meets the highest standards, the following must be considered by the Web Developer:

1. Question Design:
  - Ensure the provided questions are clear, unambiguous, and designed to elicit meaningful responses
  - Cover all necessary aspects of personality, character, skills, experience, passions and goals
  - Balance depth of insight with user engagement to prevent questionnaire fatigue
2. AI Interface:
  - Design a robust API that can securely transmit user responses to the AI for analysis



- Ensure the interface can handle various question types and response formats
  - Build in error handling and fallback mechanisms for AI service disruptions
3. AI Analysis:
    - Develop sophisticated algorithms to interpret user responses holistically
    - Create a system for weighting and combining different factors to generate insights
    - Implement machine learning capabilities to improve analysis accuracy over time
  4. Output Generation:
    - Design templates for personal profiles that are both comprehensive and easily digestible
    - Create a system for generating actionable insights and recommendations
    - Ensure the output can be easily updated as users provide more information over time
  5. Security and Privacy:
    - Implement end-to-end encryption for all data transmission and storage
    - Design the system to anonymize data used for AI training and improvement
    - Ensure compliance with data protection regulations in all aspects of data handling
  6. Scalability:
    - Build the system to handle a growing number of users and increasing complexity of analysis
    - Design for future expansion of question sets and analysis capabilities
  7. Testing and Validation:
    - Develop a rigorous testing protocol to ensure accuracy and consistency of results
    - Implement ongoing validation processes to verify the effectiveness of insights and recommendations
  8. Documentation:
    - Create detailed documentation of the entire "Black Box" system
    - Provide clear guidelines for future updates and improvements

By focusing on these aspects, the Web Developer and Founder can jointly ensure that this crucial component of Destiny-Gram is not only well-structured but also produces high-quality, valuable outputs for users. This "**Black Box**" will be the core differentiator for Destiny-Gram, setting it apart from other personal development platforms.

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## Presentations

Introduction to AI-Profiling

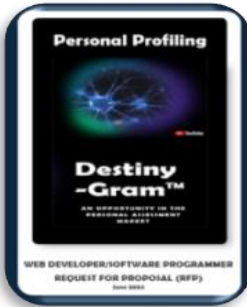
Book and Website Integration

Project Briefing



Web Developer RFP  
(This Document)

Marketing Presentations



MCQ/POV- AI Proprietary Design, Interface and Analysis



**Note:**  
This information will be shared with the (Web Developer) Preferred Bidder subject to a signed Non-Disclosure Agreement



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# MVP PROJECT BRIEF

## 1. PURPOSE

The purpose of this project is to develop a Minimum Viable Product (MVP) website, Destiny-Gram.com, for concept verification. The website will allow users to sign up and complete a comprehensive AI-assisted life assessment test through an online questionnaire comprising multiple-choice questions (MCQs) and open-ended responses/points of view (POVs). Upon completion, users will receive a personalized "Destiny-Gram Personal Profile" report, analysing the detailed information collected.

The ultimate goal is to enable users to share their finished Personal Profile, or parts thereof, with AI chatbots of their choice, either through an API website integration or initially simply as a chat dialogue file attachment. This sharing mechanism is intended to enhance the AI assistant's capabilities by providing access to the user's comprehensive personal profile, thereby facilitating more personalized and informed responses during future chat/dialogue sessions and advice-seeking interactions.

## Data Collection (Input/ Output):

The online MCQ/POV questionnaire will capture user data across four key areas, conducting analysis via an API integration with a top-tier large language model (LLM) chatbot, such as ChatGPT, Claude, Microsoft Bing, or Google Gemini (referred to as "The AI-Chatbot").

### A. Personality:

- MCQs to assess the user's Enneagram personality type, wing, traits, levels of development, virtues, desires, and growth aspects, based on AI-Chatbot analysis using the Enneagram framework.

### B. Character:

- POV's on a range of universal issues, life messages, personal priorities/values, higher life purpose, areas for self-improvement, positive traits, and confessions/quirks.

### C. Skills, Goals and Desires:

- Educational/work history, core skills, desired skills to develop, qualifications, goals, passions, and other relevant POVs to generate valuable ideas from the AI-Chatbot analysis regarding the user's future options for direction and development. (to include API link to LinkedIn profiles where consented)

### D. Destiny Options/Choices:

- Derive potential paths/options based on the user's inputs, presented as a tailored "Destiny-Gram Personal Profile Report" to help consolidate ideas about life direction and destiny.

After completing the online MCQ/POV form, users will receive the personalized profile report generated by the AI-Chatbot's analysis of their inputs.

Users can privately retain their profile on the Destiny-Gram platform, password-protected, with the ability to download it, and to select and share all or selected parts thereof with chosen AI-chatbots, potential employers, connections, or for focused networking in the future development of the website. Shared information should not contain any sensitive contact information and would ideally remain anonymous in its content.

Most crucially, the platform profiles must be formatted so they are suitable to share in whole or parts via API's (as well as via an attachment for chatbot dialogue) for future enhanced, personalized dialogue and advice on career/life planning, etc. This is the unique selling point (USP) of the Personal Profiling website offer.

(Note: While some Chatbots cannot directly process attachments or receive data via an API in real-time, an integrated system can be built that does so, providing them with the necessary context to deliver personalized advice. This involves using additional tools and systems to handle the data extraction and formatting before interacting with the Chatbot)

## Overall Objectives/Requirements:

### **A. Website:**

- Develop an AI-assisted Personal Profiling system called "Destiny-Gram".

### **B. Analysis:**

- Enable users to undergo self-assessment and receive personalized analysis/ reports
- Provide clarity on personality traits, strengths, goals, and life purpose.

### **C. Recommendations:**

- Offer users customized recommendations for personal growth and achieving their most suitable destinies.

*“Overall, the Destiny-Gram Personal Profiling concept presents an innovative approach to personal and professional development, leveraging the power of AI and data integration. It will provide a solid foundation for future AI-Chatbot assisted analysis, mentoring and soliciting personalized recommendations, tailored to the user's unique personality, interests, and abilities. With proper implementation and user-friendly interface, it could potentially offer insights and guidance to individuals seeking to unlock their full potential and create their own paths to success.”*

The intended practicality and usefulness of the concept encompass several applications:

- A. **Comprehensive Self-Assessment:** The proposed online MCQ/POV questionnaire will delve into various aspects of an individual's personality, character, skills, goals, and desires. By gathering detailed information from multiple dimensions, the AI system can provide a holistic analysis and tailored recommendations. This level of personalization can be highly valuable in helping individuals gain a deeper understanding of themselves and identify areas for growth.
- B. **Integration with Professional Data:** Incorporating data from a user's LinkedIn profile into the analysis is a practical and efficient way to capture their educational background, work experience, and skill sets. This integration can provide valuable insights into their professional strengths, achievements, and potential career paths.
- C. **AI-Assisted Analysis and Recommendations:** Leveraging the capabilities of an AI-Chatbot system to analyse the user's responses and generate a customized report can offer several advantages. The AI can identify patterns, correlations, and insights that may be difficult for humans to discern. Additionally, the AI's knowledge base can provide relevant information, resources, and recommendations tailored to the individual's unique profile.
- D. **Personal Growth and Goal Setting:** The "Destiny Profile" concept can serve as a powerful tool for personal growth and goal setting. By highlighting an individual's strengths, areas for improvement, and potential paths forward, the report can inspire and guide users in pursuing their aspirations and realizing their full potential.
- E. **Future Networking and Collaboration Opportunities:** The idea of creating a platform or community around these personalized profiles opens up possibilities for future networking and collaboration. Users with similar interests, goals, or complementary skills could connect and support each other, fostering a sense of community and enabling potential partnerships or collaborations - a future feature of the website.
- F. **Continuous Improvement and Updates:** As individuals grow and evolve, their goals, skills, and priorities may change over time. The concept could incorporate a mechanism for periodic updates or re-assessments, allowing users to track their progress and adjust their "Destiny Profiles" accordingly, and interact with other mentoring institutions and website businesses.

The success and practicality of the concept will heavily depend on the quality and accuracy of the AI system's analysis, the depth and relevance of the online MCQ/POV questionnaire, and the user's willingness to provide honest and comprehensive responses. Additionally, privacy and data security considerations would need to be addressed, particularly when handling sensitive personal information. The user must at all times control the level of detail in the Personal Profile which is shared with AI-chatbots, which should ideally remain anonymous in terms of personal identity.

## 2. MPV WEBSITE REQUIREMENTS

The 'web developer/software programmer' will be responsible for designing the MCQ/POV online form (see E Mail Brief above), AI analysis algorithms during the stages of assessment, and personal profile output according to the specifications outlined in this RFP. The deliverable is an MVP website suitable for further development, incorporating the following key features:

1. User registration system
2. Hosting platform for the MCQ questionnaire and POV input forms
3. Automated integration of MCQ/POV data with a selected AI chatbot via API for purposes of generating the final Personal Profile Report after the four stages of profile analysis (Personality, Character, Skills/Goals/Desires, and Destiny Options)
4. Enabling users to securely share and connect selected sections of their personal profiles with AI chatbots for enhanced, personalized dialogue in the future

The MVP website will allow users to create accounts, complete the questionnaire, receive their AI-generated personal profile report, and update their profile as needed. Furthermore, users will have the capability to utilize their profile, or selected sections of it, either as an attachment or via an API integration with selected AI chatbots, facilitating more personalized AI-chatbot interactions. Ensuring the security of the information provided by users will be of paramount importance throughout the development process.

All profile information will be encrypted, anonymized and never shared without authorisation. Reputable AI companies, with which users may choose to share all, or parts of, their personal profile, employ robust security practices regarding any personal data provided. DestinyGram.com platform itself must be built on a foundation of strict confidentiality and security, ensuring that personal information remains controlled, anonymous, and protected at all times.

## System Requirements:

<p><b>A. User Data Collection:</b></p> <ul style="list-style-type: none"><li>- Develop the interactive MCQ/POV questionnaire/form to gather user data</li><li>- Capture details like name, contact info, education, work experience</li><li>- Include personality assessment based on Enneagram framework</li><li>- Allow users to provide open-ended responses/POV's about goals, passions, etc</li></ul> <p><b>B. Data Storage &amp; Access:</b></p> <ul style="list-style-type: none"><li>- Implement a secure database to store user data</li><li>- Utilize structured data formats (JSON, XML) for efficient processing</li><li>- Incorporate user data from external sources (e.g. LinkedIn) if available</li><li>- Enable version control and update mechanism for user profiles over time.</li></ul> <p><b>C. Analysis &amp; Profiling Engine:</b></p> <ul style="list-style-type: none"><li>- Develop algorithms to systematically analyse user data</li><li>- Identify key personality traits, skills, strengths and Integrate data using standardized Enneagram analysis/terminology</li><li>- Quantify proficiency levels where possible using numerical scoring or rating system</li><li>- Separate factual data from subjective interpretations/recommendations</li><li>- Provide justifications and supporting evidence for analysis conclusions</li><li>- Implement prioritization and weighting of critical areas of focus</li><li>- Leverage general self-improvement principles and methodologies</li></ul>	<p><b>D. Personalized Destiny Report:</b></p> <ul style="list-style-type: none"><li>- Generate visually appealing, structured destiny report for each user</li><li>- Include summary of personality analysis, strengths, goals, valuable ideas</li><li>- Provide tailored suggestions for personal growth and destiny nurturing</li><li>- Outline specific action plans with defined milestones and accountability</li><li>- Incorporate version control to track updates to a user's destiny journey</li><li>- Option to export report in multiple sections and formats (PDF, Word, web-view)</li></ul> <p><b>E. Recommendation Engine:</b></p> <ul style="list-style-type: none"><li>- Based on analysis, suggest concrete ideas to unlock user's potential</li><li>- Resources: Reference books, courses, coaches, workshops, communities, etc.</li><li>- Maintain a database of recommended personal development resources</li><li>- Leverage user profile to provide personalized, contextualized recommendations</li><li>- Integration with e-commerce platforms for monetization opportunities</li></ul>
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**F. User Dashboard & Engagement:**

- Develop a user dashboard to review analysis, destiny report, recommendations
- Enable scope for future commenting, feedback, and interaction features
- Notifications for new recommendations or profile updates
- Integration with messaging platforms for future on-demand personalized coaching
- Analytics to track user engagement and perform system refinements

**G. Future Partner Integration:**

- Establish scope for partnerships with personal development organizations
- Monitor mentoring sites for possible future user integration (eg. Rocky.ai, Mentor Cruise, Growth Mentor, Coffee Mug.ai, Guider AI, etc)
- Facilitate data sharing and integration of external assessment tools
- Develop API for third-party integration and ecosystem expansion
- Explore future provision of premium/enterprise offerings for corporate training, recruitment, etc.

**H. Establish Framework to help Marketing team & Growth:**

- Implementation of inbound marketing strategies (SEO, content marketing, etc.)
- Leverage influencer marketing and brand ambassadors
- Explore viral marketing campaigns, challenges, and engaging contests

- Develop App Store Optimization (ASO) and paid user acquisition strategies
- Traditional promotion channels (events, PR, strategic partnerships)
- Identify upsell opportunities (premium destiny coaching, subscriptions, etc.)

