The Intelligent Gambler

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WELCOME

Chuck Weinstock

Welcome to the first issue of The Intelligent Gambler a free newsletter published exclusively for Con-JelCo's customers. IG will be published on an irregular schedule, probably twice a year. It will contain articles written by many of the most respected writers on gambling.

In this issue we have articles on blackjack by Stanford Wong, Arnold Snyder, and Mason Malmuth, an article on low-limit poker by Lee F. Jones, an article on comps by Anthony Curtis, and an article on craps by our own Ken Elliott.

Also in this issue, you'll find news of ConJelCo's plans for both Blackjack Trainer (Macintosh and Windows versions), and Ken Elliott's CrapSim version 2.0.

ConJelCo is publishing IG for two reasons; 1) as a way to say thank you to our customers, and 2) as a way of keeping you informed of new products that we think you should know about.

As always, we welcome your suggestions about our products-and that includes this newsletter. If you have suggestions for improvement, or subjects you'd like us to handle, we'd love to hear from you. Information on contacting ConJelCo appears in the lower right corner of this page. •

MULTIPLE ACTION BLACKJACK Stanford Wong

Several casinos offer a few tables of "Multiple Action Blackjack" with three betting squares per player. The player is required to bet in at least two of them. The size of the bets may vary. The player receives one hand and the dealer receives an upcard. The player plays out in the normal manner. The dealer's hand is then played out three times, once to settle the first bet, once to settle the second bet, and once to settle the third bet.

Playing out the dealer's hand three times should not affect your playing strategy. Multiple Action players tend to stand on stiffs more often than normal. This of course is foolish; regular blackjack strategy applies no matter how often the dealer's upcard is finished against your same hand.

You are no better off and no worse off at Multiple Action, except that there sometimes are no resplits allowed at Multiple Action.

Some readers have requested information about risk at Multiple Action. Simulation shows that the covariance between Multiple Action bets is about 10% higher than the covariance between hands in a regular blackjack game. Your optimal bet size if you are making two bets at Multiple Action is 97% of your optimal bet size if you are playing two simultaneous hands at

regular blackjack. Your optimal bet size if you are making three bets at Multiple Action is 96% of your optimal bet size if you were playing three simultaneous hands at regular blackjack.

An easy-to-remember rule is 14/16. For two hands, bet a total of 140% of what you would bet on one hand (70% per hand). For three hands, bet a total of 160% of what you would bet on one hand (53% per hand.)

Stanford Wong is the publisher of Current Blackjack News and the author of many books on blackjack, tournament play and other gambling topics. His classic, Professional Blackjack, has just been revised for the first time in 13 years. All of Wong's publications are available from ConJelCo. A

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TAKING MAXIMUM ODDS

Ken Elliott III

Before we get down to some serious craps, I'd like to take a couple of moments to lay out what I'll be covering in this column in this and upcoming newsletters. There will be three main sections: the first dealing with CrapSim, the second with general craps information (systems, play of the game, etc.), and the third with responses to your questions. Since this is the first issue, we'll sort of blow by section three for now, but if you have a craps or CrapSim question that you think would be of interest to other readers, here's your chance to get it in print.

Using Hotkeys

This issue's CrapSim section will focus on using the "hotkeys" to speed up play. So how does this work?

Pressing the 'o' key will take odds on all of your bets that can have odds on them, but currently don't. For instance, if you're on a doubleodds table and have a pass line bet for \$5 with \$5 odds, and have a come-5 bet for \$5 with no odds, if you press 'o' CrapSim will put \$10 odds on your come-5 bet. However, since you already have odds on your pass line bet, it will not change those odds at all.

TABLE 1. CrapSim Hotkeys

- repeat the last non-odds, pass or don't pass bet.
- takes odds on all bets that can have odds on them.
- repeat the last line bet.
- roll the dice. r
- R roll the dice until a decision is reached on one of your bets. (Cancel by pressing any key or mouse button.)

The 'l' key repeats the last bet that's not an odds, pass, or don't pass bet. For instance, if after the come-out roll you make a \$6 place bet on the 6, and the 6 hits, instead of counting out another \$6 with the mouse and clicking on the place 6 bet, you can just type 'l' and CrapSim will automagically make another \$6 place 6 bet. Beware, however, if you make two bets in a row (say a \$6 place 6 and a \$5 place 9), only the last one you made will be "remembered" by CrapSim.



