

Bios Updated Version

bios: Unlocking the Power of Personal and Professional Profiles

In today's digital age, the term **bios** has become ubiquitous across social media platforms, professional networks, websites, and marketing materials. A **bio**, short for biography, serves as a concise summary that highlights an individual's or organization's key attributes, achievements, and personality. Whether you're a freelancer seeking clients, a business owner promoting your brand, or a professional aiming to establish credibility, crafting an effective **bio** is essential for making a memorable impression.

This comprehensive guide explores the significance of **bios**, how to craft compelling ones, and strategies for optimizing them for better visibility and engagement. From personal branding to professional marketing, understanding the nuances of **bios** can significantly enhance your online presence and credibility.

Understanding the Importance of bios

The Role of a Bio in Personal Branding

A well-crafted **bio** is a powerful tool in establishing your personal brand. It conveys who you are, what you do, and what sets you apart from others. In an environment where first impressions are often made within seconds, your **bio** is your initial handshake.

Key functions of a personal **bio** include:

- Introducing yourself to new audiences
- Showcasing your expertise and skills
- Building trust and credibility
- Encouraging connections and collaborations

The Significance of a Bio in Professional Settings

For professionals, a compelling **bio** on platforms like LinkedIn, company websites, or conference profiles can open doors to new opportunities. It provides potential employers, clients, or partners with a snapshot of your background and capabilities.

Important benefits include:

- Attracting potential employers or clients
- Demonstrating thought leadership
- Enhancing your professional reputation
- Facilitating networking opportunities

Key Elements of an Effective Bio

Creating an impactful **bio** involves strategically including essential components that resonate with your target audience. Here are the key elements to consider:

1. Clear Introduction

Begin with your name and a brief description of who you are or your profession. Make it engaging and straightforward.

2. Unique Value Proposition

Highlight what makes you or your brand unique. Focus on your strengths, skills, or offerings that differentiate you from others.

3. Achievements and Credentials

Include notable accomplishments, certifications, or awards that establish authority and credibility.

4. Personal Touch

Add a touch of personality?hobbies, passions, or personal anecdotes?that humanizes your **bio** and makes it memorable.

5. Call to Action (CTA)

Encourage readers to take a specific action, such as visiting your website, connecting on social media, or contacting you.

6. Contact Information or Links

Provide essential contact details or links to your portfolio, social media profiles, or professional websites.

Tips for Writing an SEO-Optimized Bio

Optimizing your **bio** for search engines can significantly increase your visibility. Here are some practical tips:

1. Use Relevant Keywords

Identify keywords related to your profession, expertise, or niche, and naturally incorporate them into your **bio**. For example, "digital marketing specialist," "graphic designer," or "personal trainer."

2. Keep it Concise and Readable

While including keywords, ensure your **bio** remains engaging and easy to read. Avoid keyword stuffing.

3. Incorporate Location and Niche Terms

Adding geographic or niche-specific terms helps local or targeted searches find you more easily.

4. Use Proper Formatting

Break your **bio** into sections with headers or bullet points for clarity. Use keywords in headings where appropriate.

5. Include Links and Multimedia

Link to your website, portfolio, or social media profiles. Use multimedia elements like images or videos if platform allows.

Best Practices for Different Platforms

Different digital platforms have unique requirements and audience expectations for **bios**. Here's how to tailor your **bio** for various platforms:

LinkedIn

- Focus on professional achievements and skills
- Use industry-specific keywords
- Highlight your current role and career aspirations
- Keep it professional but personable

Instagram

- Be concise due to character limits
- Use emojis to showcase personality
- Include a CTA or hashtag
- Link to your website or portfolio in the bio link

Twitter

- Use brief, impactful language
- Incorporate relevant hashtags
- Mention collaborations or affiliations
- Include a link to your website or latest project

Personal Websites and Portfolios

- Provide detailed information about your services
- Showcase your work and testimonials
- Use SEO strategies to optimize page titles and descriptions

Examples of Effective Bios

Here are some examples demonstrating different styles and approaches:

- **Personal Branding:** "Jane Doe | Creative Writer & Content Strategist | Helping brands tell their stories | Portfolio: janedoe.com | Connect: @janedoe"
- **Professional Profile:** "John Smith | Senior Software Engineer at TechCorp | Expert in Java & Python | 10+ years of experience | Contact: [\[email protected\]](#)"
- **Entrepreneur Profile:** "EcoLiving | Sustainable Product Designer | Passionate about eco-friendly living | Shop our collection at ecoliving.com | Follow us for tips & updates"

