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Filing date: **10/08/2015**

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE  
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

Proceeding	92060449
Party	Plaintiff Advanced California Innovative Institute, Inc.
Correspondence Address	AUDREY L KHOO CHANG & COTE LLP 19138 E WALNUT DR N , STE 100 ROWLAND HEIGHTS, CA 91748 UNITED STATES akhoo@changcote.com
Submission	Motion for Summary Judgment
Filer's Name	Audrey L. Khoo
Filer's e-mail	akhoo@changcote.com
Signature	/Audrey L. Khoo/
Date	10/08/2015
Attachments	Compendium of Exhibits, Exh 1-10.pdf(5519076 bytes ) Compendium of Exhibits, Exh 11-13.pdf(3547885 bytes ) Compendium of Exhibits, Exh 14-15.pdf(5350073 bytes ) Compendium of Exhibits, Exh 16-18.pdf(3128901 bytes ) Compendium of Exhibits, Exh 19.pdf(5639804 bytes ) Compendium of Exhibits, Exh 25-26.pdf(3817354 bytes ) Compendium of Exhibits, Exh 20-21.pdf(4976821 bytes ) Compendium of Exhibits, Exh 22-24.pdf(1275179 bytes )



**IN THE UNITED STATES PATENT AND TRADEMARK OFFICE  
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD**

ADVANCED CALIFORNIA INNOVATIVE  
INSTITUTE, INC.,

*Petitioner,*

vs.

AMERICAN CAMBRIDGE INSTITUTE,

*Respondent.*

Cancellation No.: 92060449

Mark: ACI INSTITUTE  
Registration No.: 4,186,057  
Registration Date: August 7, 2012

Mark: 南加州學院  
Registration No.: 4,183,328  
Registration Date: July 31, 2012

**COMPENDIUM OF EXHIBITS**

**IN SUPPORT OF PETITIONER'S MOTION FOR SUMMARY JUDGMENT**



## **EXHIBIT 1**



1411647

ENDORSED  
FILED

in the office of the Secretary of State  
of the State of California

JUL 2 1987

MARCH FONG EU, Secretary of State

ARTICLES OF INCORPORATION  
OF  
SCI INSTITUTE

I

The name of this corporation is: SCI INSTITUTE.

II

The purpose of this corporation is to engage in any lawful act or activity for which a corporation may be organized under the General Corporation Law of California other than the banking business, the trust company business or the practice of a profession permitted to be incorporated by the California Corporation Code.

III

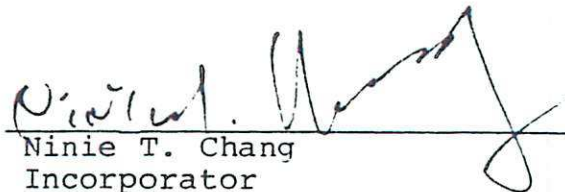
The name and address in the State of California of this corporation's initial agent for service of process is:

Mr. Steven Chang  
220 W. Norwood Ave., #E  
San Gabriel, CA 91776

IV

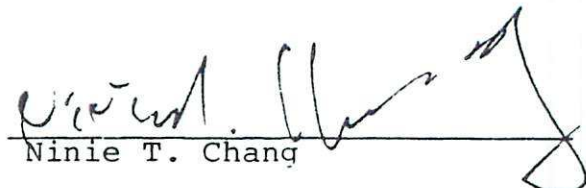
This corporation is authorized to issue only one class of shares of stock; and the total number of shares which this corporation is authorized to issue is one million (1,000,000) shares.

Dated: July 1, 1987

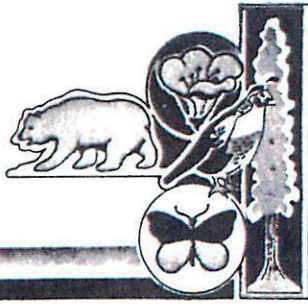
  
Ninie T. Chang  
Incorporator

I hereby declare that I am the person who executed the foregoing Articles of Incorporation, which execution is my act and deed.

Dated: July 1, 1987

  
Ninie T. Chang





# State of California

OFFICE OF THE SECRETARY OF STATE

## CORPORATION DIVISION

I, *MARCH FONG EU*, Secretary of State of the State of California, hereby certify:

That the annexed transcript has been compared with the corporate record on file in this office, of which it purports to be a copy, and that same is full, true and correct.