**I. System Architecture:**

- Build a scalable, secure, and high-performance system architecture
- Utilize cloud infrastructure and serverless computing models
- Implement CI/CD practices, version control, and DevOps best practices
- Robust data security, encryption, and compliance (GDPR, CCPA, etc.)
- Design for multi-tenancy to support potential enterprise/SaaS model



## System Requirements (cont'd):

<p><b><u>I. USER ONBOARDING</u></b></p> <p><b>i. Landing Page:</b></p> <ul style="list-style-type: none"><li>a. Engaging overview of Destiny-Gram's value proposition</li><li>b. Call-to-action to begin the personal profiling journey</li><li>c. Option to login (for returning users) or sign up (for new users)</li><li>d. Payment options (discount rate for students from approved educational facilities with promotional code)</li></ul> <p><b>ii. User Registration :</b></p> <ul style="list-style-type: none"><li>a. Capture basic user information (name, email, password, etc.)</li><li>b. Consent for terms of use and data privacy policies</li><li>c. Option to import profile data from LinkedIn (educational, professional details)</li></ul> <p><b><u>II. ASSESSMENT MODULES</u></b></p> <p>The core assessments are divided into four modules, each with its own set of MCQ questionnaires and POV input mechanisms. The user will progress through these modules sequentially.</p> <p><b>A. Personality Assessment</b></p> <p><b>i. Enneagram Test :</b></p> <ul style="list-style-type: none"><li>a. Series of multiple-choice questions to determine Enneagram personality type</li><li>b. Scoring mechanism to calculate primary type and wing type, and derive traits</li></ul>	<ul style="list-style-type: none"><li>c. Scoring to identify strongest and weakest traits, and their implications</li></ul> <p><b>ii. Write-in Personality Reflections :</b></p> <ul style="list-style-type: none"><li>a. Open-ended prompts for users to describe their persona, quirks, strengths, areas for improvement, etc.</li></ul> <p><b>B. Character Assessment</b></p> <p><b>i. Value/Virtue Ranking:</b></p> <ul style="list-style-type: none"><li>a. Rank virtues/values in order of importance (integrity, compassion, courage, etc.). Use reference to designed MCQ on universal matters of importance.</li></ul> <p><b>ii. Personality Dashboard :</b></p> <ul style="list-style-type: none"><li>a. Visual representation of user's virtues, beliefs, life messages, priorities</li></ul> <p><b>iii. Home Truths :</b></p> <ul style="list-style-type: none"><li>a. Checkboxes to identify personal confessions, home truths, struggles, selected areas for improvement</li></ul> <p><b>C. Skills, Goals &amp; Desires</b></p> <p><b>i. Proficiency Self-Assessment :</b></p> <ul style="list-style-type: none"><li>a. Rate proficiency levels across different skills (creative, analytical, etc.)</li><li>b. Identify skills to be developed further (skills vs goals)</li></ul>
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<ul style="list-style-type: none"> <li>ii. <b>Goals &amp; Passions :</b> <ul style="list-style-type: none"> <li>a. Open-ended questions to capture life goals, desires, passions</li> </ul> </li> <li>iii. <b>Reality Matrix :</b> <ul style="list-style-type: none"> <li>a. Mapping of goals/desires against current proficiency levels</li> </ul> </li> <li>iv. <b>External Data Integration :</b> <ul style="list-style-type: none"> <li>a. Dynamically import details from user's LinkedIn profile</li> <li>b. Prompt user to elaborate on imported professional experience/skills</li> </ul> </li> </ul> <p><b>D. Destiny Options</b></p> <ul style="list-style-type: none"> <li>i. <b>Valuable Ideas :</b> <ul style="list-style-type: none"> <li>a. Checkboxes to select from a list of valuable ideas for user's future</li> <li>b. Option to add custom ideas</li> </ul> </li> <li>ii. <b>Destiny Pyramid :</b> <ul style="list-style-type: none"> <li>a. Rank and prioritize the valuable ideas in a pyramid structure</li> </ul> </li> <li>iii. <b>Destiny Declaration :</b> <ul style="list-style-type: none"> <li>a. Write a personal declaration solidifying the user's ultimate destiny/purpose</li> </ul> </li> <li>iv. <b>External Data Integration :</b> <ul style="list-style-type: none"> <li>a. Incorporate user's responses/personality from the AI-Chatbot</li> </ul> </li> </ul>	<p><b><u>III. PROFILE REPORT GENERATION</u></b></p> <ul style="list-style-type: none"> <li>i. <b>Report Structure :</b> <ul style="list-style-type: none"> <li>a. Compilation of user's inputs and analysis from all modules</li> <li>b. Sections: Profile Summary, Character Analysis, Destiny Direction, Action Plan</li> </ul> </li> <li>ii. <b>Personality Profile :</b> <ul style="list-style-type: none"> <li>a. Overview of Enneagram type, and all notable personality highlights</li> </ul> </li> <li>iii. <b>Character Dashboard :</b> <ul style="list-style-type: none"> <li>a. Virtues, belief system, life messages, areas for improvement</li> </ul> </li> <li>iv. <b>Skills &amp; Desires Panorama :</b> <ul style="list-style-type: none"> <li>a. Proficiency mapping, goals/passions, valuable ideas, destiny priorities</li> </ul> </li> <li>v. <b>Destiny Proclamation :</b> <ul style="list-style-type: none"> <li>a. Derive user's personal destiny declaration</li> <li>b. Specific recommendations aligned with their profile</li> </ul> </li> <li>vi. <b>Implementation Roadmap :</b> <ul style="list-style-type: none"> <li>a. Suggested milestones and action plan to achieve destiny</li> <li>b. Integration with external resources (coaches, courses, communities)</li> </ul> </li> <li>vii. <b>Report Delivery :</b> <ul style="list-style-type: none"> <li>a. Option to download PDF, Word, HTML versions</li> <li>b. Ability to print formatted report</li> <li>c. Secure portal to access and update report over time, and possibly network in the future</li> </ul> </li> </ul>
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#### **IV. ADMIN DASHBOARD**

- i. User Management :**
  - a. View/search all user profiles
  - b. Edit user information and assessment inputs (if required)
- ii. Resource Library :**
  - a. Manage resources recommended for user development
  - Courses, books, coaches, workshops, communities, etc.
- iii. Recommendation Engine :**
  - a. Define rules to map user profiles to relevant resources
  - b. Prioritization logic based on compatibility scoring
- iv. System Configuration :**
  - a. Customize scoring parameters for assessments
  - b. Update multiple-choice options, scoring weights
  - c. Adjust report templates and content elements
- v. Analytics & Reporting ;**
  - a. Track key metrics (user engagement, conversion, etc.)
  - b. Visualizations for demographics and assessment insights
  - c. Integration with web analytics, marketing, and CRM tools

#### **V. TECHNICAL REQUIREMENTS**

- i. System Architecture :**
  - a. Microservices-based, cloud-native, serverless architecture
  - b. Containerization using Docker for portability
  - c. CI/CD pipeline for automated testing and deployment

- ii. Front-end :**
  - a. Responsive UI with mobile-friendly design
  - b. Leveraging modern JavaScript frameworks (React, Vue, etc.)
- iii. Back-end :**
  - a. RESTful APIs for assessment processing and report generation
  - b. Stateless service mesh for scalability and resilience
- iv. Data Storage :**
  - a. Normalized SQL database for user profiles and assessment data
  - b. NoSQL database for personality insights and resource library
  - c. Cloud object storage for report downloads
- v. Integration :**
  - a. APIs for secure data import from LinkedIn, and AI-Chatbot analysis
  - b. Webhooks for two-way communication with third-party services
- vi. Security & Compliance :**
  - a. End-to-end encryption for data in transit and at rest
  - b. Role-based access control (RBAC) for admin privileges
  - c. Adherence to data privacy regulations (GDPR, CCPA, etc.)
- vii. Ops & Monitoring :**
  - a. Infrastructure as Code (IaC) for provisioning and management
  - b. Centralized logging and distributed tracing
  - c. Monitoring for performance, availability, and security

## **TIMELINE/BUDGET**

The MVP website is required to be completed within 3 months, with up to a year of continued maintenance support, and the potential for further substantial development stages, as the website becomes populated, and add-on features for career and personal development and networking are developed. There is also an option to take an equity position in the special purpose vehicle/company (SPV) to be set up for the project, to benefit from the planned sale/acquisition by a large Corporate Partner, once growth and scaling have been achieved, with expanded capabilities and user population. It is expected that the USP of users benefiting from sharing their detailed but sanitised and anonymous personal profiles with AI-Chatbots to receive enhanced advice - will be of interest to both AI-Chatbot companies and Social Networking companies who see the benefits of the integration as a potential new revenue stream and market offering.

The overall available budget for the project will be subject to financing in stages, and equity share considerations. During the 3-month MVP website generation, the full-time support of a Web Developer/Software Programmer will be required to act as Technical Manager, who will be a “Full Stack Developer with AI Integration Specialisation”. This is budgeted at Euro 60,000.

A detailed Programme and Budget breakdown is provided in Appendix III.

## **APPENDICES**

- I. PERSONAL PROFILING EXPLAINED (DESTINY-GRAM YOUTUBE VIDEOS)
- II. MCQ/POV QUESTIONNAIRES & PERSONAL PROFILE FORMATS
- III. SIMULATED USER SIGN-UP
- IV. MVP WEBSITE DEVELOPMENT PROGRAMME & BUDGET
- V. LONG-TERM ROADMAP/ DEVELOPMENT PLANS



## APPENDIX I

# PERSONAL PROFILING EXPLAINED on YouTube



STUDENT PROFILING PRESENTATION



PERSONAL ASSESSMENT- AN INTRODUCTION

“Hi Guys. Can’t Life feel daunting sometimes, trying to figure out who we are and what path is right for us. But what if I told you there’s a cool new way to get some high-tech guidance?

Meet Destiny-Gram - it’s an ultra-modern platform that helps you get to know yourself better through some deep self-reflection. As the video introduction states - our mission is to help you grow, evolve and succeed in life when you leave formal education. Imagine you had a personal, digitized, AI-generated roadmap to help you navigate life’s journey, just like in the movies? Well, AI is already here and quickly changing everyone’s life. Not to get left behind, Destiny-Gram.com has developed a revolutionary online platform designed to empower young individuals like yourselves to create their own roadmap to personal and professional success.

We understand that every young person is unique with their own strengths, values and aspirations. That’s why we’ve created our personal profiling platform. Destiny-Gram.com is not about prescription, it’s about self-assessment and helping you get to know yourself better, and in so doing helping you create your unique personal profile using AI.

We are entering an age where AI tools will create a new generation of communication with integrated functions of internet search engines, AI chatbots and individuals on social media. AI chatbots are a black box corpus of knowledge with logarithmic growth in capability and use, seemingly able to answer any question on any topic with incredible accuracy. But it won’t recognise your uniqueness in its replies unless it knows you intimately.

To be most effective in this new age of limitless technology, knowledge and communication, every individual will benefit from creating a more personal, informed interface with reputable and secure AI chatbots. Only then can it act as an effective tutor, mentor, adviser, confidant, and wise and knowledgeable coach.

Destiny-Gram.com will provide the most comprehensive, detailed, and secure method to achieve this dynamic relationship with AI. Through a series of carefully crafted online multiple-choice questions and prompts, you’ll embark on a journey of self-reflection that delves deep into your personality, character, values, skills, and academic qualifications, combining these personal insights with advanced AI technology to give you a personal platform on which to securely share information and receive informed AI-chatbot advice.

You will be able to ask your trusty AI-chatbot coach just about anything and get an instant informed reply interactively, not just by text, voice, and video, but multimodal interfaces, augmented reality, wearable devices and embedded system as they develop.

While the concept of AI mentorship is still an emerging technology, we see it as a powerful supplementary tool, where your AI coach can provide more contextual guidance and support as you navigate important life decisions. Whatever level of personal information you share, the true benefit will lie in receiving significantly more nuanced, tailored and relevant counsel, personalized to your unique attributes and needs.

While personal knowledge and expertise currently remain the educational foundation of recognised and preordained careers, make no mistake that most professional careers will become victims of technology advances and artificial intelligence in the future. It is Destiny-Gram's conviction that the new phenomenon and criteria for recognition and distinction in the job market will be based on personal identity – your personality, character, and moral state, as well as your ability and the passion you put into what you do.

Your trusted AI advisor will not only have almost unlimited knowledge, but will also understands you on a profound level, and will never tire in offering informed personalized guidance, without judgement or reserve. Nevertheless, AI cannot replicate human emotional intelligence or lived experience. Warren Buffet once said, "AI can change everything in the world except how men think and behave".

But your AI mentor can indeed influence the way you think and behave not least with Personalized guidance in Efficient evidence-based decision-making; Career development and skills enhancement; Goal setting and tracking; and Empathetic support during challenging times.

And perhaps even more importantly your AI virtual coach will never tire, nor judge you, nor compartmentalize you, nor grade you and compare you with your peers. Your AI coach really is the wise, private confidant to whom all would aspire to share their inner feelings and uncertainties about their future direction. And in case you are reticent about sharing your personal profile and thoughts with Destiny-Gram and your AI-chatbot, please rest assured your privacy is our utmost priority throughout the process. We take data privacy extremely seriously. Profile information is encrypted, anonymized, and never shared without authorization. Reputable AI companies, with which you may choose to share all or parts of your personal profile, employ robust security practices regarding any personal data provided. DestinyGram.com platform itself is built on a foundation of strict confidentiality and security, ensuring that your personal information remains controlled and protected at all times.

And why am I presenting this directly to you? Because for a limited time only, we are offering our full personality assessment service on concessionary terms to students at select schools for a one-off nominal subscription of just \$12 - insane value compared to some corporate personal coaching packages, and at a substantial discount to our own non-student rates.

Our overriding mission is to help empower you, the next generation, to use AI proactively in seeking answers to your most important life questions and seek your true destiny in this challenging and changing digital age. Unlock yours today with Destiny-Gram.

Thank you and good luck."

## APPENDIX II

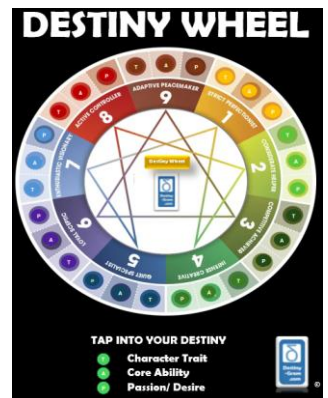
### MCQ/POV QUESTIONNAIRES & PERSONAL PROFILE FORMATS

This Request for Proposal (RFP) outlines the requirements for developing a Minimum Viable Product (MVP) website creating a secure online platform where users can undergo a comprehensive self-evaluation process through a series of multiple-choice questions (MCQs) and open-ended responses/points of view (POV).

The website will collect detailed information about the user's personality traits, character, skills, goals, and desires. This data will be analysed by integrating with a leading AI-chatbot via an API (e.g., ChatGPT, Claude, etc.). Based on the analysis, the website will generate a personalized "Destiny-Gram Personal Profile" report, providing insights into the user's strengths, areas for improvement, and potential or preferred life paths (Destinies).

The web developer/software programmer will be responsible for designing the MCQ/POV input forms (suggestions provided in this Appendix), all AI analysis algorithms during the stages of assessment, and the final personal profile report output format. The processes can be broken down into '7 Parts' consisting of MCQ/POV's focused on answering the following 25 questions, which the Programmer can integrate, where considered appropriate and relevant. The deliverables (for inclusion in the Profile Report) will cover – Personality, Character traits, Core Skills & Abilities (incl career history), Destiny Options, & suggested Life Plans; similar to the example stereotype Enneagram Personality Types in the Summary here (see Link).

Example Profiles:



#### DELIVERABLES:

**Part 1: Personality Assessment** (Bespoke Enneagram MCQ questions provided in this Appendix)

#### Part 2: Character Assessment

Link:

- What are your core values and principles that guide your life decisions?
- How would you describe your moral/ethical outlook on life?
- What causes or social issues are you most passionate about? Why?
- Describe where you had to take a stand for your beliefs despite opposition.
- What do you consider to be your greatest strengths and weaknesses of character?

#### Part 3: Career History

- Walk through your educational and professional experiences chronologically.
- What were your biggest achievements and proudest moments in each role?
- Describe challenges you faced and how you overcame them.
- What motivated you to make key career transitions?
- How do your career experiences align with your long-term goals?

#### **Part 4: Skills & Abilities**

- Rate your proficiency level in [list of key skills] on a scale of 1-5.
- What are your top 3 standout skills? Provide examples of how you've applied them.
- Are there any skills you wish to develop further? If so, which ones and why?
- How would you describe your working style and ability to collaborate?
- Give an example that highlights your problem-solving abilities.