The 'p' key lets you repeat your last line bet. So if you always bet \$5 on the don't on the come-out, you only have to do it once with the mouse; after that, pressing 'p' on the comeout will make the don't pass bet for the same amount that you made it the first time.

Instead of clicking on the dice with the mouse you can roll the dice by typing 'r'. If you've got all of your bets out and are just waiting for a decision, press 'R' to roll the dice until a decision on one of your bets has been reached. Hitting any key or clicking the mouse anywhere on the screen will stop the roll.

We've summarized the hotkeys in Table 1. You might want to keep it near your computer.

Should You Take Free Odds?

Getting to the serious stuff, now, we'll talk about the pros and cons of taking the maximum free odds on your line, come, and don't come bets. Taking the maximum free odds decreases the advantage the

house has over you. But what does this really mean?

It means, for a given wager amount, taking maximum odds is better than spreading that wager amount around. For instance, if you're going to be betting \$15 a shot on the pass line, it's better to put \$5 on the pass line and \$10 on odds than it is to put \$15 on the line and \$0 on the odds. How much of an decrease is this? Table 2 shows the effects for up to 10x odds.

As you can see, if you don't take odds on your pass bet, you'll get back about \$98.58 for every \$100 in action, while if you take double odds you'll get back \$99.40 (an increase of about 1%) for every \$100 you wager. Sounds like it's worth it to me! But are there times when you shouldn't take maximum odds? Sure!

As you take more and more odds, you start to gain less and less. For instance, the difference between 1x odds and 2x odds is about 0.24%, but the difference between 7x and 8x odds is only 0.03%. Also, as you increase your odds bets, you're increasing your action, and your bankroll is going to fluctuate more. If you come into the casino with \$110 and play \$5 pass bet with full double odds, you've got enough for about 7 straight seven-outs. However, if you're playing \$5 bet with 10x odds, even though the house advantage is less, you've only got

TABLE 2. Return with multiple odds

Odds	Return on Pass Bet	Return on Don't Pass Bet
0	00 50500/	00 50740/
0x	99.5859%	98.5974%
1x	99.1515%	99.1680%
2x	99.3939%	99.4085%
3x	99.5286%	99.5412%
4x	99.6143%	99.6253%
5x	99.6737%	99.6833%
6x	99.7172%	99.7257%
7x	99.7504%	99.7582%
8x	99.7767%	99.7837%
9x	99.7980%	99.8044%
10x	99.8155%	99.8215%

enough for 2 straight losers! Unless you want to greatly increase your chances of busting out or reaching in your pocket for more money, you should consider how many losers in a row you can tolerate.

You'll often hear wrong bettors say is once they've got a point established, they don't want to "dilute" their advantage by laying the odds. Since free odds have no house advantage, they aren't diluting anything because in the long run, they'll come out even. The wrong bettor *does* increase the fluctuation of his bankroll when laying odds. The same example we gave before is valid. If you're going to be betting \$25 a pop, it's better to bet \$5 on the don't and lay maximum odds (\$20 on a 4 or 10, \$15 on a 5 or 9, and \$12 on a 6 or 8 for a double odds table) than it is to bet a straight \$25 on the don't pass and ignore the odds. Looking at Table 2, the bettor who doesn't take the odds is going to get \$98.60 for every wagered, while the bettor laying the odds is going to get back \$99.41 (again, almost 1% more) for every \$100 wagered.

A final words on odds. If you're going to take maximum odds, it pays to ask the dealers how much you can take. Different casinos have different rules. For instance, at the Stardust and Riviera, on the \$3 table you have to make a \$4 pass bet in order to get \$10 odds on the 6 and 8; at Palace Station and Golden Nugget they'll let you take \$10 odds on a \$3 line bet. The Nugget is also unique in that the way they figure double odds is to take what the single odds are and double it. So if you're play \$5 on the pass line and the point is 9, instead of being able to take just \$10 odds you're able to take \$12 in odds. Hey, every little bit helps!

I hope you enjoyed this initial column, and remember, if you have any questions or suggestions, we'd love to hear them. Just write to me in care of ConJelCo. Good Luck! ♠

BARGAIN CITY? COMP CITY!