Common Mistakes to Avoid When Writing Bios

To ensure your **bios** are impactful, steer clear of these pitfalls:

- Being too vague or generic
- Overloading with jargon or technical terms
- Including irrelevant personal details
- Making the bio too long or too short

- Neglecting to update regularly
- Ignoring SEO best practices

Conclusion

A compelling **bio** is a vital component of your online identity. Whether you're crafting a personal **bio** for social media or a professional profile for networking and marketing, investing time and effort into its development can yield significant benefits. By understanding the core elements, tailoring your message to your audience, and optimizing for search engines, you can create **bios** that open doors, foster connections, and elevate your personal or brand presence.

Remember, your **bio** is more than just a summary; it's a reflection of who you are and what you stand for. Make it count!

Bios

In the digital age, where personal branding and online presence are paramount, the term bios has become ubiquitous across social media platforms, professional networks, and personal websites. But what exactly are bios, and why do they matter? This article delves deeply into the concept of bios, exploring their significance, various types, best practices, and how to craft compelling ones that truly represent you.

Understanding Bios: The Digital Personal Statement

A bio, short for biography, is a succinct summary that encapsulates who you are, what you do, and what makes you unique. It's your digital handshake, your elevator pitch, and often the first impression you make in online spaces. Whether on Instagram, LinkedIn, Twitter, or personal blogs, bios serve as a window into your personality, profession, or brand.

Why Bios Matter

- **First Impressions:** In the crowded digital landscape, a well-crafted bio immediately communicates your identity.
- **Brand Building:** For entrepreneurs and creators, bios help establish and reinforce personal or business brands.
- **Networking:** A compelling bio can attract the right opportunities, collaborations, or followers.
- **Searchability:** Optimized bios with relevant keywords enhance discoverability in search results.

Types of Bios: Different Contexts, Different Approaches

Bios are versatile and tailored to fit different platforms and objectives. Understanding the nuances of each type ensures your bio resonates with its intended audience.

Professional Bios

Designed for platforms like LinkedIn, company websites, or industry conferences, professional bios emphasize career achievements, skills, and expertise.

Key Features:

- Career history and accomplishments
- Educational background
- Industry-specific skills
- Notable projects or awards
- Professional values or mission statement

Example:

"Jane Doe is a seasoned marketing strategist with over a decade of experience in digital advertising. She specializes in brand development, content marketing, and data-driven campaigns. Jane has worked with Fortune 500 companies to enhance their online presence and is passionate about innovative storytelling."

Personal Bios

More casual and personality-driven, personal bios are common on social media platforms like Instagram, TikTok, or personal blogs. They aim to showcase individuality and interests.

Key Features:

- Hobbies and passions
- Personal values
- Quirky facts or humor
- Lifestyle details

Example:

"Coffee lover ? | Wanderlust traveler ? | Cat mom ? | Sharing life's little adventures one photo at a time."

Creative or Brand Bios

Used by artists, influencers, or entrepreneurs, these bios are crafted to reflect creativity and brand voice.

Key Features:

- Unique tone or style
- Brand mission or vision
- Call-to-action (e.g., "Shop now," "Join the newsletter")
- Visual elements or emojis

Example:

"Designing dreams into reality ? | Handmade jewelry that tells a story | Shop the collection below ?" _

Essential Elements of an Effective Bio

Crafting a compelling bio involves balancing clarity, personality, and strategic keywords. Here are the core components every impactful bio should include:

1. Clear Identity

State who you are upfront. This could be your name, profession, or brand name.

2. Unique Value Proposition

What makes you or your brand special? Highlight your skills, passions, or unique traits.

3. Keywords and SEO

Incorporate relevant keywords for discoverability, especially on platforms like LinkedIn or Twitter.

4. Personal Touch

Add a dash of personality? humor, emojis, or personal interests?to make your bio memorable.

5. Call-to-Action (CTA)

Encourage engagement?link to your website, invite followers to connect, or promote a product.

6. Contact Information (if applicable)

Include contact details or links to other platforms for networking opportunities.