#### **Part 5: Passions & Desires**

- What hobbies, activities or subjects are you most passionate about outside of work/academics?
- Describe your personal goals and ambitions - short-term and long-term.
- If money were no object, what dreams would you pursue?
- What matters most to you in life? What drives and motivates you?
- How do you hope to make a positive impact on the world around you?

#### **Part 6: Destiny Options**

- Based on your responses, rate your interest level in potential paths like [entrepreneurship, creative pursuits, leadership roles, etc.]
- What personal qualities or experiences make you well-suited for your top choices?
- Are there any ethical boundaries you wouldn't want to cross in pursuing these options?
- How does your support system (family, friends, mentors) view these potential directions?
- What legacy would you like to leave behind? How will you define "success"?

#### **Part 7: Personal Profile Report Output** (including Action Plan)

Each Part follows a 'Theme' and follows a 'Process', requiring a mix of data, MCQ/POV design and input and review. It is proposed that the parts be sequentially analysed accordingly but completed as a continuous MCQ/POV online experience (consisting of Input tables of Data, bespoke designed MCQ /POV, and a Basis of Selection) – and be structured on the basis of the framework given over the page. The Final Profile Report will be broken into 6 sections summarizing the conclusions of each of the 6 Parts, and should be downloadable separately if required.

The Questionnaires will be Based on Selection of one of five possible responses and scoring- strongly agree-5 /agree-4/no view-3/ disagree-1/strongly disagree-0 responses. This will enable Ranking/Prioritization of the Data/Options in the Data Tables based on Level of Agreement to questions geared to achieve the Ranking/Prioritization. Where more appropriate the User will type in an open-ended comment/answer (Points of View POV) where a MCQ approach is less applicable.

The overall number of Questions should be kept to a practical minimum (less than 500), and each MCQ question/selection should be time restricted to 15 seconds (circa 2 hours total for the most detailed Personal Profile)

Personality Assessment will be Bespoke but based on the renowned Enneagram Model in terms of assessment and feed-back (while honouring copyright of both).



## **Personality Types, Character Traits, Core Skills, And Life Goals**

The Questionnaires will be designed to produce a 'Personal Profile' bespoke to the User, based on AI-analysis of the MCQ/POV questionnaire inputs, downloadable in sections (to be shared where and with whom the User decides) under Personality, Character Traits, Core Skills/Abilities, Goals/Passions/Desires, Destiny-Strategic Options/Life Paths. It will be presented in a user-friendly way and include Dashboards and in a format, to be developed by the Web Developer, according to the brief given in this RFP. Below is an example of typical profile characteristics for inclusion.

### **Personality Types**

1. Reformer
2. Helper
3. Achiever
4. Individualist
5. Investigator
6. Loyalist
7. Enthusiast
8. Challenger
9. Peacemaker

Explanation:

1. Reformer: The principled, ethical, and perfectionistic type.
2. Helper: The caring, generous, and people-pleasing type.
3. Achiever: The success-oriented, efficient, and image-conscious type.
4. Individualist: The romantic, introspective, and self-absorbed type.
5. Investigator: The perceptive, innovative, and detached type.
6. Loyalist: The committed, security-oriented, and defensive type.
7. Enthusiast: The spontaneous, multi-talented, and scattered type.
8. Challenger: The powerful, confrontational, and domineering type.
9. Peacemaker: The accommodating, reassuring, and conflict-avoidant type.

The Enneagram is a widely used personality typology system that describes nine distinct personality types, each with its unique motivations, fears, and patterns of thinking, feeling, and behaving.

### **Character Traits**

1. Integrity
2. Empathy
3. Resilience
4. Curiosity
5. Humility
6. Accountability
7. Compassion
8. Adaptability
9. Authenticity

Explanation:

These traits encompass various aspects of an individual's personality, values, and behaviour. They cover qualities such as ethical conduct, emotional intelligence, mental toughness, intellectual curiosity, self-awareness, responsibility, kindness, flexibility, and genuineness. While these are broad categories, they can serve as a framework for evaluating and understanding an individual's character from multiple perspectives.

### **Core Skills**

1. Technical
2. Analytical
3. Creative
4. Communication
5. Leadership
6. Strategic
7. Organizational
8. Interpersonal
9. Adaptability

Explanation:

1. Technical: Skills related to specific domains, technologies, or tools.
2. Analytical: Skills involving logical reasoning, problem-solving, and data analysis.
3. Creative: Skills involving innovation, idea generation, and out-of-the-box thinking.
4. Communication: Skills related to effective verbal, written, and presentation abilities.
5. Leadership: Skills involving motivating, guiding, and influencing others.
6. Strategic: Skills related to long-term planning, decision-making, and goal-setting.
7. Organizational: Skills involving time management, multitasking, and attention to detail.
8. Interpersonal: Skills related to building relationships, collaboration, and emotional intelligence.
9. Adaptability: Skills involving flexibility, learning agility, and the ability to thrive in change.

These headings cover a broad range of skills that are valuable across various industries and roles. They encompass technical expertise, cognitive abilities, creative thinking, communication proficiency, people management, strategic thinking, organizational prowess, social intelligence, and the capacity to adapt to evolving circumstances.

### **Goals**

1. Family
2. Career
3. Creativity
4. Adventure
5. Spirituality
6. Community
7. Knowledge
8. Activism
9. Wellness

Explanation:

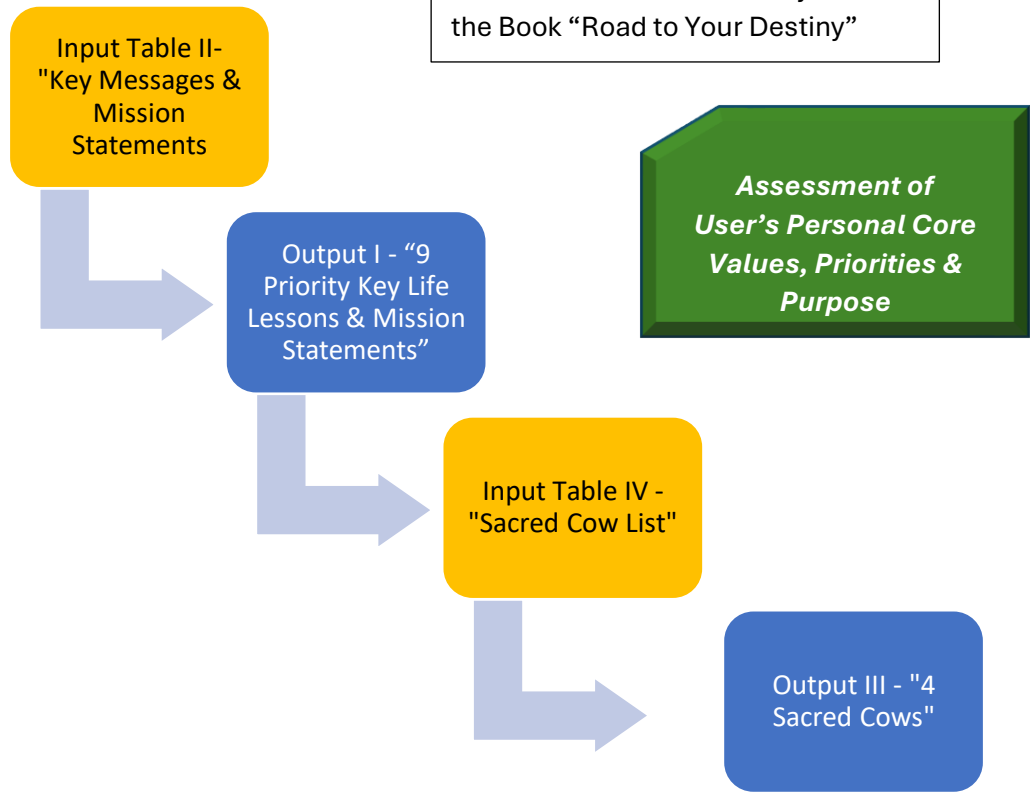
1. Family: Focusing on nurturing relationships with loved ones and building a strong family unit.
2. Career: Pursuing professional growth, achievement, and fulfilment through work.
3. Creativity: Expressing oneself through artistic or innovative endeavours.
4. Adventure: Seeking excitement, exploration, and new experiences.
5. Spirituality: Exploring personal beliefs, values, and finding meaning in life.
6. Community: Contributing to society and making a positive impact on others.
7. Knowledge: Continuously learning, expanding one's understanding, and pursuing intellectual growth.
8. Activism: Advocating for social, political, or environmental causes.
9. Wellness: Prioritizing physical, mental, and emotional well-being.

These headings represent various domains that individuals may find deeply meaningful and motivating. They cover personal relationships, professional aspirations, self-expression, personal growth, purpose-driven living, societal contribution, intellectual curiosity, championing beliefs, and holistic health. These areas often serve as sources of passion, fulfilment, and goal setting for people throughout different stages of life. The following draft Processes and Inputs are designed to develop Outputs, with AI-assistance in line with this general analysis.

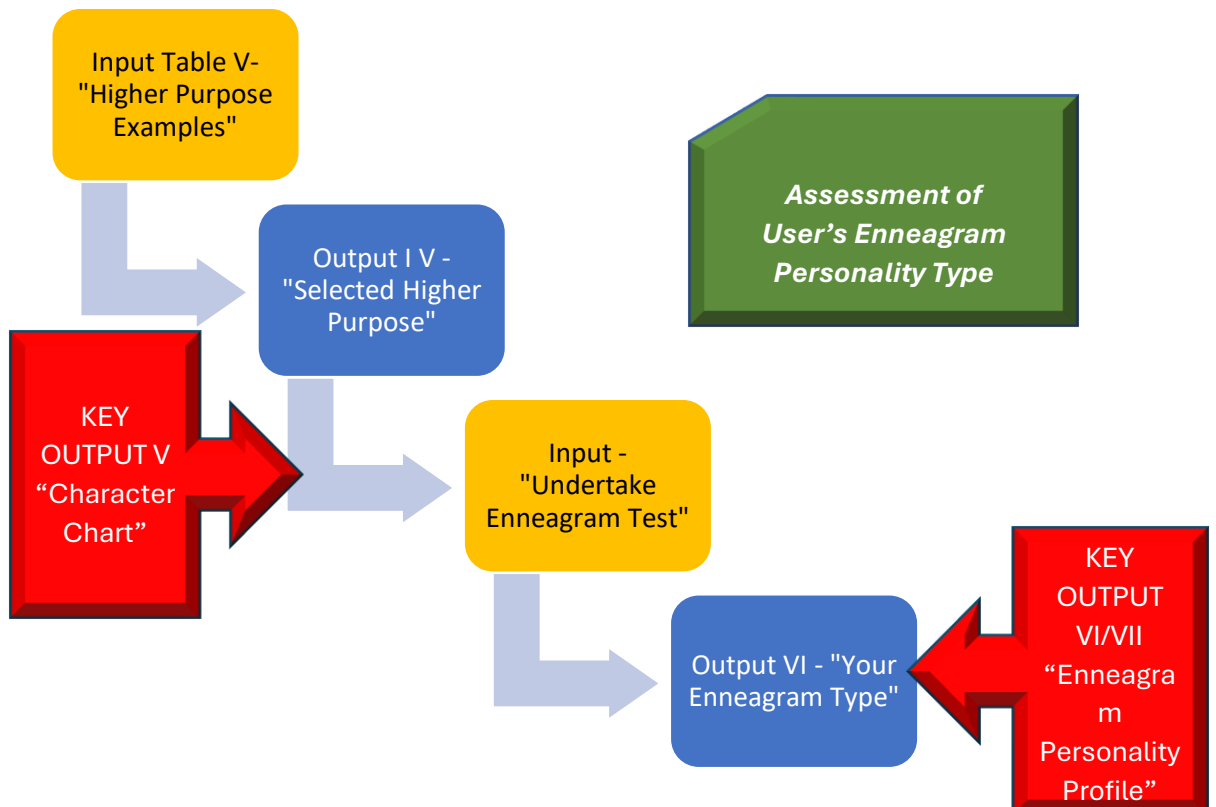
## Individual Inputs- Outputs On-Line Processes

### Key Life Lessons- Sacred Cows

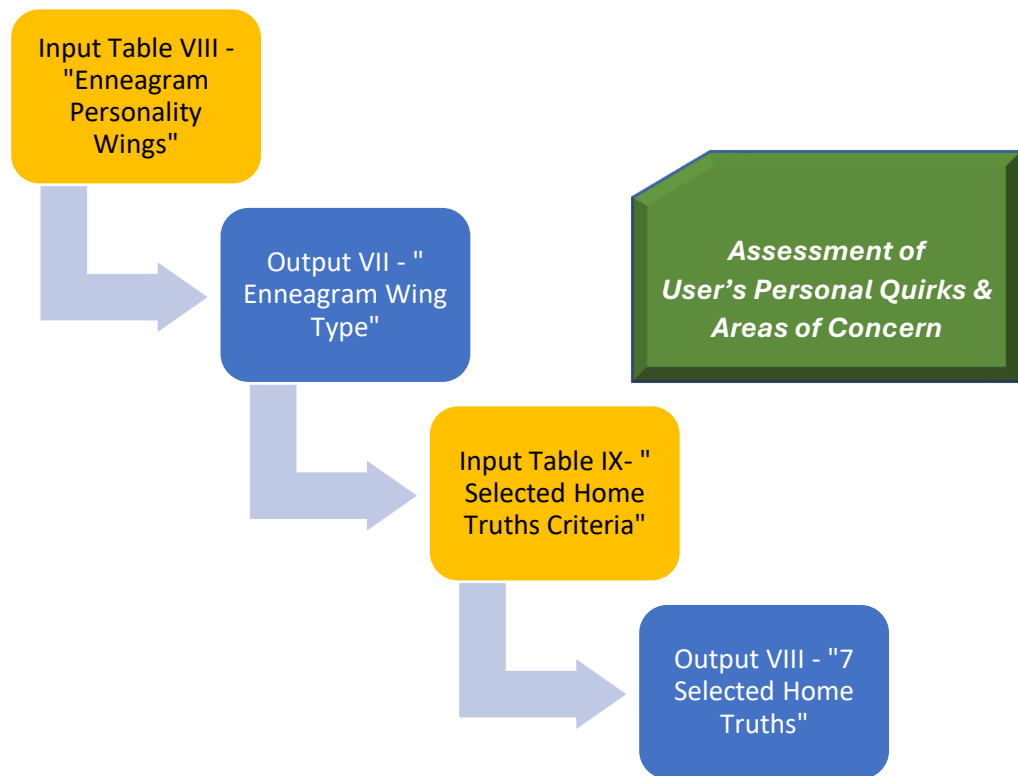
Note: Table and Diagram References are related to Previous Analysis in the Book "Road to Your Destiny"



