



# **2018 Annual Report**



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# President's Report



The World Naturopathic Federation (WNF) has been very busy since the 2017 General Assembly.

First and foremost, we are pleased to announce that the WNF membership has grown from 58 members and sponsors at the time of the 2017 General Assembly to 72.

A major focus of the WNF has been on providing members with the documents that they require to assist them in the promotion regulation and enhancement of Naturopathic educational standards. For a full listing of the WNF publications:  
<http://worldnaturopathicfederation.org/wnf-publications/>

The WNF continues to work towards Official Relationship status with the World Health Organization (WHO). Naturopathic doctors Iva Lloyd and Jon Wardle, and Naturopath Tina Hausser continue to attend the yearly World Health Assembly every May in Geneva. Other WHO projects that the WNF has been involved in include:

- The WNF Research Committee responded to the WHO technical document on clinical Research in Traditional and Complementary Medicine.
- I have had the honor of attending three WHO working group meeting (WGM) including the WGM in Cupping held in Jinan China in February 2018 and the WGM for Anthroposophic Medicine held in Berlin Germany in December 2018
- Dr. Jon Wardle and I were invited and attended the Global Conference on Primary Care which was held in Kazakhstan in November 2018. At this conference the Astana Declaration, which will set the direction for global health-care for the next couple of decades was approved. The WNF has created a formal response for all members to share with their members.

The WNF continues to respond to requests from governments and organizations on the regulatory and educational status of the profession. The work done from the WNF Committees has provided the documents needed for this level of involvement. Please check the updates from the Committee Chairs including the Membership, Research and Educational Committees.

A primary focus of the WNF over the next two years will be on completing a Health Technology Assessment (HTA) on the Naturopathic profession. A HTA is an internal review of the research supporting the practice, cost, safety and efficacy of the Naturopathic profession. This review will involve about 20 naturopathic writers, and reviewers from all WNF member organizations.

The WNF anti-microbial resistance initiative and the position papers will help ensure that the global Naturopathic profession is part of the global health-care discussion.

We continue to welcome the input and support of our members and the global naturopathic community.

**Dr. Iva Lloyd, RPP, ND**  
President, WNF

# Secretariat's Message



Over the course of this year, the WNF has continued its momentum towards becoming a truly global organisation representing naturopathic practitioners. Under the leadership of Dr Iva Lloyd, the WNF has made leaps and bounds and despite its relative youth (still less than 5 years old) is now considered the equal of professional organisations many years its senior.

The esteem in which WNF is being held can be observed in the fact that the naturopathic profession was one of only two traditional medicine professions (the other being Chinese medicine) formally invited to the Astana Declaration on Primary Health Care meeting in Kazakhstan – the update of the 1978 Alma-Ata Declaration. This document will underpin global health policy and practice for decades, just as its

precursor has influenced the past four decades. WNF was invited to this meeting because of its active role in the consultation process, which resulted in traditional medicine being recognised in the knowledge, technology and practice sections of the Declaration, which had previously been absent from the initial draft. Such recognition augurs well for the future involvement of the naturopathic profession in global health.

The success of WNF is due very much to the hard work and support of the naturopathic profession. We are all blessed to be part of such a talented and passionate profession. But it is partly built on the experience and the generosity of others. We would like to acknowledge the organisations that have assisted our expedited growth via their support and sharing of their experiences in professional formation. The World Federation of Chiropractic and the World Federation of Public Health Associations deserve to be specifically mentioned for their support of the WNF, including being the official sponsors of WNF delegations to the WHO. The Journal of Alternative and Complementary Medicine team – led by editor and long-time friend of the naturopathic profession John Weeks – also warrant acknowledgement for embracing the WNF in their special focused issue on naturopathic research.

As the WNF expands the needs of the global naturopathic profession are becoming more apparent. WNF is now in a position to begin putting forward policies (for example its policy on integrative medicine), supporting members in their relations with government and supporting the development and growth of professional associations and organisations globally. This support has included financial support for some members from developing countries to collaborate with the global naturopathic community.