Anthony Curtis

Several hundred thousand dollars worth of complimentaries (also known as comps) are given away *every day* on the Las Vegas Strip. During city-wide events, comps climb into the millions. They're the lifeblood of Las Vegas gambling.

To most of us, comps are a rarefied world that only high rollers—players who sit all night in a baccarat pit or at a \$100 minimum blackjack table—know anything about.

The fact is that anybody who comes to Las Vegas can get comped, and everybody does, whether they know it or not. Free parking is a bona fide comp. Free cocktails for players is an excellent guaranteed comp, even if you're only feeding nickels into a slot machine. Most pit bosses still have the discretion to distribute line passes to the showrooms, as well as drink, coffee shop, and buffet tickets, usually available to table players for the asking.

Still, very little information has ever been disseminated on the subject. It's a book in itself, and it will be. *Comp City*, by Max Rubin will be published by Huntington Press this Spring. It not only spotlights, once and for all, the whole enshrouded world of comps, but also details an effective system that enables *anyone* to enjoy a comp status worth a lifetime of free Las Vegas vacations—with much less risk than you might expect. The following is adapted from *Comp City*.

Ratings

All comps are based on ratings. All ratings are based on a formula that predicts the casino's potential to win a gambler's money. All casinos follow the same formula: the average bet times the hours played times the house advantage. The house then gives you back about 40% of what they expect to win.

At blackjack, the house assumes it has a 2% advantage over the average player, so a \$100 player can expect to receive about \$80 in hotel comps for each hour he plays. If you play perfect basic strategy blackjack, you'll lose only about one-tenth of what the house expects you to. You'll still get your \$80 worth of stuff.

Max Fact #1: A world-class card counter can win one bet an hour, at best. An amateur comp wizard can win one bet an hour standing on his or her head.

The only difference is that the card counter wins money and the comp wizard wins comps. And while the counter is trying to stay invisible, can't drink, has to concentrate on every card, and winds up paying for his room and food, the comp wizard parties the weekend away and gets everything handed to him on a platter.

Anthony Curtis is an accomplished gambler, having won hundreds of thousands of dollars in tournament play. His Huntington Press, publishes the Las Vegas Advisor, and several books on gambling including the forthcoming Comp City, Bargain City and the Theory of Blackjack. ConJelCo carries all Huntington Press products. •

PLAYING A-K IN LOW-LIMIT HOLD'EM

Lee F. Jones

Recently, Lou Krieger wrote an article in *Card Player* magazine, discussing how to play Big Slick (Ace-King) pre-flop in a hold'em game. He suggested that maybe you are better off by not playing it so aggressively before the flop—wait to see if you like the flop, and then go from there.

In his excellent book, *Poker Essays*, Mason Malmuth wrote a piece called "Inversely Correlated Poker

Games." He used hold'em as his example, and specifically mentioned AK. He mentioned the concept of taking a "wait and see" attitude toward AK before the flop, and then rejected it, saying that you had to reduce the implied odds for hands like 87s (i.e. raise).



Who is right? Or are they both right, given the proper circumstances? I believe that Lou may be on to something for the case of low limit hold'em-that is, it may be correct to often call with AK before the flop in a low limit hold'em game. I would like to present two arguments for this—one qualitative, one more numerical.

First, let's look at a typical game— California \$3-\$6 no-fold'em hold'em. Of nine players at the table, six to eight of them will routinely see the flop. Raises don't seem to matter much either—players simply ask how many bets it is to call, and put the chips in. Recently in Northern California, the two largest cardrooms changed their rules so that time paid on the button acts as a bet for the player. Thus this player has an even bigger incentive than before to stay in the pot.

Let's also review the classic approach to playing AK in Mason's home game-\$20-\$40 hold'em at the Mirage in Las Vegas. If you have AK (particularly in early position), you raise without hesitation. You intend to win the blinds immediately. If you get a caller or two, you hope to flop top pair, but are prepared to bet whether you do or not, knowing that your opponents will probably fold if the flop misses them. You might even knock somebody off bottom or middle pair. A large part of your success with this play depends on your ability to represent a hand (specifically a big pair), and your opponents' respect for you.

Qualitative argument: In the \$3-\$6 game, you can rarely "represent" a hand, and very few, if any, players get "respect". You simply have to show down the best hand. Trying to muscle over the pot against five opponents when you don't have the best hand will occasionally work. However, usually it will just be expensive as you bet all the way without improving, knock out four players, and somebody calls you down having flopped a pair of 3's.