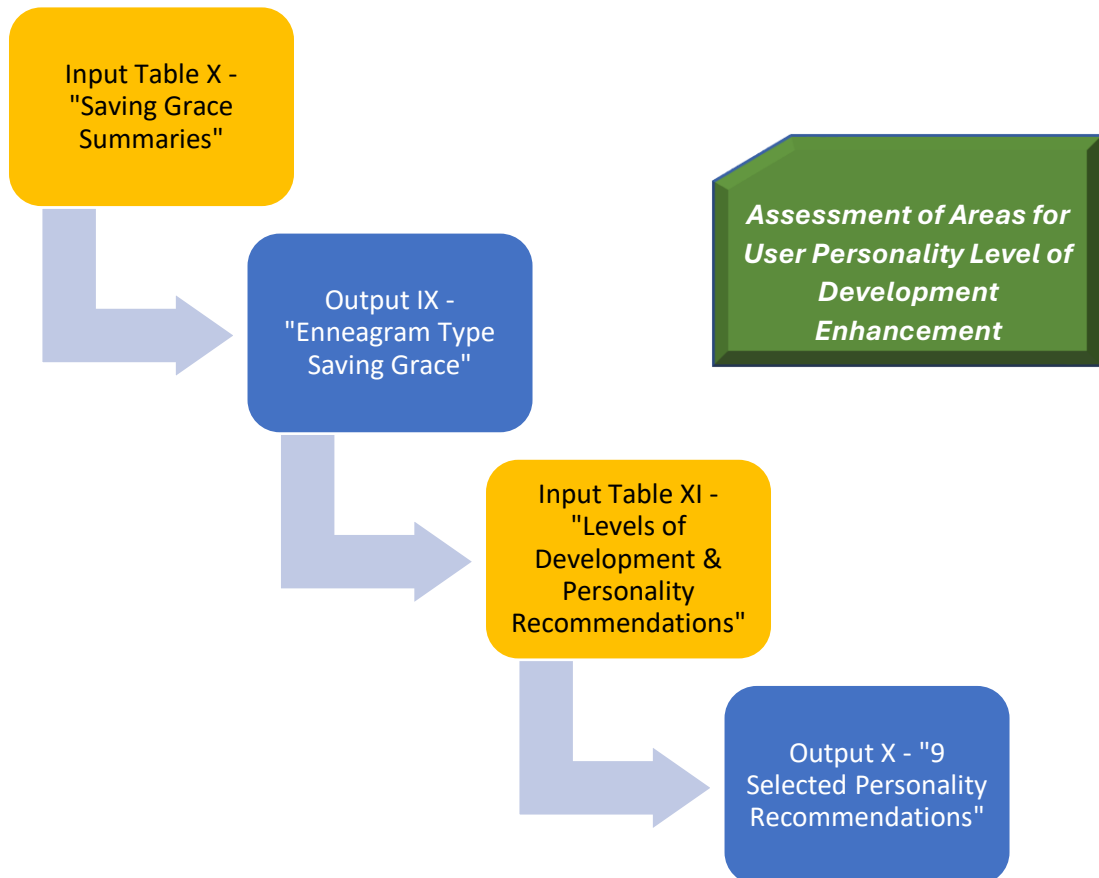
### Higher Purpose- Enneagram Type



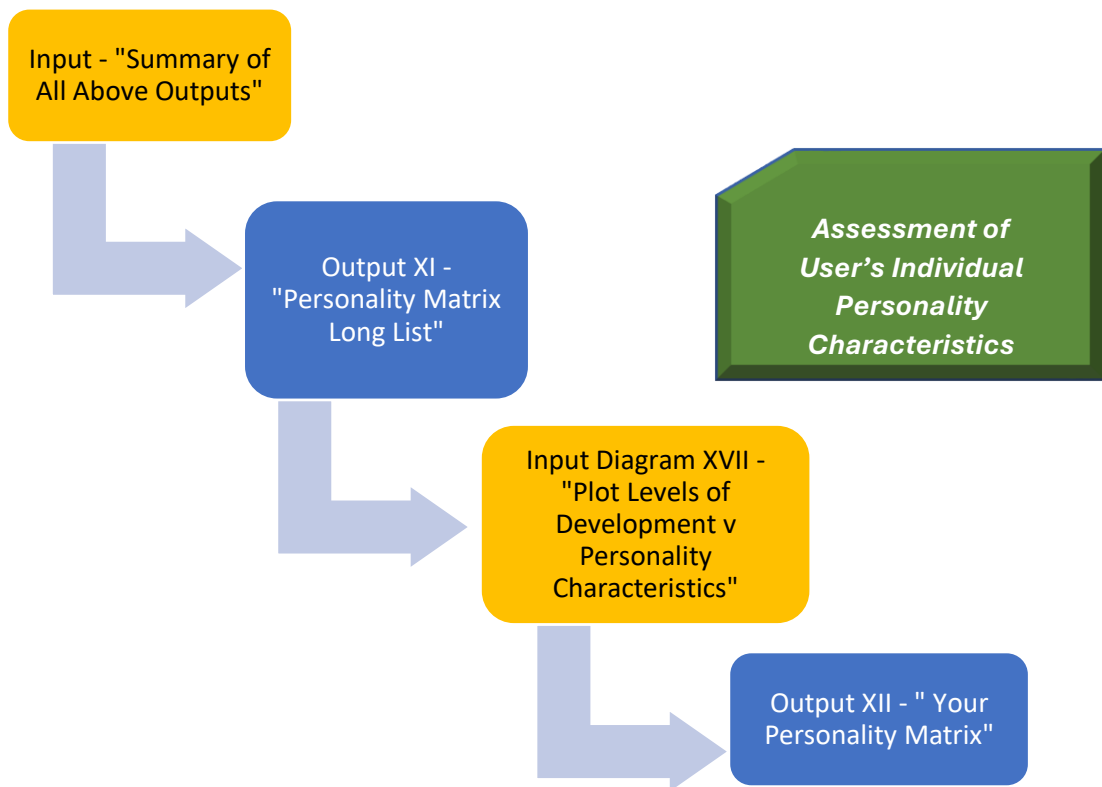
## Personality Wing – Home Truths



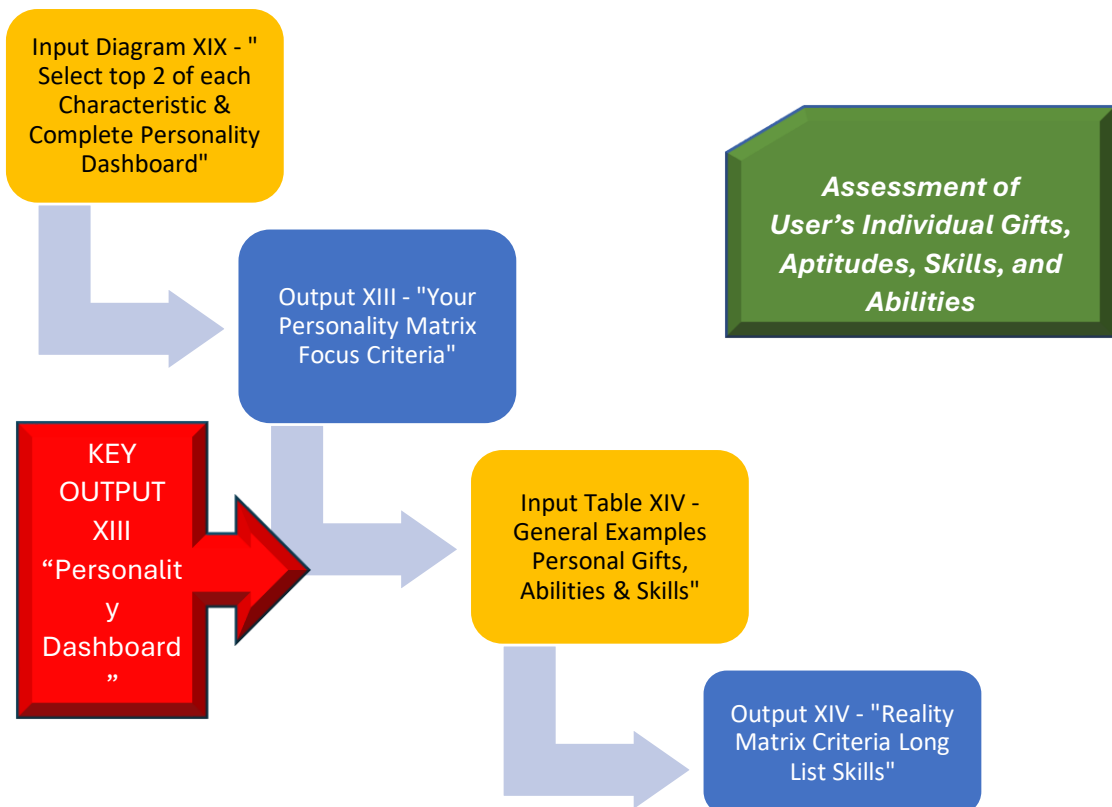
## Saving Grace- Personality Recommendations



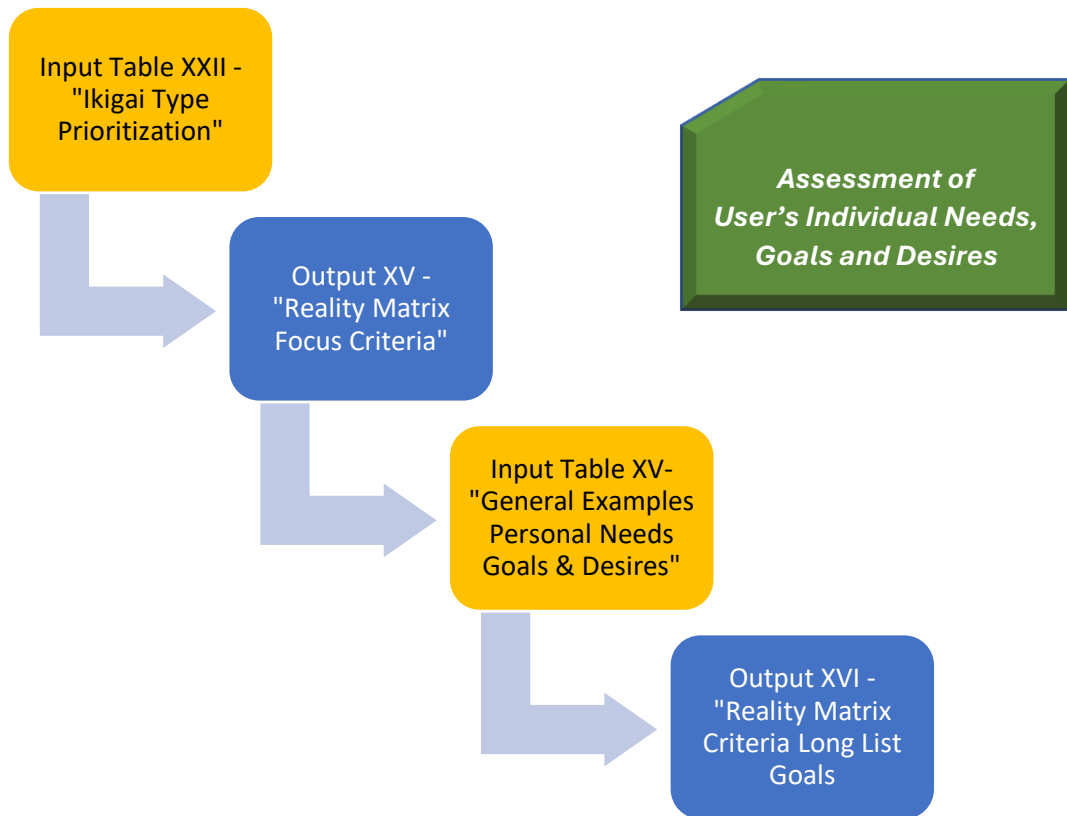
## Matrix Criteria Long List- Personality Matrix



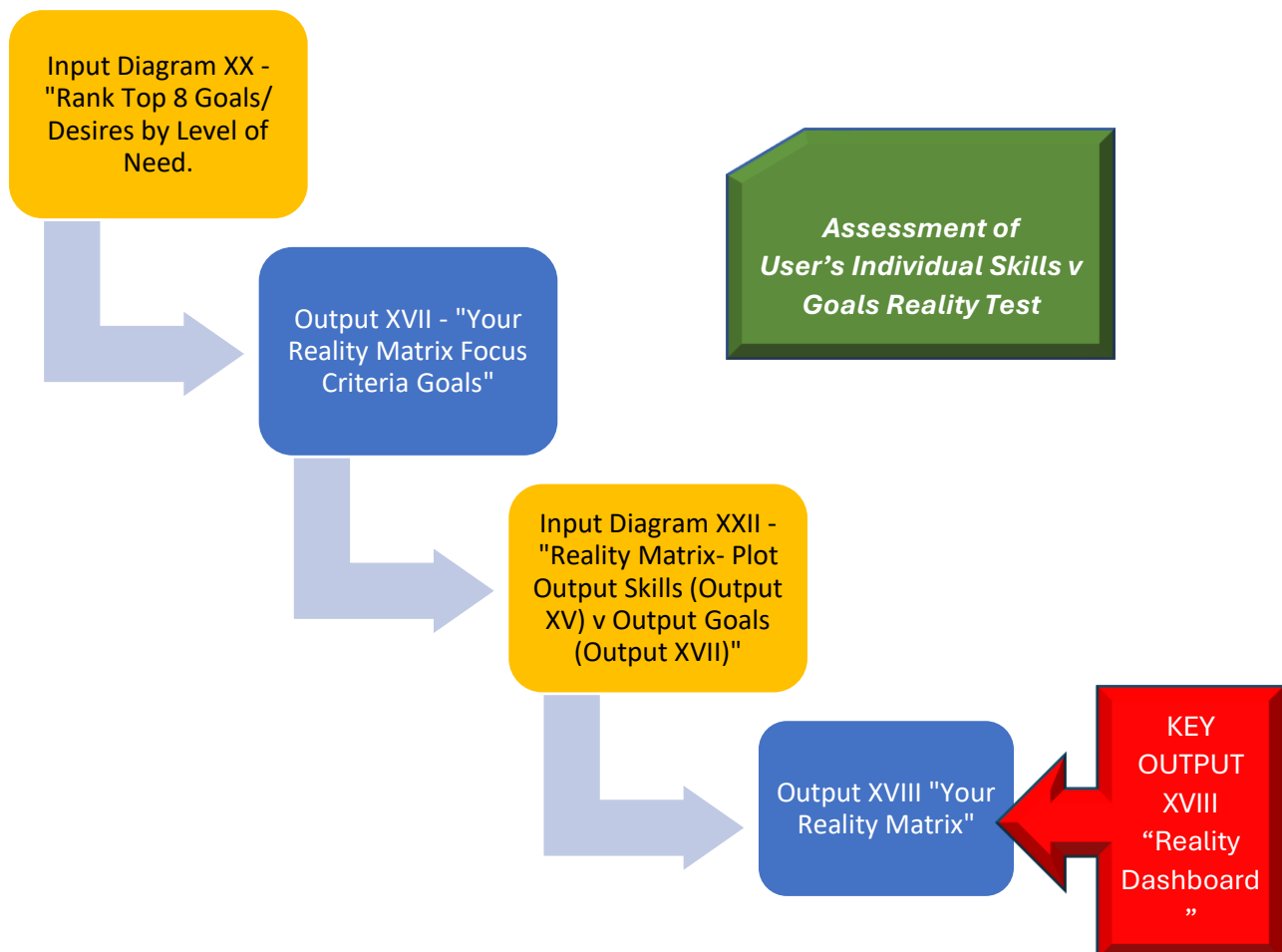
## Personality Dashboard- Reality Matrix Skills Long List