Best Practices for Writing Engaging Bios

Creating a standout bio is both an art and a science. Here are expert tips to elevate your bio game:

1. Be Concise but Informative

Aim for brevity without sacrificing essential details. On platforms like Twitter, you have limited characters, so every word counts.

2. Use a Consistent Tone and Voice

Match your bio's style to your personality or brand identity to maintain authenticity.

3. Incorporate Visual Elements

Emojis, line breaks, and formatting help make bios visually appealing and easy to scan.

4. Update Regularly

Reflect changes in your career, interests, or achievements to keep your bio current.

5. Personalize for the Platform

What works on LinkedIn might differ from Instagram. Tailor your bio's tone and content accordingly.

6. Highlight Achievements or Credentials

Including awards, certifications, or notable projects adds credibility.

Examples of Effective Bios Across Platforms

To illustrate best practices, here are sample bios for different contexts:

LinkedIn (Professional):

"Digital Marketing Manager | 10+ Years in SEO & Content Strategy | Helping brands grow online | Certified Google Analytics & AdWords Professional | Open to networking and collaborations."

Instagram (Personal/Creative):

"Photographer ? | Traveler ?? | Foodie ? | Sharing my adventures one shot at a time | DM for collaborations."

Twitter (Concise & Witty):

"Tech enthusiast | Coffee addict ? | Tweets about gadgets, startups, and life | Opinions are my own."

Common Mistakes to Avoid in Bios

Even seasoned creators can slip up. Here are pitfalls to watch out for:

- Being Too Vague: Avoid generic statements like "Just living life." Be specific.
- Overloading with Information: Too much clutter makes it hard to digest.
- Ignoring Platform Norms: Match your tone and content to the platform's expectations.
- Neglecting Updates: An outdated bio can mislead visitors.
- Lack of a Call-to-Action: Don't miss opportunities to direct visitors elsewhere.

Tools and Resources for Crafting the Perfect Bio

Several tools can help you optimize and craft engaging bios:

- Bio Generators: Websites like About.me or Canva provide templates.
- Keyword Tools: Use Google Keyword Planner or Ubersuggest to find relevant keywords.
- Emoji Libraries: Emojipedia offers a wide range of emojis to add personality.
- Analytics: Monitor engagement to refine your bio over time.

Conclusion: Mastering the Art of Bios

In the interconnected digital ecosystem, your bio is more than just a snippet—it's a strategic asset that encapsulates your identity, values, and purpose. Whether you're a professional seeking career opportunities, an artist showcasing your work, or an influencer building your brand, a well-crafted bio can open doors and forge meaningful connections.

Remember, the key to an effective bio lies in authenticity, clarity, and adaptability. Regularly revisit and refine your bio to reflect your evolving journey. Embrace creativity, leverage tools, and stay authentic to leave a lasting impression that resonates across your online presence.

By mastering the art of bios, you not only elevate your personal brand but also position yourself for greater opportunities in the dynamic digital world.

Question What is a bio and why is it important? A bio, short for biography, is a concise summary of a person's life, achievements, and background. It helps others quickly understand who you are, especially in professional or social contexts. **Answer** How can I write an engaging social media bio? To write an engaging social media bio, highlight your unique qualities, include relevant keywords, and add a touch of personality. Keep it concise, clear, and aligned with your personal or brand identity. What are some common mistakes to avoid in a professional bio? Common mistakes include being too vague, using jargon, including outdated information, and writing a bio that's too long or lacks focus. Make sure your bio is accurate, relevant, and easy to read. How do I customize my bio for different platforms? Tailor your bio to suit each platform's style and audience. For example, professional platforms like LinkedIn require a detailed and formal bio, while Instagram bios can be more casual and creative. What should I include in a personal bio for a website or portfolio? Include your name, professional title, key skills or specialties, notable achievements, and contact information. You can also add a personal touch or a brief statement about your passions. Are there any tools to help me create a compelling bio? Yes, tools like Canva, Bio.fm, and Linktree offer templates and customization options to craft professional and visually appealing bios for various platforms. How often should I update my bio? Update your bio whenever you experience significant changes, such as new achievements, job changes, or personal milestones. Regular updates ensure your bio remains current and relevant.