As we enter the next year, and the next phase of WNF's growth, we look forward to leveraging the power of naturopaths in addressing global health challenges, many of which align well with naturopathic approaches to treatment. I look forward to meeting with you all in Melbourne and discussing how we can help the naturopathic profession meet its true potential.

**Dr. Jon Wardle, ND, PhD**  
Secretariat, WNF

## COMMITTEE UPDATE

# Naturopathic Roots



The WNF naturopathic roots committee was founded in 2015 with the aim to underpin the identity of the naturopathic profession by its philosophies, principles and theories. With the publication in 2017 of the WNF White Paper on naturopathic philosophies, principles and theories, together with a historical timeline and a list of naturopathic books from last centuries, a broad and extensive basis of the WNF is shown.

But the process of identification of the naturopathic profession still demanded a decisive detail, as is required in all systems of medicine, in order to facilitate inter-professional collaboration (IPC) with other health professions: the language of the naturopathic profession. And so it was decided at the end of 2017, in response to an identified need outlined by the World Health Organization (WHO), that the WNF launched the WNF Naturopathic Terminology Project.

Its role is to identify and define the core naturopathic terms that are used both, in the naturopathic profession and in other health-care professions. The purpose of the terminology project is to have a global naturopathic document that succinctly clarifies key naturopathic terms. The goal is to establish bridges with other health care professions by providing a clearer understanding of the core naturopathic terms that are used.

The project was given to the WNF naturopathic roots committee, subcommittee terminology, which started its work in December 2017. Since then 5 meetings have been scheduled.

Experts from 6 world regions, to make sure that the input is global, compose the committee. One of the initial tasks was to identify the terms, which are core to the naturopathic profession, but also used in other health professions like prevention or health promotion, for example.

Over the year 2018 the committee was very active in defining and reviewing all terms several times. The WNF had constantly meetings and feedback from the World Health Organisation to make sure the terminology project meets the criteria for IPC. Due to this information the template of the terminology document got more concise and short in its definitions, more like an encyclopaedia for naturopathic terms.

The WNF White Paper will be the groundwork for the terminology document and includes most of the naturopathic terms with their historical background, contributors, description and references. The information gathered by the committee over the last year 2018 will be added to the White Paper when updating in 2020-2021.

The encyclopaedic list of terms currently consists of 18 terms, which, however, can be extended at any time and when needed. We are in close contact with the WHO.

**Tina Hausser, Heilpraktiker, Naturopath**  
Chair, WNF Naturopathic Roots Committee



## COMMITTEE UPDATE

# Professional Mapping



The aim of the Professional Mapping Committee is to examine regulatory and education infrastructure and policy frameworks that impact the development of naturopathic medicine internationally.

This project is part of a broader PhD study. This descriptive study is employing a mixed methodology embedded research design in which one data set provides a secondary contributory function to the other type of data set analysis and which are informed by a literature review.

Currently the following aspects are in progress:

1. Literature review – part A which is examining naturopathy globally in regard to professionalization theory. This will be followed by part B which will examine naturopathy in relation to other health profession professionalization process
2. Survey – currently in progress (to date 63 participants from 27 countries have participated)
3. Document collection – currently in progress awaiting final documents from some organizations

Once literature reviews are complete document analysis will begin.

This project involves naturopathic education and professional association members of World Naturopathic Federation from across the globe. Seven countries and four world regions are represented:

**Western Pacific:** Jill Dunn (Naturopath; Chair WNF Professional Mapping Committee; Education and Political Convener of Naturopaths and Medical Herbalists of New Zealand); Jon Wardle (Chancellor's Research Fellow, University Technology, Sydney [UTS]) and Amie Steel (Post-doctoral Research Fellow UTS, Chair of the Australian Register of Naturopaths and Herbalists, Australia).

**Europe:** Dominick Léaud-Zachoval (Director of Education, Aesculape School of Naturopathy and President of FÉNA, France) and Tina Hausser (WNF Vice President, Spain).