On the other hand, if you play slowly before the flop, and then play fast if and when you like the flop, you are putting your money in when you have the biggest advantage.

Now, here's a more quantitative argument: Your opponents' willingness to call your bets will not scale with the magnitude of advantage you have over them. Using Mason's example of A♥-K♣ against 8♠-7♠, you are about a 1.4:1 favorite before the flop. If you both pair your biggest card on the flop (the flop comes A - 8 - 2, you are now a three times bigger favorite - about 4.4:1. However, in a low limit game, many or most players will call you much more than one third as often than they would have before the flop.

What you are doing is manipulating the pot size to magnify your opponents' mistakes. Somebody with 8♠-7♠ is making only a small (if any) mistake by calling your raise before the flop, depending on the number of players in the hand. However, if you flop top pair, and he calls your bet or raise with second pair or three to his flush (which many \$3-\$6 players will), he is making a *huge* mistake.

Note that by not raising before the flop, you are also able to get away from the hand more easily if the flop doesn't hit you. Against the typical five or six opponents, you can be fairly sure you don't have the best hand—although it may still be correct to take off a card on the flop. Thus, this strategy reduces your bankroll variance as well.

Acknowledgment: I need to thank Lou Krieger for discussing the "AK pre-flop" problem in Card Player magazine, and Roy Hashimoto for wondering aloud about aspects of pot size manipulation in this situation. As always, I need to thank Mason Malmuth for his huge contributions to poker theory and for encouraging us all to think about poker when we're away from the table.

Lee Jones is a computer professional living in the San Francisco Bay Area, and a frequent contributor to Card Player magazine. He is presently writing How to Win at Low-Limit Hold'em. which will be published by ConJelCo later this vear. 🛧

A BLACKJACK EDUCATION Arnold Snyder

Q: What are the best books for a beginning card counter to read, assuming he wants to become serious about making money at blackjack, possibly even making a living at it?

A: Any professional blackjack player, assuming he is successful, has probably read dozens of books on blackjack, as well as a few on the mathematics of gambling and various other related topics. It is not easy to win money from the casinos, especially big money, and especially for any extended time period.

I could easily come up with a list of at least a dozen books that I feel are important for serious players to

study. No one is going to read one or two books and become a pro. But let me provide you with a list of four books that I would be willing to bet have been read by almost all professional blackjack players, but many of which are overlooked by beginners. Each of these books provide something unique that you will not find in other books on card counting.

1. Card Counting for the Casino Executive by Bill Zender (Zender, 1990). I cannot recommend this book too highly to serious players. This book was not written for players, but (as the title suggests) for casino execs! This is a "how-to"

Name ____

Address

book that teaches casino pit personnel to recognize and eliminate serious threats from card counters. If you want to get inside the casino mentality, read this book.

2. Theory of Blackjack by Peter Griffin (Huntington Press, 1988). This book will be over the heads mathematically of all but the most accomplished statisticians. I think all serious blackjack players should own this book, however, and attempt to read it, if for no other reason than to keep a realistic perspective on how much you do not understand about this game. This book is nothing more nor less than

- a comprehensive mathematical analysis of casino blackjack.
- 3. Casino Tournament Strategy by Stanford Wong (Pi Yee Press, 1992). This book provides tournament strategies not only for blackjack but for craps and other games as well. I recommend this book to card counters for a number of reasons. First tournaments continue to grow in popularity. In Nevada, you could play in numerous tournaments virtually every day of the week. Second, card counting strategies don't work in tournaments. I've seen too many card counters trying to win tournaments using card counting systems. If you are tempted to



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enter a tournament, you should know what you're up against.

4. Read the Dealer by Steve Forte (RGE, 1986). The techniques in this book can only be used in casinos where dealers "peek" under tens to see their hole cards. Most casinos don't allow this anymore, but there are a handful of casinos in Nevada, including a few major properties, where dealers still peek. You also find peeking dealers occasionally in other states, where casino gambling is new. Reading "tells" is not easy, but it is one of the most powerful strategies a player can use if he knows how to do it. This is the only book ever devoted to this unique subject. Forte also reveals a lot about the casino mentality, and attitudes towards players that would be useful to all players—not just tell players.