IN WITNESS WHEREOF, I execute  
this certificate and affix the Great  
Seal of the State of California this

JUL 7 1987



*March Fong Eu*

Secretary of State



## **EXHIBIT 2**



**SCI** INSTITUTE

南加州學院

**Andrew Kou**  
Director

主任  
郭培鈞

14706 S. Pioneer Blvd.,  
Norwalk, CA 90650

(213) 929-1697  
(213) 929-3562  
(213) 929-8727



## **EXHIBIT 3**



• 喜瑞都 • CERRITOS • 喜瑞都 • CERRITOS •

# 100% 成功率

## ● SAT 高分保證班 ●

進入美國一流大學的金匙，獨家課程設計，免費 SAT 測驗及結果分析。六週投資，終身的學術回收。

## ● 大都會實況英語會話班 ●

特設「媽媽英語教室」、美籍老師、專家輔導，縮短您由初級會話進入中、高級 Free Talking 的時間。

## ● 暑期英數榮譽班 ●

專為升7—9年級學生而設程度分班，密集英數課程，效果保證。



南加州學院  
SCI INSTITUTE

另增 ALHAMBRA • HACIENDA HTS • MONTEBELLO 教室

特設升學輔導中心 • 免費諮詢服務

**師資最優 • 教材最豐 • 教材最新 • 口碑最佳**

地址：14706 S. PIONEER BLVD., NORWALK, CA 90650

(150個停車位 • 近頂好超級市場)

電話：(213) 9291697 • (213) 9298727 • (213) 9293562



喜瑞都·阿罕布拉

## SAT 高分保證班

(銘謝爆滿，  
本週六再開新班)

口碑最佳  
教材最豐  
師資最優

## 英數 課後輔導班


(3~9年級)  
(數千分數學、英文  
文法、寫作、  
字彙教材)

## 托福 高分保證班

## GRE 高分保證班

(全套台北來欣  
留學中心全真  
考題與教材)

- 您想讓您的孩子在學校都拿全A嗎？
- 您想讓他(她)們SAT考高分，將來進入一流的大學嗎？
- 您想在最短的時間將托福或GRE成績提高嗎？
- 您想要進一步了解美國大學申請的竅門嗎？



**南加州學院**  
**SCI INSTITUTE**

特設升學輔導中心·  
免費諮詢服務

CERRITOS 校本部：電話(213) 9298727, 9291697  
14706S. PIONEER BLVD. NORWALK, CA90650  
(150個停車位，近頂好)

ALHAMBRA 校本部：電話(818) 3008352,  
3008353, 3008354, 3000069

1216S. GARFIELD AVE. # 205 ALHAMBRA  
(增設全新教室，華聲戲院旁)

FOUNTAIN VALLEY 新班：  
電話(213) 9293562



## **EXHIBIT 4**

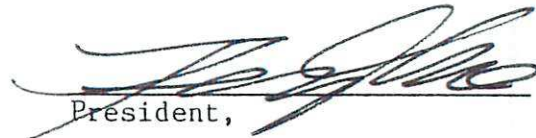


## CERTIFICATE OF DISSOLUTION

NOV 9 1990

Pei-Jun Kuo and Chung-Cheng Liu certified that:  
MARCH FONG EU, Secretary of State

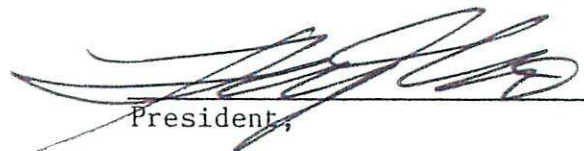
1. They constitute a majority of the directors now in office of  
SCI Institute, a California corporation.
2. The corporation has been completely wound up.
3. The corporation's known debts and liabilities have been adequately provided for by their assumption by (name) ACI Institute  
(address) 5654 N. Rosemead Blvd. Temple City, CA
4. The corporation's known assets have been distributed to the persons entitled thereto.
5. The corporation is dissolved.

  
President,  
Secretary,

The undersigned declare under penalty of perjury that the matters set forth in the foregoing certificate are true of their own knowledge.

Executed at 10-24-90

on 5654 N. Rosemead Blvd. Temple City, CA.

  
President,  
Secretary,



## **EXHIBIT 5**



STANDARD OFFICE LEASE-NET  
AMERICAN INDUSTRIAL REAL ESTATE ASSOCIATION



Los Angeles, California

1. Basic Lease Provisions ("Basic Lease Provisions")

1.1 Parties: This Lease, dated, for reference purposes only, October 16, 1987, is made by and between Boyino International, Inc. (herein called "Lessor") and Chung Cheng Liu and Andrew Kuo doing business under the name of A. C. I. Institute, Inc. (herein called "Lessee").