**North America:** Nicholas deGroot (Dean of the Canadian College of Natural Medicine, Canada), Iva Lloyd (WNF President)

**South East Asia:** Prof Dr Karki (Chairman of the Institute of Natural Medicine, Nepal)

### Jill Dunn

PhD Candidate, MHSc (CompMed), BHSc (CompMed), DipNat, DipMedHerb, RGON (Non-practising) Chair, WNF Professional Mapping Committee

## COMMITTEE UPDATE

# Membership

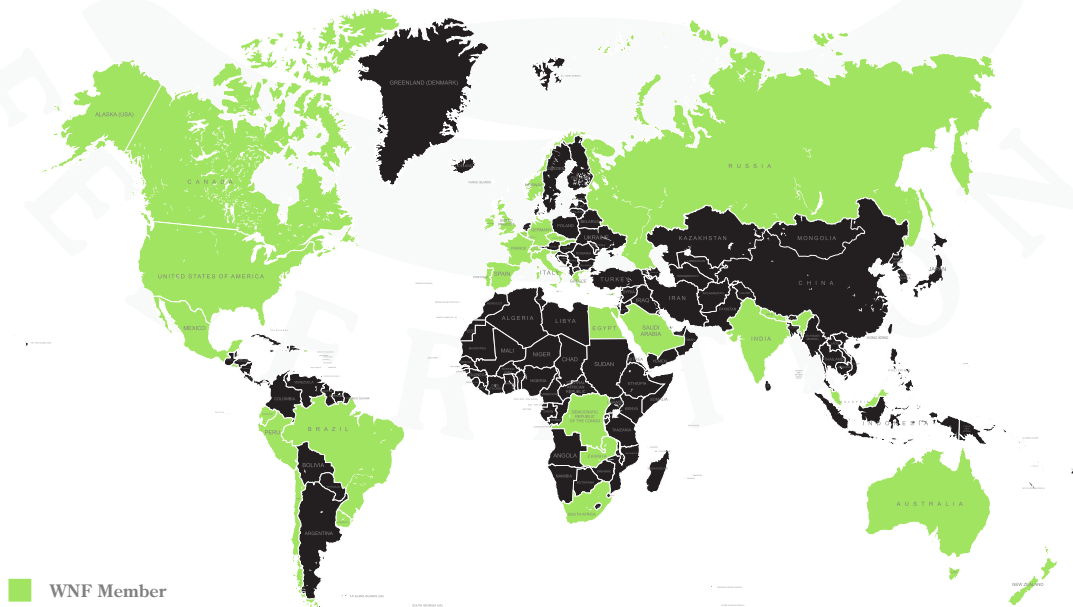
The World Naturopathic Federation (WNF) has had a very successful year in membership growth of 47% in only one year. We welcome our new members joining the WNF in 2018! They include: five (5) full members, four (4) associate members, five (5) educational members and two (2) corporate sponsors.

All together the WNF has currently fifty seven (57) members and fifteen (15) sponsors. Our membership spans thirty four (34) countries from all 7 world regions. Of those thirty three (33) are full members that represent the member state with national naturopathic associations and are the only voting members. Our fifteen (15) educational members have been organized in a very active educational committee and worked together with the membership committee to optimize the application form and criteria for WNF educational membership. Our nine (9) associate members and fifteen (15) sponsors have made great contribution to support the mission of the WNF.

Check the Membership Growth chart for a listing of countries that the WNF represents. The WNF appreciates the ongoing support from all our members!

The committee received also a big amount of individual applications and interest of joining the WNF from countries where naturopathic associations are still missing. The WNF assisted these countries on how to found national naturopathic associations by providing information on bylaws and informed with requirements for founding associations and federations. Continuing expanding membership and sponsorship of the WNF remains our focus. Check out the website for a full listing of our members.

**Tina Hausser, Heilpraktiker, Naturopath**  
Chair, WNF Membership Committee





# Membership Growth

Full Members	2015	2017	2018
Belgium	✓	✓	✓
Canada (CAND)	✓	✓	✓
DR Congo	✓	✓	✓
France	✓	✓	✓
New Zealand	✓	✓	✓
Saudi Arabia	✓	✓	**
Spain	✓	✓	✓
United Kingdom	✓	✓	✓
USA	✓	✓	✓
Zambia	✓	✓	✓
<b>Total</b>	<b>10</b>		
Argentina		✓	✓
Australia (ANF) (NHAA + CMA)		✓	✓
Brazil		✓	✓
Chile		✓	✓
Cyprus		✓	✓
Czech Republic		✓	✓
El Salvador		✓	✓
Hong Kong		✓	✓
Italy		✓	✓
Mexico		✓	✓
Nepal		✓	✓
Uruguay		✓	✓
Zambia		✓	✓
<b>Total</b>		<b>23</b>	
Germany			✓
Greece			✓
Nigeria			✓
Peru			✓
Russia			✓
Slovenia			✓
South Africa			✓
Switzerland			✓
<b>Total</b>			<b>32</b>