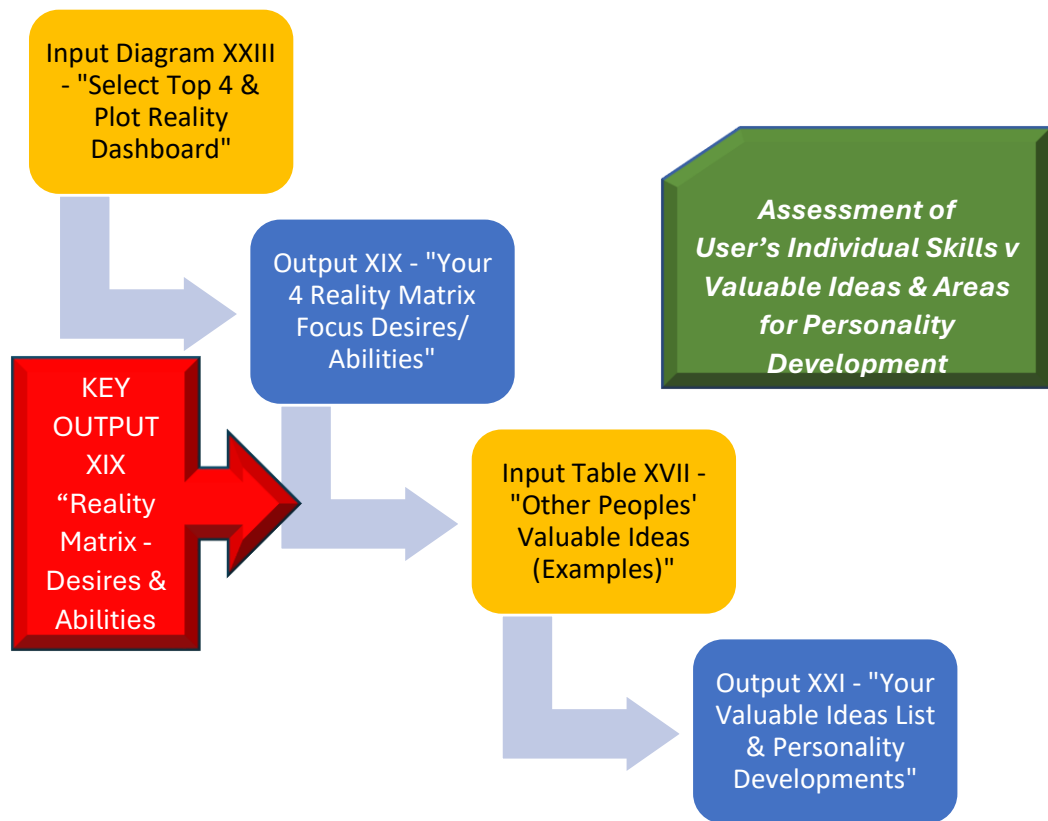
## Skills Set Prioritization- Reality Matrix Criteria Long List



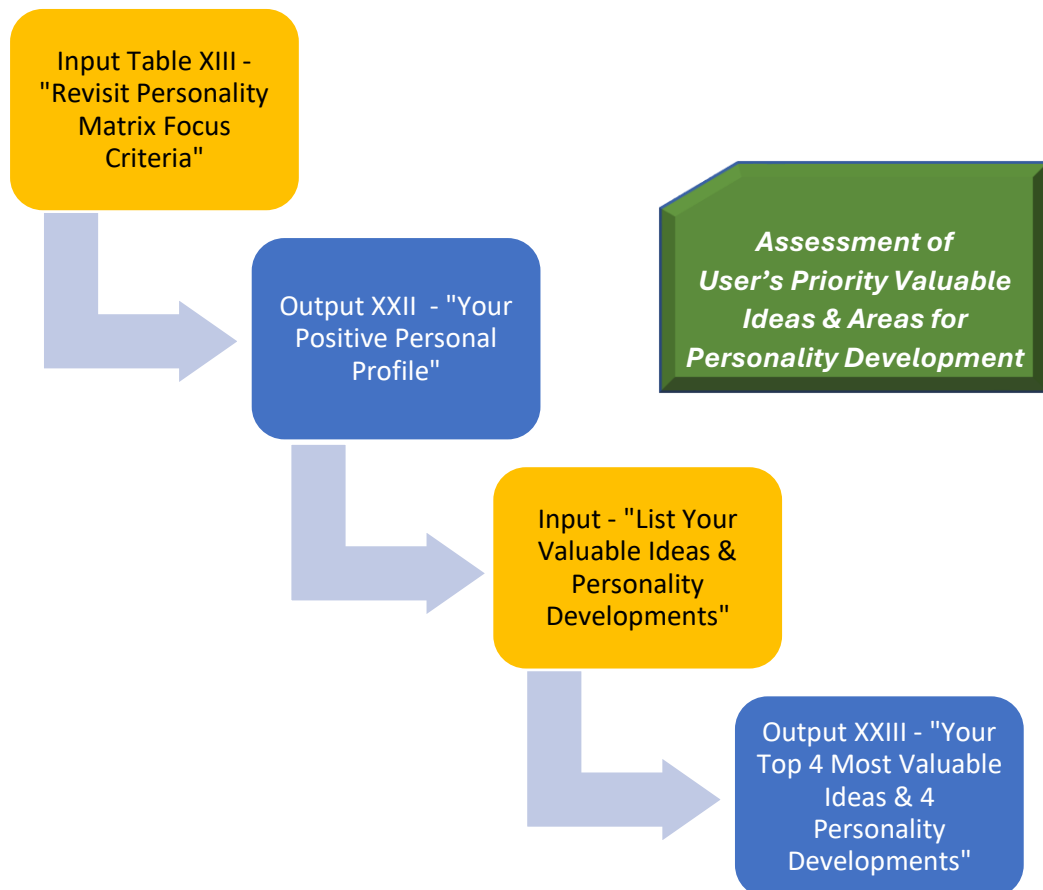
## Reality Matrix Criteria- Reality Matrix



## Reality Dashboard- Valuable Ideas

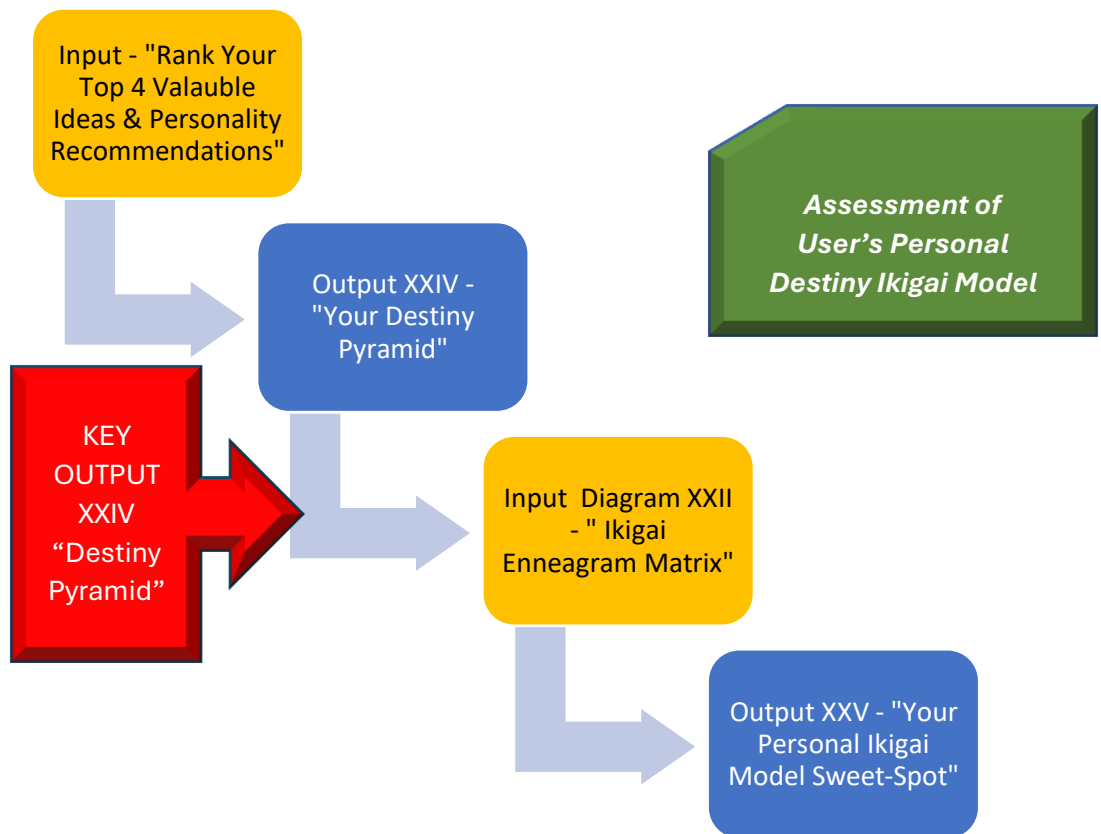


## Personal Profile- Top 4 Valuable Ideas

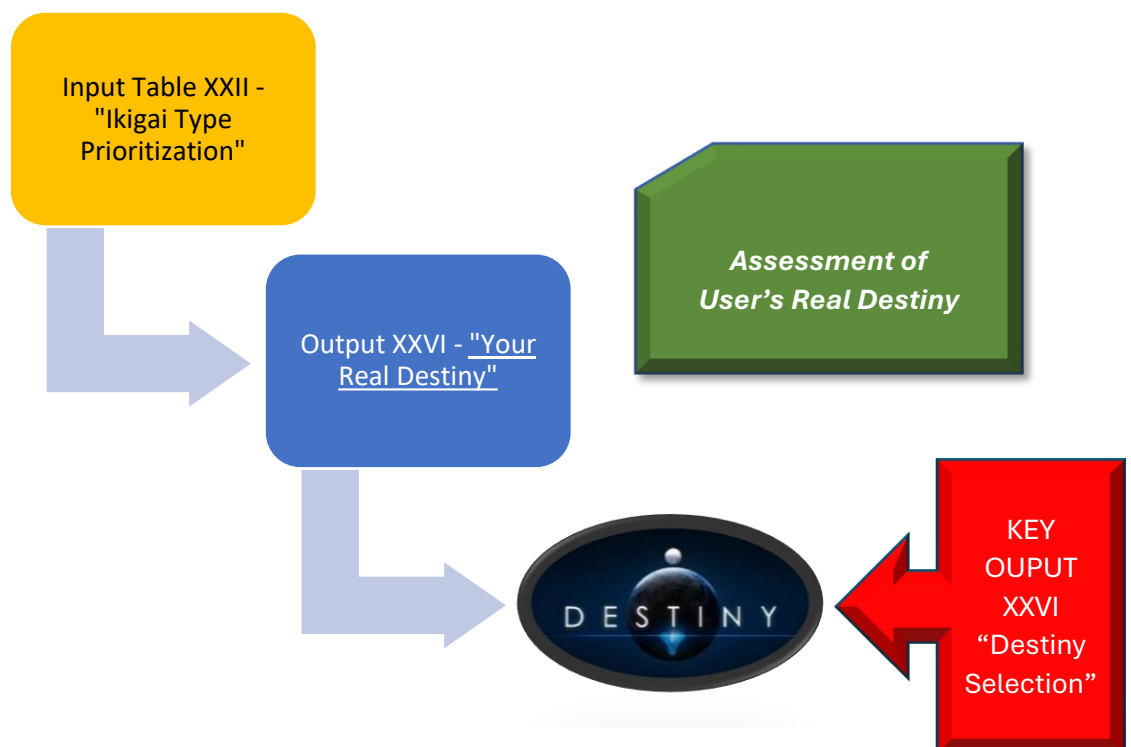




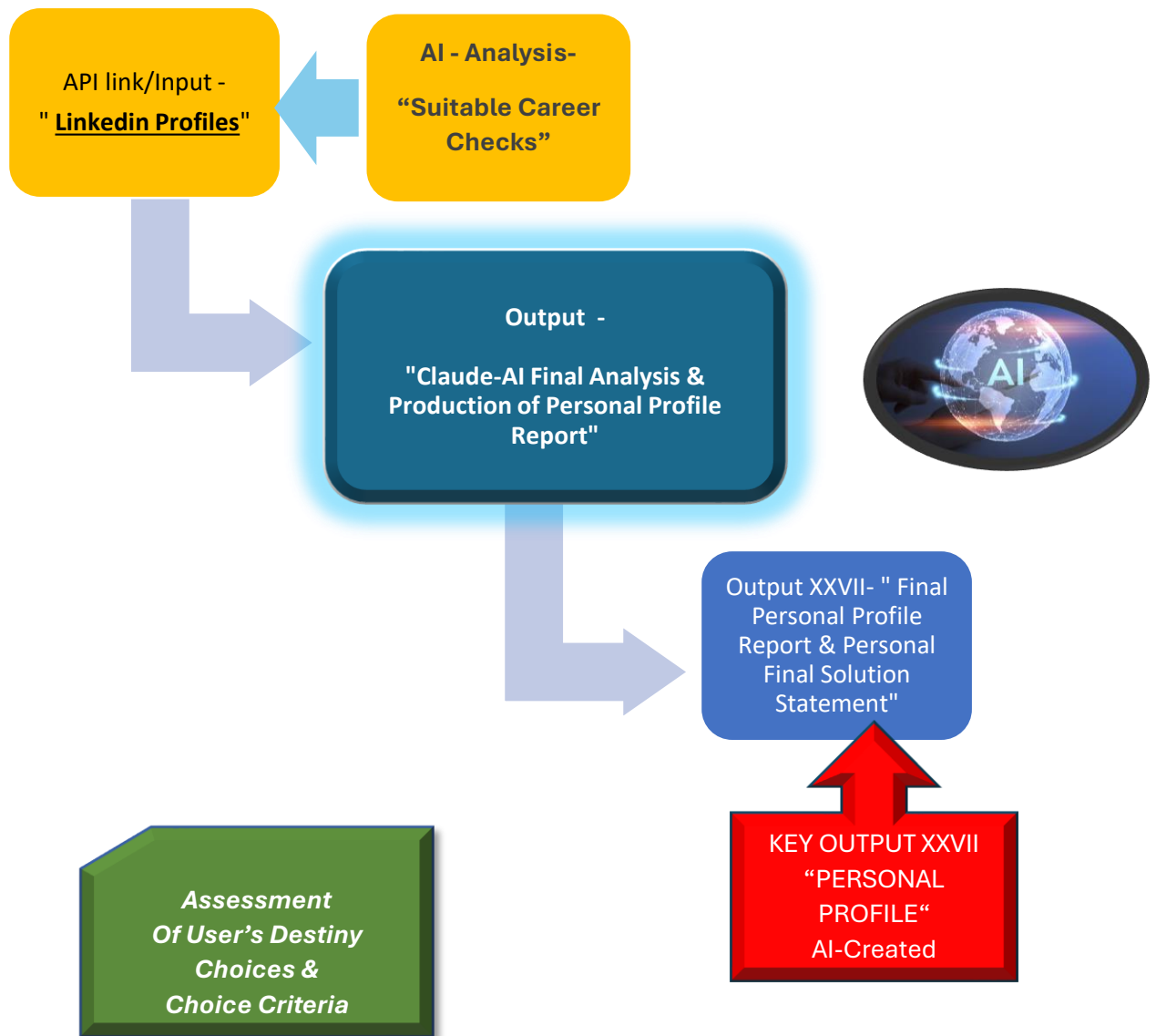
## Destiny Matrix- Personal Ikigai Model