1.2 Premises: Suite Number(s) 205, 2nd floor, consisting of approximately 610 square feet, more or less, as defined in paragraph 2 and as shown on Exhibit "A" hereto (the "Premises").

1.3 Building: Commonly described as being located at 1216 S. Garfield Avenue in the City of Alhambra

County of Los Angeles, State of California, as more particularly described in Exhibit \_\_\_\_\_ hereto, and as defined in paragraph 2.

1.4 Use: Office for educational service, subject to paragraph 6.

1.5 Term: 2 years plus 2 years option commencing November 1, 1987 ("Commencement Date") and ending October 31, 1989 plus 2 years option, as defined in paragraph 3.

1.6 Base Rent: Six Hundred Fifty dollars (\$650.00) per month, payable on the 1st day of each month, per paragraph 4.1. Lessor allows free rent period until October 31, 1987; therefore payment of rent commence on November 1, 1987

1.7 Base Rent Increase: On the expiration of each 12-months period the monthly Base Rent payable under paragraph 1.6 above shall be adjusted as provided in paragraph 4.3 below.

1.8 Rent Paid Upon Execution: \$650.00 plus \$112.00 operating expenses for November, 1987 for one month's rent in advance

1.9 Security Deposit: \$650.00 to be paid upon execution of this lease

1.10 Lessee's Share of Operating Expenses: 11 % as defined in paragraph 4.2.

2. Premises, Parking and Common Areas.

2.1 Premises: The Premises are a portion of a building, herein sometimes referred to as the "Building" identified in paragraph 1.3 of the Basic Lease Provisions. "Building" shall include adjacent parking structures used in connection therewith. The Premises, the Building, the Common Areas, the land upon which the same are located, along with all other buildings and improvements thereon or thereunder, are herein collectively referred to as the "Office Building Project." Lessor hereby leases to Lessee and Lessee leases from Lessor for the term, at the rental, and upon all of the conditions set forth herein, the real property referred to in the Basic Lease Provisions, paragraph 1.2, as the "Premises," including rights to the Common Areas as hereinafter specified.

2.2 Vehicle Parking: So long as Lessee is not in default, and subject to the rules and regulations attached hereto, and as established by Lessor from time to time, Lessee shall be entitled to 2 parking spaces in the Office Building Project at the monthly rate applicable from the date of the monthly parking as set by Lessor and/or its licensee. see exhibit 2.2

2.2.1 If Lessee commits, permits or allows any of the prohibited activities described in the Lease or the rules then in effect, then Lessor shall have the right, without notice, in addition to such other rights and remedies that it may have, to remove or tow away the vehicle involved and charge the cost to Lessee, which cost shall be immediately payable upon demand by Lessor.

2.2.2 The monthly parking rate per parking space will be free per month at the commencement of the term of this Lease, and is subject to change upon five (5) days prior written notice to Lessee. Monthly parking fees shall be payable one month in advance prior to the first day of each calendar month.

2.3 Common Areas-Definition. The term "Common Areas" is defined as all areas and facilities outside the Premises and within the exterior boundary line of the Office Building Project that are provided and designated by the Lessor from time to time for the general non-exclusive use of Lessor, Lessee and of other lessees of the Office Building Project and their respective employees, suppliers, shippers, customers and invitees, including but not limited to common entrances, lobbies, corridors, stairways and stairwells, public restrooms, elevators, escalators, parking areas to the extent not otherwise prohibited by this Lease, loading and unloading areas, trash areas, roadways, sidewalks, walkways, parkways, ramps, driveways, landscaped areas and decorative walls.

2.4 Common Areas-Rules and Regulations. Lessee agrees to abide by and conform to the rules and regulations attached hereto as Exhibit B with respect to the Office Building Project and Common Areas, and to cause its employees, suppliers, shippers, customers, and invitees to so abide and conform. Lessor or such other person(s) as Lessor may appoint shall have the exclusive control and management of the Common Areas and shall have the right, from time to time, to modify, amend and enforce said rules and regulations. Lessor shall not be responsible to Lessee for the non-compliance with said rules and regulations by other lessees, their agents, employees and invitees of the Office Building Project.