## COMMITTEE UPDATE

# Research

There is a tremendous amount of research supporting the practice of naturopathy / naturopathic medicine. This research spans traditional knowledge, original research, systematic reviews, case studies and other forms of research. Ensuring ongoing critical appraisal of naturopathic practice through appropriate research is an integral of naturopathic educational institutions is becoming quite standard within the profession.

The WNF Research Working Group has provided research links on the WNF website to support the research on naturopathic practice and it has listed naturopathic organizations and institutions that conduct naturopathic research. The links can be found on the WNF Research page.

The key project for the WNF Research Committee over the next few years will be to conduct a Health Technology Assessment (HTA) on the naturopathic profession. A HTA is the gold standard for evaluating the safety, effectiveness, cost and practice of a profession. Much of the work over the last year has been in preparation of the HTA-Naturopathy.

To support the HTA-Naturopathy, the WNF Research Committee has engaged in a number of supportive research projects all aimed at addressing the question, “To what degree is the practice of naturopathy supported by research.” Here is a list of the current WNF research projects:

- **Naturopathic Research Project** is focused on analyzing the research done by naturopathic researchers. We have identified over 2,000 naturopathic research articles and we will be publishing this study over the next few months.
- **Naturopathic Book Project** has identified over 1,200 books written by naturopaths/naturopathic doctors from around the globe. In the summer we will be publishing the analysis of this project.
- Over the last few months, fourteen national naturopathic organizations spanning five world regions have participated in an **International Naturopathic Practice Survey**. This survey will provide the profession with an objective look at naturopathic practice and the modalities that are used. The results of this survey will be included as part of the HTA-Naturopathy.
- The WNF research committee was also the lead on a global survey on Intra-professional Collaboration that involved nine professionals and over 500 organizations. This survey was done in conjunction with EuroCam and the International Association for Human Values. The purpose of the survey was to explore the attitudes that Traditional and Complementary Systems of Medicine have towards intra-professional collaboration. The WNF presented the preliminary results during a side-event at the 2018 World Health Assembly.

The WNF Research Working Group is part of the Antimicrobial Resistance (AMR) Initiative and is involved in confirming the research that has been gathered looking at how naturopathic practice supports AMR.

The International Research Consortium of Naturopathic Academic Clinics (IRCNAAC) is affiliated with the WNF and is a collaboration of naturopathic educational institutions with common goals in supporting and advancing naturopathic research globally.

## COMMITTEE UPDATE

# Research (cont'd)

If you have any questions about any of the initiatives of the WNF Research Committee please contact Iva Lloyd, ND at [president@worldnaturopathicfederation.org](mailto:president@worldnaturopathicfederation.org).

The naturopathic research committee currently consists of eight members from three different world regions.

Members of the Naturopathic Research Committee consist of:

- Chair: Dr. Iva Lloyd, ND (CAND, Canada)
- Dr. Paul Saunders, PhD, ND (CAND, Canada)
- Dr. Kieran Cooley, PhD, ND (CCNM, Canada)
- Dr. Amie Steel, PhD, naturopath (Endeavor, Australia)
- Dr. Jon Wardle, PhD, ND (Australia)
- Dr. David Lescheid, PhD, ND (Germany)
- Dr. Ryan Bradley, ND (NUNM, USA)
- Dr. Melissa Murphy (Bastyr, USA)

**Dr. Iva Lloyd, ND**

Chair, WNF Research Committee

## COMMITTEE UPDATE

# Education



The last year has been an active one for the Education Committee. Formed from WNF educational members, meetings have been a collaborative effort working towards codifying naturopathic education worldwide. The committee produced the WNF document which correlates naturopathic educational with credentials worldwide. The document categorises naturopathic education into five groups, defining the minimum educational standards recommended for each type of program. Defining the educational standards serves to demonstrate to those outside the profession the potential scope of practice of naturopathic practice. These definitions also include the minimum standards recommended by the World Health Organisation.