## Destiny Prioritization- Personal Final Solution



## Final Solution- AI Feed-Back Review with API access to LinkedIn Profile



Input Data Tables	Basis of MCQ/ POV	Basis of Selection
<b>Key Life Messages &amp; Mission Statements</b>	Data Input of 25 Key Messages & 25 Mission Statements ( <i>derived from Book 'Out of Darkness Cometh Light'</i> )	System will Select 9 of each from Multiple Choice Rankings of the MCQ's
<b>Sacred Cow List</b>	Data Input will consist of 150 Abstract Nouns with instructions on selection given.	User Selection of 10 Nouns by browsing and <i>clicking</i> followed by System Selection of 4 by Questionnaire Multiple Choice Ranking of the 10
<b>Higher Purpose Examples</b>	Data Input of 28 written Examples, Categorized by Desire to Heal, deliver a Message, Bring Revolution, and options for User POV	User Selection of 4 Examples by browsing and <i>clicking</i> followed by system selection of 1 by Questionnaire Multiple Choice Ranking of the 4 or option for user to write own Higher Purpose as the POV Input
<b>Enneagram Personality Test</b>	Data Input of 108 Questions based on bespoke Enneagram Format	System will identify Enneagram Type and Wing from MCQ rankings and log for incorporation in the analysis and profile download Full Output on Personality Type, Wing, Characteristics & Traits, Levels of Development, etc
<b>Selected Home Truths</b>	Data Input of 63 typical Enneagram Characteristics with 7 selected by the System and provided in MCQ according to Enneagram Type defined.	System Selection based on one Home Truths ranked by User MCQ under categories- Ego, Holy Idea, Basic Fear, Basic Desire, Temptation, Vice, Virtue
<b>Saving Grace Summaries</b>	No MCQ/POV Questionnaire. The System will have given Data Input of Saving Grace for each Enneagram Type	System will log for later analysis/download from Enneagram Type Test Results
<b>Levels of Development &amp; Personality Recommendations</b>	Data Input of 9 Levels of Development Characteristics for each Type and 19 Personality Recommendations. System will provide User with Recommendations as MCQ Questionnaire, according to known Enneagram Type	System will select 9 User Personality Recommendation according to MCQ rankings
<b>Plotting Levels of Development v Personality Characteristics</b>	No MCQ/POV questionnaire. System will automatically Plot Selected Type Characteristics (Vice-Fear-Temptation-Ego-Desire-Idea-Virtue) by Levels of Integration 1-9. System will then automatically list the User's Life Lessons/ Mission Statements, 4 Sacred Cows, 7 Home Truths, 9 Personal Recommendations	System will then Select 2 from each which relate closest to Levels 1,2,3 and Virtue, Idea, Desire.
<b>Personality Dashboard</b>	Data Selection Above of 2 of each Category will allow System to complete Personality Dashboard.	Above allows Personality Dashboard for Output in final Personal Profile Report
<b>General Examples of Personal Gifts, Abilities, Skills</b>	Data Input will consist of Examples of 30 Action-based Core Skills and 75 Specialised-based Gifts, and 115 General Functional-based Abilities as listed.	User will browse and <i>click</i> on up to 21 total or adds his/her own skills as POV Input.
<b>Ikigai Prioritization</b>	Data Input of 21 Overall Skills, are reduced to 6 total by categorization from Levels 1 to 6 in Ability by MCQ Questionnaire asking Ikigai and Level of Ability questions for each	System will derive a Skills Set by User MCQ Rankings

Input Data Tables	Basis of MCQ/ POV	Basis of Selection
<b>General Examples of Personal Needs, Goals, Desires</b>	Data Input of 65 Listed Intrinsic & Extrinsic Life Goals, Needs-based Goals & Personality Development Goals given; 30 Basic Desires in online selection format.	18 Total are selected by User browsing and clicking or 'Others' can be selected by POV input option
<b>Ranking of Top 8 Goals by Levels of Need</b>	No MCQ/POV questionnaire. System will Rank by 8 Levels of Hierarchical Needs by Prioritization	System generates 8 Selected and Ranked by Needs 1 to 8
<b>Reality Matrix – Plot Output Skills v Output Goals</b>	No MCQ/POV questionnaire. System will automatically Plot Skills v Goals by Level of Ability and Level of Need	System will Select 9 Priority Goals from Levels 8/7/6 and within Skills Levels 1-3.
<b>Top 4 &amp; Plot Reality Dashboard</b>	System will provide MCQ of Selected 9 and re-issue as MCQ.	System will Select 4 from 9 presented according to priority rankings of MCQ.
<b>'Out-Of-The-Box' Random Valuable Ideas</b>	Data Input of 150 Random Ideas as examples to browse and click.	User will Browse and Select 2 max, or fill in POV option
<b>Long List of 20 User Valuable Ideas</b>	'Valuable Ideas Selection based on Business Criteria'	User inputs/lists up to 20 'Valuable Ideas' as POV
<b>Destiny Pyramid 8 Ideas (4Desires/4Personality)</b>	No MCQ/POV questionnaire. System assesses top 8 (4+4) based on Analysis	System provides Destiny Pyramid as part of final Profile Report download.

**Note:** In addition to the 25 General POV Questions itemised in Parts 2-6 above (answers to be incorporated in the final analysis), the MCQ/POV questionnaire above includes 243 Questions and 585 Data Items to browse and scan. The time period to complete the on-line registration and input is expected to be less than 2 hours in total, in recognition of the importance of the requirement for honesty and seriousness of input. Subscribers will be given the option to return to the Site to complete their Registrations/MCQ Inputs, if time is not available to complete in one visit.

## PROOF OF CONCEPT

Using a detailed multiple-choice questionnaire to analyse personality, character, skills, goals, desires, and qualifications, and then using this information to seek advice from a chatbot is the key deliverable and USP of the website. The focus market for the Pilot Project is Students at Senior High School. Considerations to determine whether final year high school students would welcome and pay for such a service include:

### Potential Benefits for Students

1. Personalized Advice: A more informed chatbot could provide tailored advice that is highly relevant to the student's unique profile.
2. Self-Discovery: Completing the test could help students gain insights into their own strengths, weaknesses, and interests.
3. Career Guidance: The process could help students make more informed decisions about their career paths and life goals.

## **Willingness to Pay**

- Value Proposition: Students and parents might see value in paying \$12 for a comprehensive analysis that could significantly impact the student's future decisions.
- Perceived Accuracy and Helpfulness: If students believe the chatbot can provide genuinely useful and accurate advice, they may be more willing to invest time and money.
- Comparison to Alternatives: The cost should be competitive with other career guidance tools or services. If it offers unique benefits, it will be more attractive.

## **Willingness to Spend Time**

- Interest Level: Motivated students who are eager to explore their future options may be willing to spend up to 2 hours on the test.
- Ease of Use: The test should be engaging and not feel overly tedious. Breaking it into sections with progress tracking might help.
- Immediate Feedback: Providing some form of immediate feedback or results at different stages could maintain interest.

## **Marketing and Trust**

- Trust in the AI: Students and parents need to trust that the AI is capable of providing valuable insights. Testimonials, case studies, or endorsements from educators could help build this trust.
- Privacy Concerns: Ensuring that data privacy is respected and communicated clearly will be crucial.

## **MCQ/POV DRAFT DESIGNS (Links)**

The MCQ/POV Designs should take the above (plus requirements given in the initial Inquiry E-Mail copied above) into account. Subject to Selection of a preferred Web Developer/Software Programmer bidder, full draft MCQ/POV questionnaires and required data input, and the basis of AI-algorithmic analysis/selection, the "Black Box", will be issued for assessment/ incorporation in the Website process design.

As stated in the original E-Mail Inquiry, here's how we can approach this:

1. We can work together to refine the comprehensive list of questions covering all the necessary areas (personality, character, skills, goals, etc.).
2. Ensure the questions are formatted into a structured JSON or CSV format that you as developer can easily import into your systems.
3. Categorize the questions and assign appropriate data types (multiple choice, Likert scale, open-ended, etc.) to each question.
4. For multiple-choice questions, provide all possible answer options.
5. Include any necessary metadata, such as question weights or categories, that might be useful for the AI analysis.

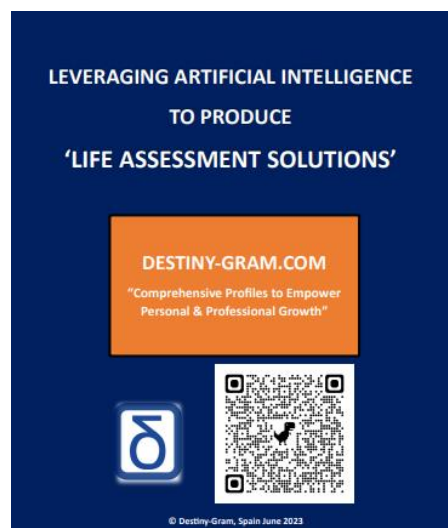
6. For the Points of View (POV) sections, create prompts or guidelines for open-ended responses.
7. Design a scoring system or tagging mechanism for the AI to interpret responses effectively.

## PERSONAL PROFILE REPORT FORMAT

An early Sample/Example (for illustrative purposes **ONLY**)

Draft Profile:

Link:



DESTINY-GRAM PERSONAL PROFILE DESIGN

## **APPENDIX III**

### **SIMULATED USER SIGN-UP**

#### **PREAMBLE**

*“The platform's strength lies in its ability to synthesize the user's diverse data into actionable insights, producing personal profiles and destiny plans - assisting users make informed decisions about their personal and professional lives in subsequent AI-chatbot discussions, with which they share information from their personal profiles. The platform's Intellectual property (IP) is the proprietary MCQ/POV questionnaire-based test, and the AI-personal assessment tools used to produce the personal profiles.”*

The power of Destiny-Gram lies in its sophisticated AI algorithms that analyse Multiple Choice Question (MCQ) and Points of View (POV) responses with remarkable precision and depth. When you complete the questionnaires, the AI doesn't simply tally your answers; it employs advanced machine learning techniques to identify complex patterns and correlations within your responses. For instance, it might recognize that a particular combination of answers to questions about risk-taking, creativity, and social interaction strongly correlates with entrepreneurial tendencies. The AI then compares your response patterns against vast datasets of personality profiles, career trajectories, and life outcomes. This allows it to generate nuanced insights about your personality traits, potential career paths, and areas for personal growth. Moreover, the AI uses natural language processing to analyse the language and sentiment in your written responses, adding another layer of depth to your profile. As you continue to interact with the platform, the AI refines its understanding of you, continuously updating its insights and recommendations. This dynamic, data-driven approach enables Destiny-Gram to offer personalized, actionable guidance that evolves as you do, providing a level of individualized analysis that would be impossible through traditional methods alone.

It is important to note that Destiny-Gram prioritizes your privacy and data security above all else. Your profile data is encrypted, anonymized, and stored securely. We will never sell your information to third parties. You have full control over your data, deciding what to share and with whom, ensuring that your personal journey remains truly your own.

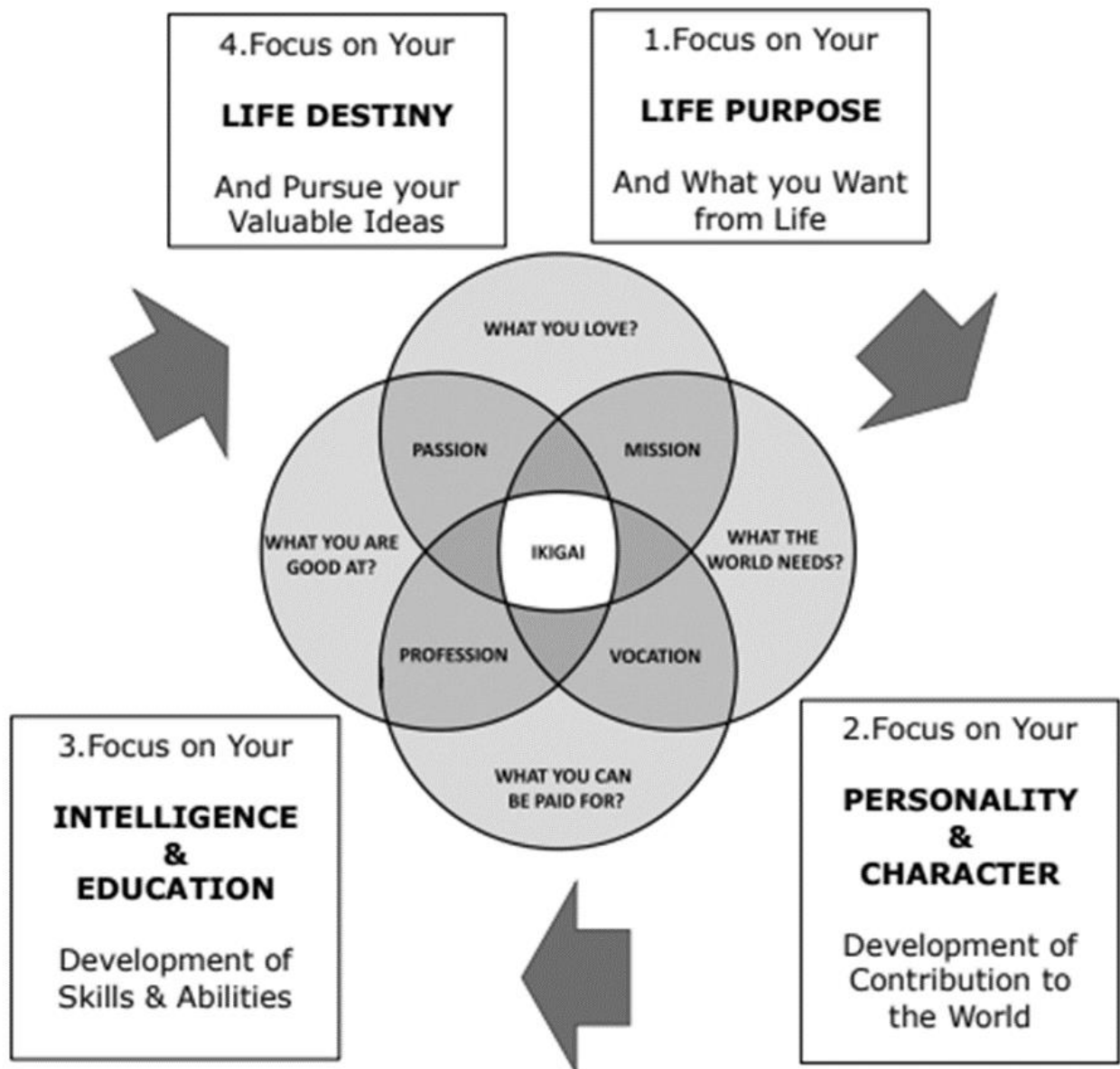
At the end of the day, however, it is important to recognise that AI is also just a tool. Destiny is not preordained, or prescribed, but realized through the actualization of inner purpose and mindful outward action. It arises from conscious choice more than chance circumstance. Our fate is shaped by the intentions that motivate our decisions, and the follow-through on those choices. We offer links to human advisors/counsellors/mentors to augment/complement the informed AI-chatbot advice you will receive, helping guide you on your life destiny journeys.