Related keywords: biography, profile, about me, personal info, professional background, CV, resume, profile picture, about, career history

BIOS PASSWORD HACKING

bios password hacking is a topic that often sparks curiosity and concern among computer users, especially those interested in cybersecurity, ethical hacking, or simply understanding how to recover access to locked systems. BIOS (Basic Input Output System) passwords are designed to provide an additional layer of security at the hardware level, preventing unauthorized access to the system's firmware settings. However, like any security measure, they are not infallible. This article explores the concept of BIOS password hacking, methods used by both malicious actors and ethical hackers, the risks involved, and ways to protect your system from unauthorized access.

Understanding BIOS Passwords

What Is BIOS?

The BIOS is firmware embedded on the motherboard that initializes hardware components during the boot process before handing control over to the operating system. It manages hardware settings, system time, boot order, and security features like BIOS passwords.

Purpose of BIOS Passwords

BIOS passwords serve as a security barrier to prevent unauthorized users from:

- Changing BIOS settings
- Booting the system without permission
- Accessing sensitive hardware configurations

They are especially useful in corporate environments or public computers to prevent tampering.

Types of BIOS Passwords

Understanding the different BIOS password types can help clarify hacking techniques:

Supervisor (Administrator) Password

- Grants access to modify BIOS settings.
- Protects configuration options like boot sequence and hardware settings.

User Password

- Required to boot the operating system.
- Prevents unauthorized users from starting the computer.

Methods Used in BIOS Password Hacking

1. Resetting BIOS Password via Hardware Jumper

Most motherboards include jumper pins that can reset BIOS settings:

- Locate the jumper labeled "CLR_CMOS" or similar on the motherboard.
- Turn off the computer and unplug it from power source.
- Move the jumper from the default position to the reset position for a few seconds.
- Return the jumper to its original position and power on the system.

This method often clears the BIOS password, restoring default settings.

2. Removing the CMOS Battery

The CMOS battery powers the BIOS memory:

- Turn off the computer and disconnect all cables.
- Open the computer case and locate the CMOS battery (a coin-cell battery).
- Carefully remove the battery and wait for 5-15 minutes.
- Reinsert the battery, close the case, and power on the system.

This process clears BIOS settings, including passwords.

3. Using Default or Backdoor Passwords

Some BIOS manufacturers include default passwords or backdoor passwords that can bypass security:

- Common default passwords include "admin," "password," or specific manufacturer codes.
- Backdoor passwords are often found in online databases and forums.

4. Using BIOS Password Hacking Tools

Various software tools can attempt to recover or reset BIOS passwords:

- **CMOS De-Animator**: A tool that can reset BIOS passwords by modifying CMOS memory.
- **Hiren's BootCD**: Contains utilities to reset or remove BIOS passwords.
- **MBR (Master Boot Record) hacking techniques**: Advanced methods involving boot sector modifications.

Note: Using these tools requires technical expertise and may carry legal and ethical implications.

Legal and Ethical Considerations

Attempting to hack BIOS passwords without authorization is illegal and unethical. The techniques outlined should only be used on systems you own or have explicit permission to test. Unauthorized access to computer systems violates laws such as the Computer Fraud and Abuse Act (CFAA) and can result in severe penalties.

Ethical hacking involves obtaining proper authorization and using knowledge to improve security, not exploit vulnerabilities maliciously.

Risks Associated with BIOS Password Hacking

Engaging in BIOS password hacking can carry risks:

- **Hardware Damage:** Improper handling of hardware components or jumper settings can damage the motherboard.
- **Data Loss:** Resetting BIOS settings may delete configuration data or affect system stability.
- **Legal Consequences:** Unauthorized hacking is illegal in many jurisdictions.
- **Voiding Warranties:** Tampering with hardware may void manufacturer warranties.

Protecting Your BIOS from Unauthorized Access

1. Enable Strong BIOS Passwords

Use complex, unique passwords that are difficult to guess. Avoid common defaults.

2. Disable BIOS Passwords When Not Needed

If security is less critical, disable BIOS passwords to prevent hardware reset exploits.

3. Physical Security Measures

- Keep hardware in secure, access-controlled environments.
- Use chassis locks to prevent physical tampering.

4. BIOS Security Features

Some modern motherboards offer additional security options:

- Secure Boot

- TPM (Trusted Platform Module)
- Firmware update protections

5. Regular Firmware Updates

Manufacturers often release updates that patch vulnerabilities, including security flaws that could be exploited in BIOS hacking.