2.5 Common Areas-Changes. Lessor shall have the right, in Lessor's sole discretion, from time to time:

(a) To make changes to the Building interior and exterior and Common Areas, including, without limitation, changes in the location, size, shape, number, and appearance thereof, including but not limited to the lobbies, windows, stairways, air shafts, elevators, escalators, restrooms, driveways, entrances, parking spaces, parking areas, loading and unloading areas, ingress, egress, direction of traffic, decorative walls, landscaped areas and walkways; provided, however, Lessor shall at all times provide the parking facilities required by applicable law;

(b) To close temporarily any of the Common Areas for maintenance purposes so long as reasonable access to the Premises remains available;

(c) To designate other land and improvements outside the boundaries of the Office Building Project to be a part of the Common Areas, provided that such other land and improvements have a reasonable and functional relationship to the Office Building Project;

(d) To add additional buildings and improvements to the Common Areas;

(e) To use the Common Areas while engaged in making additional improvements, repairs or alterations to the Office Building Project, or any portion thereof;

(f) To do and perform such other acts and make such other changes in, to or with respect to the Common Areas and Office Building Project as Lessor may, in the exercise of sound business judgment deem to be appropriate.

3. Term.

3.1 Term. The term and Commencement Date of this Lease shall be as specified in paragraph 1.5 of the Basic Lease Provisions.

3.2 Delay in Possession. Notwithstanding said Commencement Date, if for any reason Lessor cannot deliver possession of the Premises to Lessee on said date and subject to paragraph 3.2.2, Lessor shall not be subject to any liability therefor, nor shall such failure affect the validity of this Lease or the obligations of Lessee hereunder or extend the term hereof; but in such case, Lessee shall not be obligated to pay rent or perform any other obligation of Lessee under the terms of this Lease, except as may be otherwise provided in this Lease, until possession of the Premises is tendered to Lessee, as hereinafter defined; provided, however, that if Lessor shall not have delivered possession of the Premises within sixty (60) days following said Commencement Date, as the same may be extended under the terms of a Work Letter executed by Lessor and Lessee, Lessee may, at Lessee's option, by notice in writing to Lessor within ten (10) days thereafter, cancel this Lease, in which event the parties shall be discharged from all obligations hereunder; provided, however, that, as to Lessee's obligations, Lessee first reimburses Lessor for all costs incurred for Non-Standard Improvements and, as to Lessor's obligations, Lessor shall return any money previously deposited by Lessee (less any offsets due Lessor for Non-Standard Improvements); and provided further, that if such written notice by Lessee is not received by Lessor within said ten (10) day period, Lessee's right to cancel this Lease hereunder shall terminate and be of no further force or effect.

Initials: ALC



47. Multiple Parties. If more than one person or entity is named as either Lessor or Lessee herein, except as otherwise expressly provided herein, the obligations of the Lessor or Lessee herein shall be the joint and several responsibility of all persons or entities named herein as such Lessor or Lessee, respectively.

~~48. Work Letter. This lease is supplemented by the certain Work Letter attached hereto, executed by Lessor and Lessee, attached hereto as Exhibit C and incorporated herein by this reference.~~

49. Attachments. Attached hereto are the following documents which constitute a part of this Lease:

2.2 Vehicle Parking: Lessee shall be entitled and limited to the use of two (2) parking spaces only; which spaces shall be designated and marked by Lessor at lessor's option. (Parking spaces #12 & #13 as per exhibit A) Lessee, Lessee's employees, agents, customers shall not park any of their cars in spaces exclusively reserved to other tenants.

39.5 Option to extend term of lease - Lessee shall have one option to extend the terms of this lease and shall be on the same terms and conditions of this as it exists at the time the option is exercised, except that the rental payment shall be increased and governed by the provisions of section 4. Lessee shall give written notice of exercise of option not less than ninety (90) days prior to the termination of the original lease. Time is of the essence and the period within which the option may be exercised shall not be extended or enlarged.

LESSOR AND LESSEE HAVE CAREFULLY READ AND REVIEWED THIS LEASE AND EACH TERM AND PROVISION CONTAINED HEREIN AND, BY EXECUTION OF THIS LEASE, SHOW THEIR INFORMED AND VOLUNTARY CONSENT THERETO. THE PARTIES HEREBY AGREE THAT, AT THE TIME THIS LEASE IS EXECUTED, THE TERMS OF THIS LEASE ARE COMMERCIALY REASONABLE AND EFFECTUATE THE INTENT AND PURPOSE OF LESSOR AND LESSEE WITH RESPECT TO THE PREMISES.