The Education Committee has also collated a list of links to online summaries of naturopathic programs of WNF educational members to serve as examples of different programs around the world.

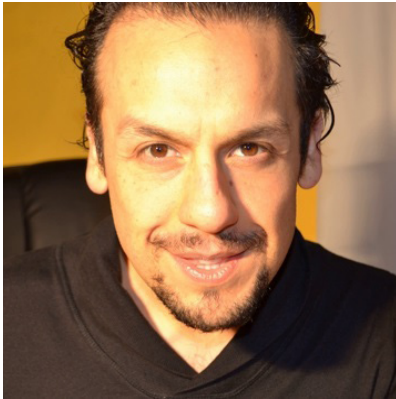
The criteria for membership of the WNF Education Committee were reviewed and more clearly defined as a way of ensuring consistency amongst members.

Future goals for the Education Committee may include the following:

- Creating a way for members to share specialist elements of their educational programs with other members
- Creating a pathway of assistance and advice for new and developing schools with setting up and enhancing naturopathic education programs
- Contributing to the WNF Health Technology Assessment

**Tom Greenfield, ND DO**  
Chair, WNF Education Committee

# Treasurer's Report



The financial position of the WNF continues to be strong due to tight financial controls. The revenue in the WNF doubled between the 2018 fiscal year and the 2017 fiscal year.

During the 2017/2018 fiscal year 52% of the WNF membership revenue came from Full members and the growth in Full membership year-over-year was 191%, 23% of the revenue came from Educational members and the growth in Educational membership was 145%. Sponsorship growth year-over-year was 218% yet it still only represents 11% of the total WNF revenue. The Net Income in the 2017/2018 fiscal year was \$29,724 compared to \$23,899 in the 2016/2017 fiscal year.

The WNF Balance Sheet continues to be strong with the total assets in March 2018 was \$75,182 compared to March 2017 which was \$43,397.

Expenses continue to be tightly controlled. The total expenses in the fiscal year 2017/2018 was \$54,523. Of that 24% of the expenses were for travel and conferences and 38% (\$20,664) was for the General Assembly held in August 2017. Currently there are two part-time staff supporting the WNF and the cost of administrative support was 21%. We anticipate that administrative support will increase as the WNF continues to grow.

The expenses associated with travel, conferences and meetings relate to WNF Officers representing the profession at the World Health Assembly (WHO) and at other international naturopathic conferences. We anticipate that this trend will continue, especially for the next three years.

The year-end for the WNF is March. Due to the timing of the 2019 GA the WNF financial books dated March 2019 will be audited and presented to the WNF Executive for approval May 2019.

Moving forward the financial focus of the WNF will continue to be on membership growth, fundraising and tight financial control. Fundraising will become essential in order for the WNF to support the professional globally and to assist in improving educational accreditation and professional regulation in various regions of the world.

A handwritten signature in black ink, reading "Jorge Neira Bravo".

**Jorge Neira Bravo**

Lic. en Naturopatía UAC., Mgtr. Educación UMCE., (c)Doctorado UPT.  
Treasurer, WNF

WORLD NATUROPATHIC FEDERATION

# Balance Sheet

(as of March 2018)