Conclusion

BIOS password hacking encompasses a range of techniques, from hardware resets to software tools, all aimed at bypassing firmware security measures. While understanding these methods can be valuable for system recovery and security testing, it is crucial to approach this knowledge ethically and responsibly. Protecting BIOS passwords through strong security practices and physical safeguards is essential in maintaining system integrity. As technology advances, BIOS security features continue to improve, making unauthorized access increasingly difficult. Staying informed and cautious ensures your systems remain secure against potential threats.

Remember: Always operate within the boundaries of the law and obtain proper authorization before attempting any form of hacking or password recovery.

Bios password hacking remains one of the intriguing facets of computer security, blending technical skill with a nuanced understanding of hardware and firmware. While often overshadowed by more prominent hacking techniques targeting operating systems or network vulnerabilities, BIOS password hacking offers both a unique challenge and a potential gateway to deeper system access. This guide aims to provide a comprehensive overview of what BIOS passwords are, why they matter, and the methods—both ethical and malicious—that can be employed to bypass or reset them.

Understanding BIOS Passwords: The Foundation of Firmware Security

What Is a BIOS Password?

The Basic Input/Output System (BIOS) is firmware embedded on a motherboard that initializes hardware during the boot process before handing control over to the operating system. A BIOS password is a security feature set by users or administrators to restrict unauthorized access to BIOS settings or prevent unauthorized booting of the operating system.

Types of BIOS passwords include:

- Setup Password: Prevents access to BIOS settings, effectively locking configuration options.

- Power-On Password: Requires a password before the system boots, acting as a gatekeeper for system startup.
- Hard Drive Password: Locks the storage device itself, designed to prevent data access even if the drive is removed.

Why BIOS Passwords Are Important

BIOS passwords serve as a first line of defense against unauthorized access, especially in environments such as corporate offices, schools, or shared computers. They protect sensitive configuration data, prevent booting from external media, and safeguard the entire system at a hardware level.

However, this security measure isn't invulnerable. Determined attackers or experienced hackers with physical access might attempt to bypass or reset BIOS passwords to gain control over the device, access encrypted data, or disable security features.

Ethical Considerations and Legal Boundaries

Before delving into methods and techniques related to bios password hacking, it's critical to emphasize the importance of ethical behavior. Accessing or attempting to bypass BIOS passwords on computers that you do not own or do not have explicit permission to modify is illegal and unethical. This guide is intended solely for educational purposes, such as recovering your own system or understanding how these security measures can be compromised.

Methods for Bypassing or Resetting BIOS Passwords

- Hardware-Based Reset Techniques

Hardware resets are often the most straightforward methods for removing BIOS passwords, especially when software-based methods are ineffective.

a. Clearing CMOS/BIOS Memory

Most motherboards store BIOS settings—including passwords—in CMOS memory, which is powered by a small coin-cell battery.

Steps:

- Turn off the computer and unplug it from the power source.

- Open the case to access the motherboard.
- Locate the CMOS battery (a small round coin cell, typically CR2032).
- Remove the CMOS battery carefully.
- Wait for 5-10 minutes to ensure CMOS memory is cleared.
- Reinsert the CMOS battery.
- Power on the system and check if the BIOS password has been reset.

b. Using BIOS Reset Jumpers

Motherboards often have a jumper specifically for resetting BIOS settings.

Steps:

- Consult the motherboard manual to locate the CMOS reset jumper (often labeled as CLR_CMOS, CLEAR, or JBAT).
- Move the jumper from its default position to the reset position for a few seconds.
- Return it to its original position.
- Power on the system to verify if the password has been cleared.

c. Shorting BIOS Chip Pins

In some cases, physically shorting specific pins on the BIOS chip itself can reset passwords, although this requires advanced hardware skills and is more invasive.

- Software-Based Methods

Software methods are generally less effective against BIOS passwords because these are stored at a firmware level, but certain approaches can sometimes bypass or reset them.

a. Using Manufacturer-Specific Utilities

Some motherboard or laptop manufacturers provide BIOS reset or password removal utilities. Check the device documentation or manufacturer's support site for such tools.

b. BIOS Firmware Flasher

In some cases, reflashing the BIOS firmware using specialized tools can reset BIOS passwords.