IF THIS LEASE HAS BEEN FILLED IN IT HAS BEEN PREPARED FOR SUBMISSION TO YOUR ATTORNEY FOR HIS APPROVAL. NO REPRESENTATION OR RECOMMENDATION IS MADE BY THE AMERICAN INDUSTRIAL REAL ESTATE ASSOCIATION OR BY THE REAL ESTATE BROKER OR ITS AGENTS OR EMPLOYEES AS TO THE LEGAL SUFFICIENCY, LEGAL EFFECT, OR TAX CONSEQUENCES OF THIS LEASE OR THE TRANSACTION RELATING THERETO; THE PARTIES SHALL RELY SOLELY UPON THE ADVICE OF THEIR OWN LEGAL COUNSEL AS TO THE LEGAL AND TAX CONSEQUENCES OF THIS LEASE.

LESSOR

LESSEE

By Bovino International Inc.  
Kam Bor Hui  
Its Vice President

By \_\_\_\_\_  
Its \_\_\_\_\_

Executed at Alhambra, California  
on October 16, 1987  
Address 719 S. Palm Ave., Alhambra, Ca. 91803

By A. C. I. Institute, Inc.  
Chung Cheng Liu  
Its \_\_\_\_\_

By Andrew Kuo  
Its \_\_\_\_\_

Executed at Alhambra, California  
on October 16, 1987  
Address \_\_\_\_\_



## **EXHIBIT 6**



## ARTICLES OF INCORPORATION

ENDORSED

FILED

In the office of the Secretary of State  
of the State of California

APR 26 1993

ONE: The name of the Corporation is ADVANCED CALIFORNIA  
INNOVATIVE INSTITUTE, INC.

MARCH FONG EU, Secretary of State

## PURPOSE

TWO: The purpose of this corporation is to engage in any lawful act or activity for which a corporation may be organized under the General Corporation Law of California other than the banking business, the trust company business, or the practice of a profession permitted to be incorporated by the California Corporation Code.

## THE LIABILITY OF THE DIRECTORS OF THE CORPORATION

THREE: The Liability of the Directors of the Corporation for monetary damages shall be eliminated to the fullest extent permissible under California law. In addition, the Corporation is authorized to provide for indemnification of agents (as defined in Section 317 of the Corporations Code) for breach of duty to the Corporation and its Stockholders through bylaw provisions or through agreements with the agents, or both, in excess of the indemnification otherwise permitted by Section 317 of the Corporations Code, subject to the limits on such excess indemnification set forth in Section 204 of the Corporation Code.

## AGENT FOR SERVICE OF PROCESS

FOUR: The name and address in the State of California of the corporation's initial agent for service of process is:  
Benjamin Pan

1041 South Garfield Ave, Suite 207, Alhambra, CA 91801

## CAPITALIZATION

FIVE: This corporation is authorized to issue only one (1) class of shares, which shall be designed "Common" shares. The total authorized number of such shares which may be issued is Half Million (500,000) shares.

## PREEMPTIVE RIGHTS

SIX: Each shareholder or subscriber to shares of this corporation shall be entitled to full preemptive or preferential rights as such rights have been heretofore defined at common law, to purchase and/or subscribe for his or her proportionate part of any shares which may be issued at any time by this corporation.



## **EXHIBIT 7**



**ACI** INSTITUTE

南加州學院

**Edward Kung**  
Operation Director

**SAT • ESL • TOEFL**  
5654 N. Rosemead Blvd.  
Temple City, CA 91780  
(818) 286-5903

Alhambra	(818) 300-8352
Arcadia	(818) 286-5903
Cerritos	(213) 860-5578
Fountain Vly	(714) 964-1799
Irvine	(714) 857-9369
Rowland Hts	(818) 913-1242
Torrance	(213) 316-4124
Upland	(714) 920-5018
Fax:	(818) 285-0714



## **EXHIBIT 8**





Office of

**March Fong Eu**

Secretary of State  
SACRAMENTO

As Secretary of State, it is my pleasure to notify you that the mark you submitted has been registered in this office.

Please be advised that Section 14220(f) of the Business and Professions Code specifies that a mark shall not be registered if it so resembles a mark or trade name already registered or used in this state by another and not abandoned, as to be likely, when applied to the goods or services of the applicant, to cause confusion or mistake or to deceive.

My office has conducted a search of California trademark and service mark registrations. Your mark does not appear to resemble any previous registration.

Please be advised, however, that there may be unregistered marks or California trade names used by corporations and partnerships, fictitious names, and names under which individuals conduct business which may resemble your registration. A check for such names is beyond the scope of the review of this office in registering marks.