Arnold Snyder is the author of numerous blackjack books and the publisher/editor ofBlackjack Forum magazine, now in its 14th year. His company, RGE Publishing offers ConJelCo customers a free catalog. Write to RGE Publishing, at 414 Santa Clara Ave., Oakland, CA 94610. All of the products mentioned in this article as well as other RGE publications, including Snyder's acclaimed Blackbelt in Blackjack which features the Red 7 count. are available from ConJelCo.

EIGHT WAYS TO BEAT BLACKJACK

Mason Malmuth

It turns out that there are several legitimate ways in which you, (the skilled player), can beat the game of blackjack. Card counting is only one of them, and not the most effective method. In fact, I understand that most of those players who have won large sums of money from the casinos at their blackjack tables did not even bother to count cards. What are these techniques that allow you to get an edge at blackjack? Well I'm glad you asked that question, because a few of them are discussed below.



Technique No. 1. Card Counting. Of course no discussion of "how to win" at blackjack would be complete if it did not include counting cards. The idea is really quite simple. It turns out that if you are playing correctly, large cards will favor you while small cards favor the house. What this means is that, if you have knowledge of the composition of the remaining cards in the deck (or shoe,) there will be times when you will actually have an advantage over the casino. By exploiting these advantages, you can actually be a winner at the game.

Now my purpose in this essay is not to teach you how to count cards. But I suspect that it is not nearly as difficult as many readers might think that it is. Today there are available many simple point count systems which are quite powerful. If you can add and subtract "one" from a "running count," and you are willing to do a fair amount of practicing, you probably have the ability to become proficient at counting cards.

Technique No. 2: Dealer Tells. After the dealer looks under his hole card when he has an ace or a ten up (in those casinos which still look under their hole cards) he now has knowledge of his hand. By getting the dealer involved in your play, either positively (he likes you) or negatively (he hates you) you can get additional information based on his mannerisms which will help you play your hand. Specifically, the

dealer my "tell" you if it is correct to hit or stand.

Now dealer tells are not easy to master. But a few years ago, a remarkable book called Read the Dealer written by gambling expert Steve Forte appeared and it is the definitive work on this subject. But let me give you a caution. Even though the techniques in this text are quite powerful, they are probably not for everyone since it is quite easy to see tells because you want to rather than because they are there.

Technique No. 3: Ace Tracking. This technique will help you to predict when the aces will appear. The idea is to memorize the exact order of a few cards that are placed in the discard pile before an ace. For example, suppose that an 8\, 4\, and 6\ are placed in the discard pile before an A♥. If the shuffle is simple enough and you see the first couple of cards in this sequence during a round of play, but the A♥ does not appear, then it will probably come out on the next round. Knowing this can give you a significant edge over the house, and an expert ace tracker, under ideal conditions, can actually do better than an expert card counter. However, notice that I said under ideal conditions. Not only is this technique very difficult to master, there are not many casinos that use a shuffle simple enough for ace tracking to be applied.

Technique No. 4: Shuffle Tracking. Again, if a casino uses a simple shuffle it is sometimes possible to follow a clump of high or low cards through the shuffle. When that is the case, you cut this clump to either the top or bottom-which ever is appropriate, and adjust your count accordingly. A good write-up of this technique appears in my book Blackjack Essays under the heading of "Card Domination."

Technique No. 5: Playing the warps. In those casinos that still check under aces and tens to see if the dealer has made blackjack, the big cards will sometimes become slightly bent if the casinos leave the decks in play for a long time. This will have the effect of bending the aces and tens the opposite way from which the small cards will be bent. A skillful player can then use this information to his advantage, especially in insurance situations. However. most casinos learned not to leave their cards in play for too long a period of time and there are not many opportunities left to make this play.



Note: The next three techniques all come under the general heading of hole card play. That is you are trying to read the dealer's hole card either before or at the same time that the dealer gets to see it. Needless to say, this information is very powerful and your edge over the casino is quite large.

Technique No. 6: Spooking. Spooking is reading the dealer's hole card from the rear as the dealer checks to see if he has blackjack. The spook is usually situated at a table (and playing blackjack himself) behind the dealer whose hole card he is looking at. The spook then gets to see the hole card at the same time that the dealer does. (Remember, the dealer that is being spooked is not the dealer at the spook's table.) After the information is obtained, the spook then signals his partner what the hole card is and his partner now plays his hand appropriately. Editor's note: spooking may be illegal in some jurisdictions.