- Download the latest BIOS firmware from the manufacturer.
- Use manufacturer-approved flashing tools to rewrite the BIOS.
- This process overwrites existing settings, including passwords.

Caution: Incorrect flashing can brick the motherboard, rendering the system inoperable. Always follow manufacturer instructions carefully.

- Exploiting Known Vulnerabilities and Backdoors

Certain BIOS implementations contain backdoors or default passwords, especially on older or OEM systems.

a. Default or Backdoor Passwords

Some BIOS manufacturers embed default passwords that can be used to access BIOS settings.

- Check online databases of default BIOS passwords for specific motherboard or laptop models.
- Use these to gain access if the BIOS password is set to a default.

b. BIOS Backdoor Codes

Some systems have hardcoded backdoor passwords that can be used to bypass security prompts.

- Not always documented publicly; sometimes discovered through reverse engineering.
- Physical Removal and Reprogramming

For advanced users and professionals, physically removing and reprogramming the BIOS chip can effectively bypass password restrictions.

a. Removing the BIOS Chip

- Desolder the BIOS chip from the motherboard.
- Use a specialized programmer device to read and rewrite the chip.
- Reset the password by rewriting the firmware with a clean image.

b. Replacing the BIOS Chip

- Swap out the BIOS chip with a blank or unconfigured one.
- Reprogram the new chip with default firmware.

Note: This approach is complex, requires specialized hardware, and is generally reserved for hardware repair professionals.

Preventative Measures and Best Practices

While understanding bios password hacking methods is educational, it's crucial to highlight best practices for system security.

- Set strong, unique BIOS passwords to prevent casual access.
- Keep firmware updated to patch known vulnerabilities.
- Disable BIOS passwords if they are unnecessary, especially on personal devices.
- Secure physical access to systems to prevent hardware tampering.
- Use encryption solutions for sensitive data stored on drives.

Conclusion: The Balance Between Security and Accessibility

Bios password hacking demonstrates the importance of layered security. While BIOS passwords can prevent unauthorized access at a hardware level, they are not infallible. Knowledge of hardware resets, firmware vulnerabilities, and physical tampering techniques reveals both potential vulnerabilities and the importance of physical security measures.

For system administrators, cybersecurity professionals, and tech enthusiasts, understanding how BIOS passwords can be bypassed is essential for designing more secure systems, developing recovery procedures, and appreciating the importance of combining hardware security with other measures like disk encryption and user authentication.

Always remember: ethical hacking and system recovery should prioritize consent and legality. Use this knowledge responsibly to enhance security, recover your systems, or educate others about hardware security best practices.

QuestionAnswer What is BIOS password hacking and why do people attempt it? BIOS password hacking involves bypassing or removing a password set in the computer's BIOS to gain access to the system or change hardware settings. People attempt it to access protected data, reset forgotten passwords, or bypass security restrictions without authorization. Is BIOS password hacking illegal?

Yes, hacking into BIOS passwords without permission is generally illegal as it involves unauthorized access to computer systems, which can violate laws related to cybersecurity and privacy. What are common methods used to hack or bypass BIOS passwords? Common methods include resetting the CMOS battery, using motherboard jumpers, exploiting manufacturer backdoors, or using specialized software tools designed to retrieve or reset BIOS passwords. Can BIOS password hacking be prevented? Yes, you can prevent unauthorized BIOS access by setting strong, unique passwords, disabling BIOS password prompts when not needed, and securing physical access to the hardware to prevent tampering. What are the risks associated with BIOS password hacking? Risks include potential hardware damage when attempting physical reset methods, voiding warranties, data loss, and the possibility of legal consequences if done without authorization. Are there legitimate reasons to attempt BIOS password recovery? Yes, legitimate reasons include recovering access to your own system when you forget the BIOS password or resetting BIOS settings for troubleshooting purposes, always ensuring proper authorization. Is hacking BIOS passwords a skill that can be learned easily? Learning to bypass BIOS passwords requires technical knowledge of hardware and firmware, and while some techniques are accessible to advanced users, misuse or unauthorized attempts can be illegal and risky.

Related keywords: bios password bypass, bios password reset, bios password removal, bios unlocking, bios security hacking, bios password recovery, firmware password hack, motherboard password bypass, bios password crack, system BIOS hacking

Read the full article online: [Bios password hacking](#)