Most sincerely,

MARCH FONG EU





# State of California

OFFICE OF THE SECRETARY OF STATE

Service Mark  
Reg. No. 037963

## CERTIFICATE OF REGISTRATION OF SERVICE MARK

I, MARCH FONG EU, Secretary of State of the State of California, hereby certify:

That in accordance with the application filed in this office the SERVICE MARK described below has been duly registered in this office on behalf of:

Name of Applicant ACI INSTITUTE

Business Address 5656 N. Rosemead Boulevard  
Temple City, CA 91780

Date First Used in California September 1, 1988

Date First Used Anywhere September 1, 1988

Description of Service Mark ACI INSTITUTE

Class No. 107

Description of Services on Which the Service Mark is Used Teaching English in different area (s) .

A copy, specimen, facsimile, counterpart or a reproduction of the mark is attached.

Date of Registration January 17, 1991

Term of Registration Extends to and Includes January 17, 2001



IN WITNESS WHEREOF, I execute  
this certificate and affix the Great  
Seal of the State of California this

17th day of January, 1991

*March Fong Eu*

Secretary of State



Challenging Today  
Shaping Tomorrow

ACI  
INSTITUTE

南加州學院

A COPY, SPECIMEN, FACSIMILE, COUNTERPART OR  
REPRODUCTION OF SERVICE MARK REG. NO. 037963

ACI INSTITUTE  
5656 N. Rosemead Blvd.  
Temple City, CA 91780



California



## **EXHIBIT 9**



## ARTICLES OF INCORPORATION

ENDORSED  
FILEDIn the office of the Secretary of State  
of the State of California

APR 26 1993

ONE: The name of the Corporation is ADVANCED CALIFORNIA  
INNOVATIVE INSTITUTE, INC.

MARCH FONG EU, Secretary of State

## PURPOSE

TWO: The purpose of this corporation is to engage in any lawful act or activity for which a corporation may be organized under the General Corporation Law of California other than the banking business, the trust company business, or the practice of a profession permitted to be incorporated by the California Corporation Code.

## THE LIABILITY OF THE DIRECTORS OF THE CORPORATION

THREE: The Liability of the Directors of the Corporation for monetary damages shall be eliminated to the fullest extent permissible under California law. In addition, the Corporation is authorized to provide for indemnification of agents (as defined in Section 317 of the Corporations Code) for breach of duty to the Corporation and its Stockholders through bylaw provisions or through agreements with the agents, or both, in excess of the indemnification otherwise permitted by Section 317 of the Corporations Code, subject to the limites on such excess indemnification set forth in Section 204 of the Corporation Code.

## AGENT FOR SERVICE OF PROCESS

FOUR: The name and address in the State of California of the corporation's initial agent for service of process is:  
Benjamin Pan

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FIVE: This corporation is authorized to issue only one (1) class of shares, which shall be designed "Common" shares. The total authorized number of such shares which may be issued is Half Million (500,000) shares.

## PREEMPTIVE RIGHTS

SIX: Each shareholder or subscriber to shares of this corporation shall be entitled to full preemptive or preferential rights as such rights have been heretofore defined at common law, to purchase and/or subscribe for his or her proportionate part of any shares which my be issued at any any by this corporation.



DATED: April 26, 1993

  
PEI-JUN KUO

, Incorporator

I declare that I am the person who executed the above Articles of Incorporation, and such instrument is my act and deed.

DATED: April 26, 1993

  
PEI-JUN KUO

, Declarant



## **EXHIBIT 10**



# 協議書

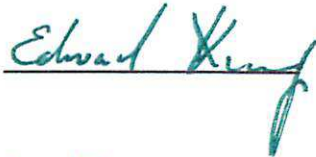
經過 Mr. Andrew Kuo 和 Mr. Edward Kung 雙方協商，同意達成以下條款：