## CREATE YOUR PERSONAL PROFILE AND MEET YOUR AI-MENTOR

The Key Features and Stages in User Profiling use Bespoke Multiple-Choice Question (MCQ) and Points of View (POV) Secure Questionnaires, AI-Analysis and API links where approved (LinkedIn). They are:

### FEATURES – STAGES – MCQ/POV TEST

Key Features:





1. Personality Profiling: Building on established models like the Enneagram, Destiny-Gram offers a more individualized analysis of personality traits.
2. Character Analysis: Delves into users' core values, higher purpose, and life missions.
3. Skills and Desires Assessment: Identifies latent abilities, goals, and passions.
4. AI-Driven Recommendations: Provides personalized suggestions for personal growth and career development.
5. Destiny Pyramid: A visual representation of the user's potential life path, based on the amalgamation of all analysed factors.

### **The Stages:**

1. To Undertake a Questionnaire based Personality Test

STAGE I - Identify the User's Personality Type

STAGE II – Provide Analysis of the Personality Traits

2. To Undertake a Questionnaire based Character Analysis

STAGE I - Identifying What's Sacred to the User

STAGE II - Identifying the User's Higher Purpose

STAGE III – Prioritizing the User's Universal Life Missions

STAGE IV – Listing & Deciding the User's key Personality Recommendations

STAGE V – Developing the User's Personality Dashboard

3. To Identify Questionnaire based derived Skills, Goals & Desires

STAGE I - Listing the User's Gifts, Abilities & Skills

STAGE II - Listing the User's Needs, Goals & Desires

STAGE III – Developing the User's Reality Dashboard

STAGE IV - Developing a List of the User's most Valuable Ideas

4. To Develop the AI/Algorithmic-based User's Profiles and Destiny Choices

STAGE I - Building the User's 'Destiny Pyramid'

STAGE II – Developing a Destiny Choice Criteria

STAGE III – Confirming a Destiny Choice

STAGE IV – Advising an Action Plan

### **The MCQ/POV Test:**

Input Data Tables	Basis of MCQ/ POV	Basis of Selection
<b>Key Life Messages &amp; Mission Statements</b>	Data Input of 25 Key Messages & 25 Mission Statements ( <i>derived from Book 'Out of Darkness Cometh Light'</i> )	System will Select 9 of each from Multiple Choice Rankings of the MCQ's
<b>Sacred Cow List</b>	Data Input will consist of 150 Abstract Nouns with instructions on selection given.	User Selection of 10 Nouns by browsing and <i>clicking</i> followed by System Selection of 4 by Questionnaire Multiple Choice Ranking of the 10
<b>Higher Purpose Examples</b>	Data Input of 28 written Examples, Categorized by Desire to Heal, deliver a Message, Bring Revolution, and options for User POV	User Selection of 4 Examples by browsing and <i>clicking</i> followed by system selection of 1 by Questionnaire Multiple Choice Ranking of the 4 or option for user to write own Higher Purpose as the POV Input
<b>Enneagram Personality Test</b>	Data Input of 108 Questions based on bespoke Enneagram Format	System will identify Enneagram Type and Wing from MCQ rankings and log for incorporation in the analysis and profile download Full Output on Personality Type, Wing, Characteristics & Traits, Levels of Development, etc
<b>Selected Home Truths</b>	Data Input of 63 typical Enneagram Characteristics with 7 selected by the System and provided in MCQ according to Enneagram Type defined.	System Selection based on one Home Truths ranked by User MCQ under categories- Ego, Holy Idea, Basic Fear, Basic Desire, Temptation, Vice, Virtue
<b>Saving Grace Summaries</b>	No MCQ/POV Questionnaire. The System will have given Data Input of Saving Grace for each Enneagram Type	System will log for later analysis/download from Enneagram Type Test Results
<b>Levels of Development &amp; Personality Recommendations</b>	Data Input of 9 Levels of Development Characteristics for each Type and 19 Personality Recommendations. System will provide User with Recommendations as MCQ Questionnaire, according to known Enneagram Type	System will select 9 User Personality Recommendation according to MCQ rankings
<b>Plotting Levels of Development v Personality Characteristics</b>	No MCQ/POV questionnaire. System will automatically Plot Selected Type Characteristics (Vice-Fear-Temptation-Ego-Desire-Idea-Virtue) by Levels of Integration 1-9. System will then automatically list the User's Life Lessons/ Mission Statements, 4 Sacred Cows, 7 Home Truths, 9 Personal Recommendations	System will then Select 2 from each which relate closest to Levels 1,2,3 and Virtue, Idea, Desire.
<b>Personality Dashboard</b>	Data Selection Above of 2 of each Category will allow System to complete Personality Dashboard.	Above allows Personality Dashboard for Output in final Personal Profile Report
<b>General Examples of Personal Gifts, Abilities, Skills</b>	Data Input will consist of Examples of 30 Action-based Core Skills and 75 Specialised-based Gifts, and 115 General Functional-based Abilities as listed.	User will browse and <i>click</i> on up to 21 total or adds his/her own skills as POV Input.
<b>Ikigai Prioritization</b>	Data Input of 21 Overall Skills, are reduced to 6 total by categorization from Levels 1 to 6 in Ability by MCQ Questionnaire asking Ikigai and Level of Ability questions for each	System will derive a Skills Set by User MCQ Rankings

Input Data Tables	Basis of MCQ/ POV	Basis of Selection
<b>General Examples of Personal Needs, Goals, Desires</b>	Data Input of 65 Listed Intrinsic & Extrinsic Life Goals, Needs-based Goals & Personality Development Goals given; 30 Basic Desires in online selection format.	18 Total are selected by User browsing and clicking or 'Others' can be selected by POV input option
<b>Ranking of Top 8 Goals by Levels of Need</b>	No MCQ/POV questionnaire. System will Rank by 8 Levels of Hierarchical Needs by Prioritization	System generates 8 Selected and Ranked by Needs 1 to 8
<b>Reality Matrix – Plot Output Skills v Output Goals</b>	No MCQ/POV questionnaire. System will automatically Plot Skills v Goals by Level of Ability and Level of Need	System will Select 9 Priority Goals from Levels 8/7/6 and within Skills Levels 1-3.
<b>Top 4 &amp; Plot Reality Dashboard</b>	System will provide MCQ of Selected 9 and re-issue as MCQ.	System will Select 4 from 9 presented according to priority rankings of MCQ.
<b>'Out-Of-The-Box' Random Valuable Ideas</b>	Data Input of 150 Random Ideas as examples to browse and click.	User will Browse and Select 2 max, or fill in POV option
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**Note:** In addition to the 25 General POV Questions itemised in Parts 2-6 above (answers to be incorporated in the final analysis), the MCQ/POV questionnaire above includes 243 Questions and 585 Data Items to browse and scan. The time period to complete the on-line registration and input is expected to be less than 2 hours in total, in recognition of the importance of the requirement for honesty and seriousness of input. Subscribers will be given the option to return to the Site to complete their Registrations/MCQ Inputs, if time is not available to complete in one visit.

**SIMULATED TEST**

To be produced.

Actual Months/Dates given-  
to be Revised  
(according to implementation)

## APPENDIX IV

# MPV WEBSITE DEVELOPMENT PROGRAMME & BUDGET



# DESTINY-GRAM PROGRAMME AND BUDGET

## 16 month PROGRAMME end May 2023- end August 2024

**General Overheads (per month)**

- Office Rent: 600
- Computers: 100
- Insurance: 25
- Internet: 25
- Phones: 100
- Promotional: 100
- Subsistence: 300
- Misc: 80
- Total: 1,500**

**Set-Up**

- Requirements Gathering and Planning**
- Defining the system's features and specifications
  - Determining the scope and complexity of the project
  - Identifying necessary integrations (LinkedIn API, Claude API, etc.)
  - Developing a project plan and milestones

**In-House Team:**

- Software Programmer/Developer (part-time or full-time, depending on the workload)
- Marketing/Business Development Professional (part-time or freelance)

**FINANCIAL CLOSE**

Financial Close on Funding Appointment of Website Programmer & Establishment of Office Set-Up/Marketing Team

**Website Development**

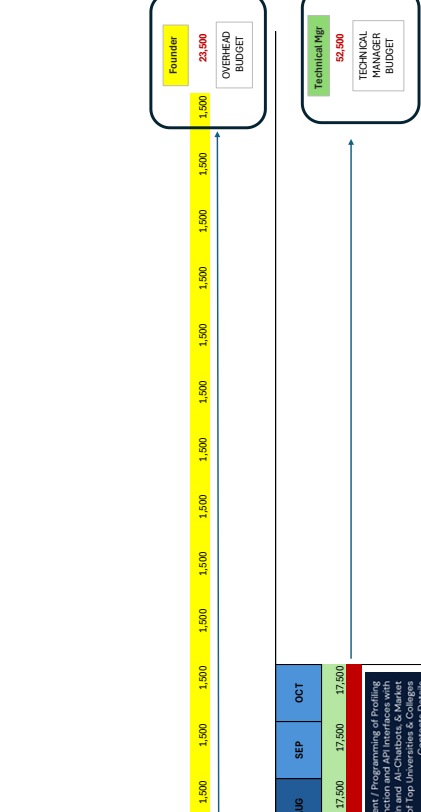
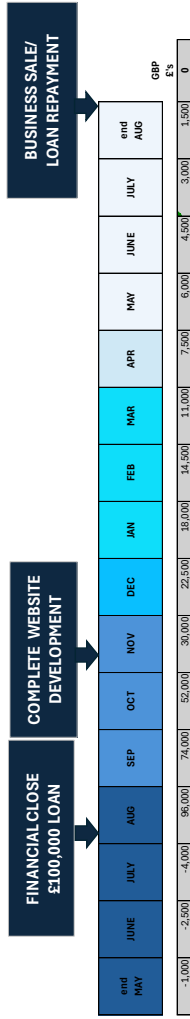
- Minimum Viable Product (MVP) Development**
- Design a basic website with essential features (user registration, questionnaire, profile generation)
  - Integrate with Claude AI or similar natural language processing (NLP) API for basic analysis
  - Implement a simplified version of the profiling system and report generation

**User Interface (UI) and User Experience (UX) Design**

- Creating wireframes and mockups for the website and user interfaces
- Designing the overall look and feel, branding, and visual elements
- Ensuring a seamless and intuitive user experience

**Front-end Web Development**

- Implementing the UI/UX designs using modern web technologies (HTML, CSS, JavaScript)
- Developing responsive and cross-browser compatible user interfaces
- Integrating with back-end systems and APIs



# DESTINY-GRAM PROGRAMME AND BUDGET



## PILOTTTEST / LAUNCH



### Website Development (cont'd)

#### Marketing and Outreach

- Develop a marketing strategy/ campaign
- Create marketing materials (website content, social media campaigns, email campaigns)
- Establish partnerships with university career centers and student organizations
- Attend relevant events and conduct in-person promotions

#### User Acquisition and Data Collection

- Promote the pilot project through various channels (social media, email, on-campus events)
- Offer incentives (discounts, prizes, etc.) to encourage student participation
- Collect user data and feedback to refine the profiling system and report generation

#### Backend Development

- Setting up a robust and scalable back-end infrastructure (servers, databases, etc.)
- Developing the core application logic and business rules
- Integrating with third-party APIs (LinkedIn, Claude, etc.)
- Implementing security measures, data protection, and user authentication
- Developing administrative interfaces and reporting features

#### Questionnaires and Profiling System Development

- Designing and developing the comprehensive questionnaire
- Implementing algorithms and logic for profiling and report generation
- Integrating with the Claude AI for personalized analysis and recommendations

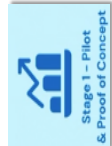
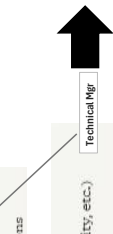
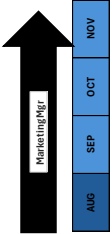
#### Website Launch & Review

#### Testing and Quality Assurance

- Conducting thorough testing (functional, usability, performance, security, etc.)
- Identifying and resolving bugs and issues
- Ensuring compliance with relevant standards and regulations

#### Deployment and Launch

- Preparing the production environment (hosting, scaling, etc.)
- Deploying the application and associated services
- Monitoring and optimizing the system's performance





# DESTINY-GRAM PROGRAMME AND BUDGET



**Website Review**

**Iterative Improvements and Analysis (Ongoing):**

- Analyze user data and feedback to identify areas for improvement
- Implement updates and enhancements to the profiling system and reports
- Conduct user testing and gather additional feedback

**SALES/ MARKETING, ACCOUNTS COLLECTION & WEB REVIEW**

Marketing/Technical Team		
JAN	FEB	MAR
2,000	2,000	2,000
Population of Website Usage by 10,000 Unique Users		
Credit Card Payments of 100,000 per Month		
Commerce second phase of Marketing		
Marketing / Team	Technical	6,000
MARKETING & SYSTEM REVIEW		



Phase 3 - Search for Corporate Partner commences January-May 2025

**PROGRAMME SUMMARY**

**Stage 1** Development / Programming of Profiling System, User Data Collection, User Testing, User Feedback, Research of 100 Unique Contacts Data.

**Stage 2** Drive 100,000 unique users to the website, 100,000 unique users to the website, 100,000 unique users to the website, 100,000 unique users to the website.

**Stage 3** Search for Corporate Partner

**April - September 2025**

Financial Close on Funding, Appointment of 100,000 Unique Users, 100,000 Unique Users, 100,000 Unique Users, 100,000 Unique Users.

Populating of Website Usage by 10,000 Unique Users, Credit Card Payments of 100,000 per Month, Commerce second phase of Marketing.