	31 Mar 17	31 Mar 18
<b>ASSETS</b>		
Current Assets		
Chequing/Savings		
1 · Canadian Bank Account (BMO)	7,273.82	50,522.74
2 · US Chequing Account (BMO)	28,668.40	226.35
3 · Bank Foreign Exchange	3,844.00	0.00
Total Chequing/Savings	39,786.22	50,749.09
Accounts Receivable		
11200 · Pledges Receivable	0.00	12,383.04
Total Accounts Receivable	0.00	12,383.04
Other Current Assets		
12000 · Undeposited Funds	3,611.00	12,049.56
Total Other Current Assets	3,611.00	12,049.56
Total Current Assets	43,397.22	75,181.69
<b>TOTAL ASSETS</b>	<b>43,397.22</b>	<b>75,181.69</b>
<b>LIABILITIES &amp; EQUITY</b>		
Liabilities		
Current Liabilities		
Accounts Payable		
20000 · Accounts Payable	462.67	2,571.01
Total Accounts Payable	462.67	2,571.01
Credit Cards		
009 · Credit Card	48.57	0.00
Total Credit Cards	48.57	0.00
Total Current Liabilities	511.24	2,571.01
Total Liabilities	511.24	2,571.01
Equity		
32000 · Retained Earnings	18,986.58	42,885.98
Net Income	23,899.40	29,724.70
Total Equity	42,885.98	72,610.68
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>43,397.22</b>	<b>75,181.69</b>



WORLD NATUROPATHIC FEDERATION

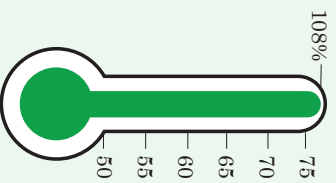
# Profit & Loss

(April 2016 through March 2018)

	Apr '16 - Mar 17	Apr '17 - Mar 18	TOTAL
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
45000 · Investments			
45030 · Interest-Savings, Short-term CD	2.01	0.00	2.01
45031 · Currency Exchange	0.00	9,852.00	9,852.00
<b>Total 45000 · Investments</b>	<b>2.01</b>	<b>9,852.00</b>	<b>9,854.01</b>
47200 · Program Income			
47230 · Membership Dues	53.47	0.00	53.47
47231 · Full Membership Dues	22,971.54	43,899.47	66,871.01
47232 · Associate Membership	918.15	1,324.89	2,243.04
47233 · Educational Membership Dues	13,308.12	19,276.30	32,584.42
47236 · Corporate Sponsors	1,000.00	2,500.00	3,500.00
47237 · Private Sponsors	2,125.00	5,175.12	7,300.12
47238 · Non-Profit Sponsors	1,301.84	2,000.00	3,301.84
47239 · Donations to WNF	0.00	220.00	220.00
<b>Total 47200 · Program Income</b>	<b>41,678.12</b>	<b>74,395.78</b>	<b>116,073.90</b>
<b>Total Income</b>	<b>41,680.13</b>	<b>84,247.78</b>	<b>125,927.91</b>
<b>Expense</b>			
60050 · Marketing Support	854.32	2,448.04	3,302.36
60900 · Business Expenses			
60920 · Business Registration Fees	0.00	20.00	20.00
<b>Total 60900 · Business Expenses</b>	<b>0.00</b>	<b>20.00</b>	<b>20.00</b>
62100 · Contract Services			
62110 · Accounting Fees	942.94	0.00	942.94
<b>Total 62100 · Contract Services</b>	<b>942.94</b>	<b>0.00</b>	<b>942.94</b>
62800 · Facilities and Equipment			
62890 · Rent, Parking, Utilities	375.00	0.00	375.00
<b>Total 62800 · Facilities and Equipment</b>	<b>375.00</b>	<b>0.00</b>	<b>375.00</b>
65000 · Operations			
65001 · Dues and Subscriptions	1,646.38	1,397.28	3,043.66
65008 · Conference / Meetings	4,992.85	10,741.70	15,734.55
65010 · Books, Subscriptions, Reference	0.00	64.28	64.28
65020 · Postage, Mailing Service	0.00	111.96	111.96
65030 · Printing and Copying	233.06	0.00	233.06
65040 · Supplies	586.91	4,765.59	5,352.50
65050 · Telephone, Telecommunications	0.00	37.51	37.51
65090 · Admin Support	5,988.85	11,623.75	17,612.60
<b>Total 65000 · Operations</b>	<b>13,448.05</b>	<b>28,742.07</b>	<b>42,190.12</b>
65009 · General Assembly	0.00	20,664.04	20,664.04
65070 · Bank Charges			
65071 · Bank Service Charges	326.49	44.61	371.10
65072 · Paypal Service Fee	399.10	206.16	605.26
65070 · Bank Charges - Other	29.45	305.42	334.87
<b>Total 65070 · Bank Charges</b>	<b>755.04</b>	<b>556.19</b>	<b>1,311.23</b>
8879 · Travel and Meals	1,405.38	2,092.74	3,498.12
<b>Total Expense</b>	<b>17,780.73</b>	<b>54,523.08</b>	<b>72,303.81</b>
<b>Net Ordinary Income</b>	<b>23,899.40</b>	<b>29,724.70</b>	<b>53,624.10</b>
<b>Net Income</b>	<b>23,899.40</b>	<b>29,724.70</b>	<b>53,624.10</b>