1. 南加州學院 (Academic California Institute) 在羅蘭崗 (Rowland Hts) 校區自一九九七年五月一日由 Edward Kung 轉手 Andrew Kuo 經營。自一九九七年五月一日起，Andrew Kuo 擁有該校區的產物和經營權。同時，自一九九七年五月一日起，該校區對外所有債務 (Liability) 由 Andrew Kuo 全部負責，包括聯邦以及州政府的各項稅款。
2. 原先有關 Jessica Liao 居留權的申請，Andrew Kuo 需繼續負責協助完成辦理。
3. 現有羅蘭崗 (Rowland Hts) 校區于 18188 和 18190 Colima Rd 兩處的租約，雙方擇期由 Andrew Kuo 承接，同時 Andrew Kuo 付給 Edward Kung 一千五百元租金押金的退款。
4. 該校區有關聯邦及州政府所有有關稅務自一九九七年七月一日始，由 Andrew Kuo 負全責，包括所得稅，以及任何由于拖欠或遲付而致的罰金，亦由 Andrew Kuo 償付。
5. Academic California Institute 在 Guarantee Bank 的賬戶由 Andrew Kuo 使用。最遲在一九九八年十二月三十一日前予以關閉。
6. 協議最後款項，七千五百元，其中包括九七年度，九八年度的基本州稅各八百元及 Statement Filing 每年度各十元，即日起，由 Andrew Kuo 付給 Edward Kung。

以上條款由雙方協議同意，如有任何法律糾紛，以上述文字為準。

協議人(簽字):





日期: 09-11-'98



## AGREEMENT

Agreements between Mr. Andrew Kuo and Mr. Edward Kung:

1. The ownership of Academic California Institute at Rowland Heights branch was transferred to Mr. Andrew Kuo since May 1st, 1997 from Mr. Edward Kung. Mr. Andrew Kuo not only owns the premises but also derives all the liability and debts, including both federal and California state taxes.
2. Andrew Kuo continues to take charge of the previous application of Jessica Liao for permanent residency status.
3. Andrew Kuo derives the lease agreements at 18188 & 18190 Colima Rd., Rowland Heights, the current locations, and pays \$1,500 the reimbursement deposit to Edward Kung.
4. Andrew Kuo is responsible for all federal and state related taxes since July 1st, 1997, including tax return and all the delinquent fines.
5. Andrew Kuo has the right to manage the account of Academic California Institute at Guarantee bank, and has to terminate the account no later than December 31st, 1998.
6. Andrew Kuo is responsible to pay the final agreed \$7,500 since today to Edward Kung, including the basic state taxes for the tax year of 1997 and 1998 (\$800 each year) and statement filing fee (\$10 each year).

The agreements above are negotiated by both parties. Any conflicts occur should be based on to judge by those agreements.

Signatures by both parties:

Date:



**IN THE UNITED STATES PATENT AND TRADEMARK OFFICE  
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD**

ADVANCED CALIFORNIA INNOVATIVE  
INSTITUTE, INC.,

*Petitioner,*

vs.

AMERICAN CAMBRIDGE INSTITUTE,

*Respondent.*

Cancellation No.: 92060449

Mark: ACI INSTITUTE  
Registration No.: 4,186,057  
Registration Date: August 7, 2012

Mark: 南加州學院  
Registration No.: 4,183,328  
Registration Date: July 31, 2012

**COMPENDIUM OF EXHIBITS**

**IN SUPPORT OF PETITIONER'S MOTION FOR SUMMARY JUDGMENT**



## **EXHIBIT 11**



































## **EXHIBIT 12**





# CITY OF ALHAMBRA BUSINESS TAX REGISTRATION CERTIFICATE

The person, firm or corporation named below is granted this business certificate pursuant to the provisions of the Alhambra Municipal Code to engage in, carry on, or conduct the business, trade, calling, profession, exhibition or occupation described below. Issuance of certificate is not an endorsement, nor certification of compliance with other ordinances or laws.

BUSINESS NAME ACI INSTITUTE

BUSINESS LOCATION  
1041 S GARFIELD AV 208  
ALHAMBRA CA 91801

BUSINESS OWNER  
FEIJUN KUO, PRESIDENT

BUSINESS LICENSE NUMBER  
17729

EXPIRATION DATE 10/31/93

ACI INSTITUTE

1041 S GARFIELD AV #208  
ALHAMBRA CA 91801

OFFICE & EDUCATIONAL CENTER

NOT TRANSFERABLE

BUSINESS CERTIFICATE TA

RECEIPT NO. 7906

THIS IS NOT A B

DATE PAID  
11/17/92

790

TOTAL  
TAX  
PAID

STUB MAY BE FOLDED UNDER



# CITY OF ALHAMBRA BUSINESS TAX REGISTRATION CERTIFICATE

The person, firm or corporation named below is granted this business certificate pursuant to the provisions of the Alhambra Municipal Code to engage in, carry on, or conduct the business, trade, calling, profession, exhibition or occupation described below. Issuance of certificate is not an endorsement, nor certification of compliance with other ordinances or laws.