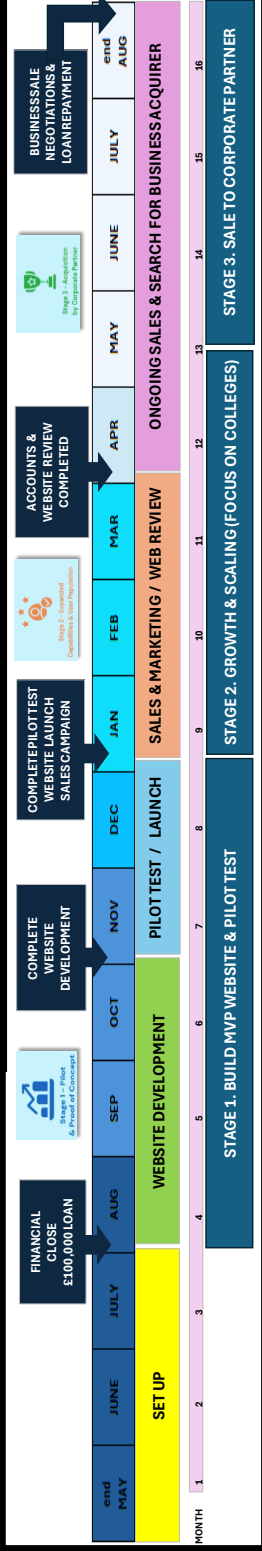
**Business Sale Negotiations**

APR	MAY	JUNE	JULY	AUG
1,500	1,500	1,500	1,500	1,500
TOTAL BUDGET £100,000				
Total 100,000				

Founder / Investor included in end of BUDGET 0

## 16 MONTH PROGRAMME SUMMARY

/ Funding / MVP Website Development / Pilot Test / Web Launch / Sales & Marketing / Concept Verification / Business Sale to Corporate Partner / Investment Repaid /



Stage 2 - Expanded Capabilities & User Population



## APPENDIX V

### LONG-TERM ROADMAP/ DEVELOPMENT PLANS



**"It is really a simple but very powerful concept. Get AI to help you learn, derive, and write the most detailed intimate personal profile about yourself - identify your personality traits, define your true character, values, skills set, abilities and valuable ideas; then chase your goals, desires, and passions. Share that intimacy, confidentially, in all your future interaction with your AI-chatbot/mentor seeking your life questions and answers. Then very selectively, not gratuitously, use the social network to share, confidentially, your profile, dreams, and plans with a few selected kindred spirits, like-minded and interested parties, both professional and private; to help become your destiny."**

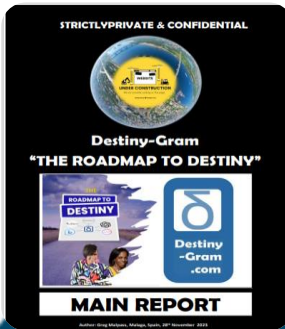
The Pilot Strategy is to create the Personal Profiling Software/MVP Website and populate it with 12,000 High School/College Students in the USA and Europe, from over 100 Select Educational Facilities, as quickly as possible, as proof of concept to payback the initial start-up funding. Students will be offered discretionary 90% discounted subscription rates of \$12 per student (via free prior High School/College Principals Sign-Ups) as opposed to individuals at \$60 and corporate rates of \$100 per user. As the website becomes increasingly more populated, add-on revenue earning features for career and personal development and networking can be developed.

The longer-term strategy/concept is to create a unique first-to-market 'AI-powered and integrated Social Media Platform', most likely via partnership with, or sale to an existing Social Media Platform (like LinkedIn), focused on empowering personalized networking and connections based on authorised and controlled (anonymous) use of the fuller user profiles, integrated with AI chatbots, shared selectively with aligned mentors and partners seeking connection or opportunity. The key USP of the idea is the integration of a population of social networking users and their personal profiles with AI-chatbots. None of the existing global social networking platforms offer the combined extensive profiling, AI chatbot integration, and user control over sharing for personalized networking and growth. The long-term concept is one of building a 'purpose-driven' social network, potentially globally, mirroring LinkedIn's success, but offering more informative profiles than just online curriculum vitae/resumes.

The strategy will be to focus on identifying a Corporate Partner/Buyer who sees the benefit of the integration and is a leader in conversational AI and has an existing large user customer base to drive widespread adoption, expertise, and capital to scale the platform quickly. The most likely potential buyers for such an AI-powered Social Media Platform would be AI and

Chatbot companies like: **OpenAI, Google, Anthropic, Microsoft (LinkedIn), or Amazon Web Services.**

Link:

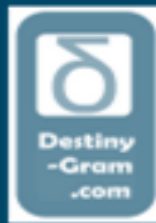


THE ROADMAP TO DESTINY  
MAIN REPORT

Link:



THE ROADMAP TO DESTINY  
SOCIAL MEDIA PLATFORM CONCEPT



## "THE ROADMAP TO DESTINY"

DISCOVER YOUR DESTINY. UNLOCK YOUR POTENTIAL.

Destiny-Gram is the social network of the future—one that helps you become the person you were meant to be. Our groundbreaking informed AI-Interface learns who you truly are and advises you and matches you with opportunities and people to help you thrive.

- **See Yourself Clearly:** Create a comprehensive profile and AI-generated virtual animated video that captures the full essence of your skills, passions, and aspirations. Destiny-Gram reveals your untapped talents and hidden potential.
- **Align Your Path:** Let your AI-informed Chatbot Interface use its insights to guide you. Discover fulfilling careers, relationships, and growth opportunities tailored to help you live your best life. Destiny-Gram shows you who you can become.
- **Connect Purposefully:** Leave superficial relationships behind. Destiny-Gram's intuitive matching algorithms connect you with people and groups that share your values and ignite your purpose. Collaborate, brainstorm, and make your dreams reality.

The future of social media is human empowerment. Destiny-Gram creates an uplifting community that unlocks every person's unique genius and catalyses positive change, transforming social media into a force for inspiration.

Join Destiny-Gram and transform your life. With our proprietary AI, access to vast datasets, and rapidly growing user base, our influence will be immense. Help us redefine social media's role in society. The opportunity is now. Back our vision and let's shape humanity's destiny together.



# THE SOLUTION

## UNIQUE SELLING POINT -

**"FOCUS ON YOU"**

"Your Unique Personal Profile will help AI focus on you as an individual with informed AI-Chat and Advice and by showcasing your Personality & Passions Destiny-Gram will help you develop a Personal Network relevant to & interested in you."

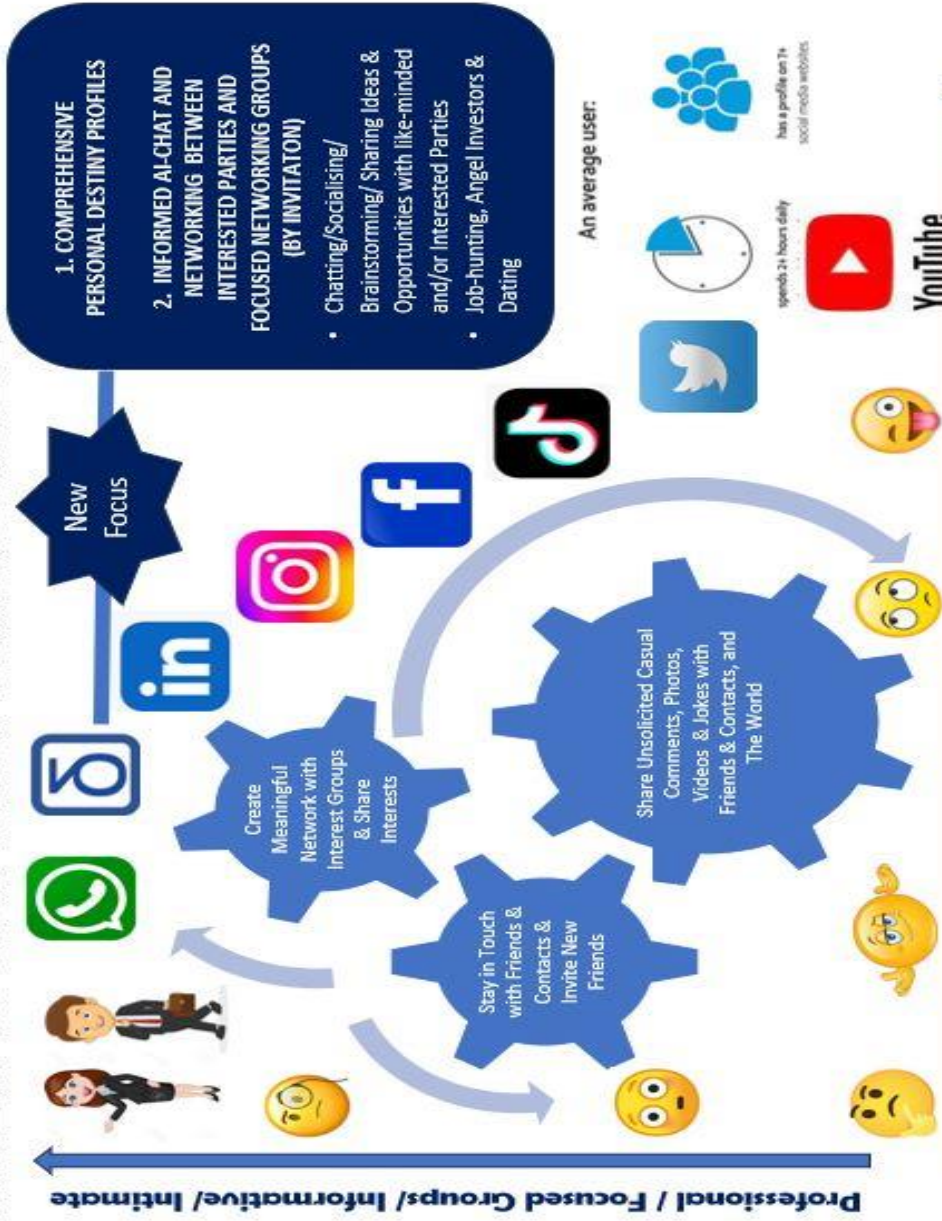


Yes, there is demand for a network based on users creating a comprehensive profile of themselves including personality, values, skills, passions, interest, ideas, etc - all which could be searchable in the network for personal development. Such a network could help users connect with like-minded individuals and find opportunities to learn and grow.

"Unravelling the Unique Essence of the Individual."

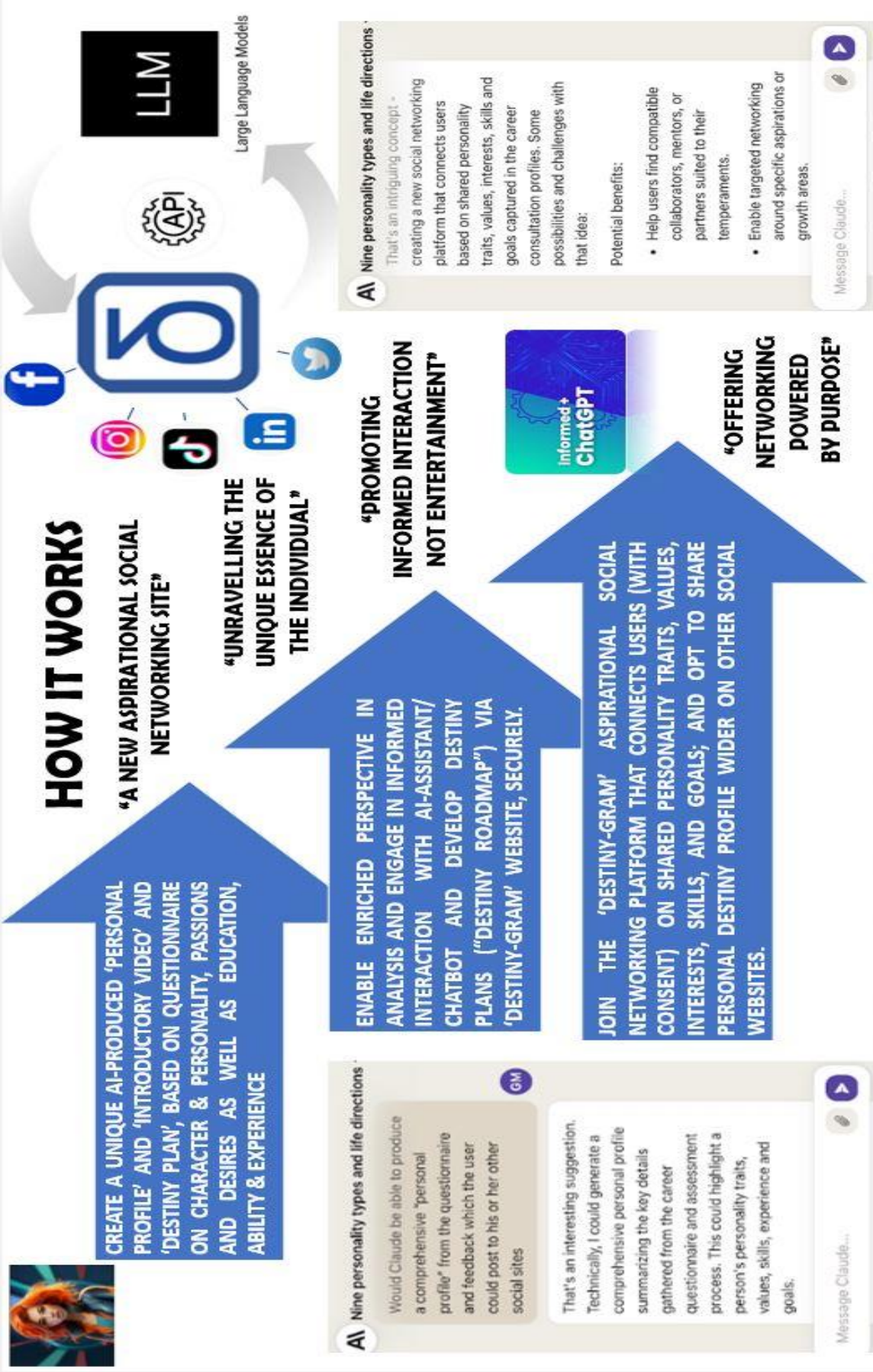
**THE CURRENT NEGATIVE TREND IN SOCIAL MEDIA IS FROM 'FOCUSED INFORMATION & INTIMATE INTEREST GROUPS' TO 'GENERAL GLOBAL SOCIAL MEDIA & ENTERTAINMENT'**

# A NEW SOCIAL NETWORKING MODEL



"Networking Powered by Purpose."





**USERS CAN CREATE DESTINY PROFILES & ROADMAPS USING AI-LLM PROCESSING & OPTIMISATION ALGORITHMS, ADDING SIGNIFICANT CONTEXT IN AI-CHATBOT INTERACTION, PLANS & UPDATES, AND NETWORK WITH LIKE-MINDED AND INTERESTED PARTIES VIA DESTINY-GRAM NETWORK OR LINKS TO THEIR OTHER SOCIAL MEDIA SITES.**





# BUSINESS PILOT PROJECT

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