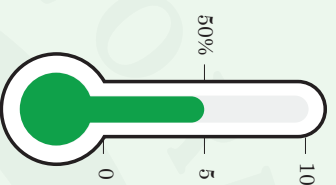
# STRATEGIC PLAN

## 2 Year Plan 2017 – 2019



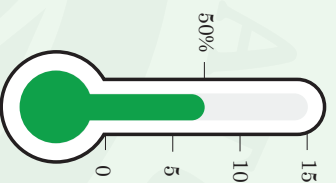
### Membership

- ✓ 30 full members (~1/2 of all naturopathic organizations with an association). (116%)
- ✓ 18 educational members. (100%)
- ✓ 75 total members / sponsors. (108%)



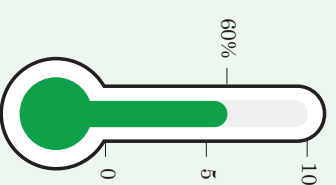
### Sponsorship and Donations

- \$20,000 in sponsorship / year.
- 10 Corporate Sponsors.



### Naturopathic Research

- At least 15 WNF articles in naturopathic journals internationally. (50%)
- Publish analysis of naturopathic research.
- Publish three WNF research papers.



### Professional Formation

- Assist at least 10 countries currently practicing naturopathy in establishing a national naturopathic organization. (60%)
- ✓ Provide the basic documentation to establish a professional naturopathic organization.

### Educational Standards

- ✓ Establish a forum for naturopathic educational institutions to share resources.
- ✓ Encourage international continuing education amongst naturopathic organizations.

### WHO Advancement

- ✓ Establish at least two regional WNF/WHO support groups.
- ✓ Work on at least two projects with the WHO. (100%)

### Publications

- Publish 2015 WNF survey results.
- Publish 2016 WNF survey results.
- ✓ Publish the White Papers on naturopathic philosophy, principles and theories.
- 1st phase of Professional Mapping Committee research published.

### Legend

- ✓ Green = done
- Orange = in progress

# Thank You to our Sponsors

## CORPORATE SPONSORS

### **Diamond**

Atrium Innovations Inc.

### **Silver**

VIVOBASE

### **Bronze**

Bio Lonreco

BioMedica Nutraceuticals Pty Ltd

## NON-PROFIT SPONSORS

### **Gold**

Complementary Medicines Australia (CMA)

### **Bronze**

Association of Accredited Naturopathic Medical Colleges (AANMC)

Foundations of Naturopathic Medicine (FMN)

Natural Doctors International (NDI)

Naturopathic Education and Research Consortium (NERC)

## PRIVATE SPONSORS

### **Gold**

Erika Brajnik

### **Bronze**

Jon Wardle, Kieran Cooley, Iva Lloyd, David Lescheid, Tina Hausser

# WNF Publications & Reports

WNF Response to the Astana Declaration (January 2019)

Global Naturopathic Regulation (October 2018)

WNF Education and Credentials (August 2018)

White Paper on Naturopathic Philosophies, Principles and Theories (September 2017)

Libro Blanco de Filosofías, Principios y Teorías Naturopáticas

Bela knjiga SNZ: Naturopatski filozofski nauk, načela in teorije

Defining the Global Naturopathic Profession (July 2017)

Definición de la profesión naturopática

WNF Strategic Plan 2019 & 2022 (July 2017)

2016 Naturopathic Numbers Report

Naturopathic Roots Book List (June 2018)

Naturopathic Roots Report (2016)

World Federation Report (June 2015)

WNF Update for WHO

Actualización de la WNF 2018

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# Notes





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