Technique No. 7: First Basing. First basing is the art of seeing the dealer's hole card at the same time that the dealer sees it. Sometimes, if the dealer does not employ good

(dealing) procedure, you can see his hole card if you are standing far to the right when the dealer checks to see if he has made blackiack. The advantage of first basing, as opposed to spooking is that a second person is not needed to read what the dealer has. On the other hand, more dealers are spookable than are vulnerable to first basing, but dealers who you can use this technique against do come along every now and then.

Technique No. 8: Front Loading. This is by far the most effective way to beat blackjack, but it is only effective in a hand-held game. Front loading is the art of seeing the dealer's hole card before the dealer has finished setting it on the table. Due to faulty dealing procedures some dealer's will quickly flash the card allowing someone with a "fast eye" to get a glimpse of it. It turns out that there are five distinct types of front loaders and depending on the type that you happen to be up against, the position at the table from which you can see the flash will be different.

Unfortunately, front loaders are not as common as they once were due to improved casino procedures, but they can still occasionally be found. This is easily the most powerful technique discussed since you will have knowledge of every dealer's hole card, not just those for when he checks to see if he has made a blackjack. Having knowledge of every dealer's hole card will make your play look very strange to anyone observing you. In fact, unless the pit recognizes that you might be front loading, they will think that you are an awful player.

By the way, the best discussion of front loading that I know of appears in my book Blackjack Essays. But don't expect to learn this technique overnight. It takes a great deal of practice.

Final Note: In closing, I would like to tell you a story about a friend of

mine who I will call Mr. X and who had mastered the art of front loading many years ago before this technique was known to more than just a few. Mr. X. use to play blackjack everyday at a major casino along with a friend who also was skilled at this art. One day, the pit boss came up to him and said, "Mr. X, we love your action, but you sure are a sucker." The pit boss then continued, "There is only one person in here who plays worse than you do." "Who's that?" asked Mr. X. The pit boss then pointed out the other expert who was skilled at frontloading who just happened to be sitting at the other end of the pit.

Mason Malmuth is a professional mathematician who became interested in gambling and has become a leading authority in the field. His company, 2+2 Publishing, publishes books by himself, David Sklansky, and others. ConJelCo carries all 2+2 books. ♠

CONJELCO PRODUCT PLANS

Chuck Weinstock

Blackjack Trainer. As most of you are aware, Blackjack Trainer for Windows was released in October of last year. The Macintosh version and the Windows version are funcidentical. Blackjack Trainer received five stars in a review in Blackjack Review and was named the most user friendly simulation software in Blackjack Forum.

In addition, Blackjack Trainer was favorably reviewed by the mainstream computer press, including MacUser and MacWorld.

Some of you have written in with suggestions for improving Blackjack Trainer, and as a result we are in the process of designing version 3.0. We'd like your help. If there are features or improvements that you'd like to see in the new version,



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please drop us a line. If you've already given us your comments, be assured that we're already considering them.

CrapSim Version 2.0! One of the most frequent comments we get on the CrapSim registration cards you send in is that the autoplay capability of CrapSim is too limited. You're right, and we're changing it.

Even though the current autoplay capability is the best that we know of, CrapSim version 2.0 will be even more powerful. It will have some improvements to the interactive portion, but the major improve-

ments will be to the autoplay portion which will be a stand-alone program.

The new autoplay will come with a number of betting systems pre-set (such as Martingale, Hoyle's Press, D'Alembert, etc.) and give you the ability to modify them or create your own. You'll even be able to export your data to your favorite database or spreadsheet and examine it in detail there. You can make any bet on the table, in any combination including simultaneous pass and don't pass bets.

We're hope to be able to ship CrapSim 2.0 this year. Registered CrapSim 1.0 users will be given a chance to upgrade at a specially discounted price.

Meet ConJelCo! We'll be attending the Ninth International Conference on Gambling and Risk Taking at the MGM Grand in Las Vegas on May 31 through June 3. Ken Elliott, author of CrapSim, will also be in attendance and will be presenting a paper on craps systems. We'll also be attending Bishop Arnold Snyder's sermon to the faithful of the First Church of Blackjack. We'd love to meet you if you're there. ♠