BUSINESS NAME ACI INSTITUTE

BUSINESS LOCATION  
5654 N ROSEMEAD BL  
TEMPLE CITY CA 91780

BUSINESS OWNER  
CHUNG-CHENG LIU, PRES

BUSINESS LICENSE NUMBER  
17729

EXPIRATION DATE 10/31/91

ACI INSTITUTE  
ACI INSTITUTE  
5654 N ROSEMEAD BL  
TEMPLE CITY CA 91780

0

NOT TRANSFERABLE

BUSINESS CERTIFICATE TA

RECEIPT NO. 55023

THIS IS NOT A B

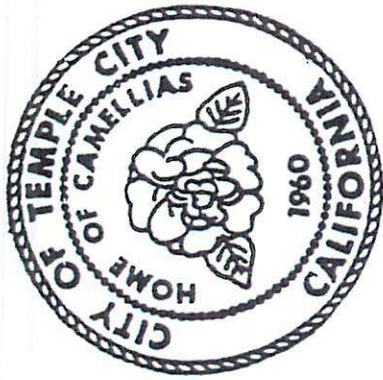
DATE PAID  
10/17/90

4

TOTAL  
TAX  
PAID

STUB MAY BE FOLDED UNDER





# CERTIFICATE OF OCCUPANCY

BUILDING ADDRESS 5951 Temple City Blvd.

PERMIT NO. 4268

DATE 7/2/92

OWNER Bob Chang

MAIL ADDRESS 238 S. Atlantic Blvd., Alhambra, CA 91801

PERMITEE Taiwu Kung

MAIL ADDRESS 5951 Temple City Blvd., Temple City, CA 91780

This certifies that the building or structure or portion thereof, as described herein, located at the above address, complies with provisions of the Building Code for the following use(s) and occupancy group(s):

Use of Building (or Portion)      Occupancy Group

ACI Institute - Consultation & Tutoring      B-2

This Certificate shall be posted in a conspicuous place in the building. No change shall be made in the character of occupancy or use of the building without the approval of the Building Official.

7/8/92

Date Certificate Issued

Nader Saman  
Building Official

Robert J. Jensen  
Community Development Director





**CITY OF ALHAMBRA**  
**BUSINESS TAX REGISTRATION**  
**CERTIFICATE**

The person, firm or corporation named below is granted this business certificate pursuant to the provisions of the Alhambra Municipal Code to engage in, carry on, or conduct the business, trade, calling, profession, exhibition or occupation described below. Issuance of certificate is not an endorsement, nor certification of compliance with other ordinances or laws.

TO BE POSTED IN A CONSPICUOUS PLACE

BUSINESS NAME **ACI INSTITUTE**

BUSINESS LOCATION  
**1041 S GARFIELD AV 208**  
**ALHAMBRA CA 91801**

BUSINESS OWNER  
**PEIJUN KUO, PRESIDENT**

BUSINESS LICENSE NUMBER  
**165729**

EXPIRATION DATE **10/31/94**

**ACI INSTITUTE**

**1041 S GARFIELD AV #208**  
**ALHAMBRA CA 91801**

**OFFICE & EDUCATIONAL CENTER**

NOT TRANSFERABLE





City of San Marino

<b>CITY OF SAN MARINO BUSINESS LICENSE</b>		No. 945163
CLASSIFICATION: Professional	TYPE OF BUSINESS: Education Consulting/Tutoring	EXPIRES ON 12/31/94 DATE ISSUED 05/04/94
DRIVER'S LICENSE NO: C5939543		
NO. EMPLOYEES: 2	NO. VENDING:	NO. VEHICLES:
CONTRACTOR NO:		CONTRACTOR CLASS:
VEHICLE PLATE NO.	PERMIT NO.	LICENSE FEE: \$50.00 EXTRA VEHICLE: PENALTY TOTAL FEE DUE/PAID: \$50.00
OWNER:  Pei-Jun Kuo 2118 Huntington San Marino, CA 91108		BUSINESS:  Advanced Calif. Innovative Ins 2118 Huntington San Marino, CA 911087

Date MAY 3, 1994

Certificate No. 570

## CERTIFICATE OF USE AND OCCUPANCY

FOR LEGAL STRUCTURE OR BUILDING

### CITY OF SAN MARINO

Name ADVANCED CALIFORNIA INNOVATIVE INSTITUTE, INC. (PEI-JUN KUO)

Use & Occupancy Address 2118 HUNTINGTON DRIVE, SAN MARINO, CA 91108

Use TUTORIAL SERVICE Occupancy B-2 Type Bldg. VN

Fire Zone -0- Filing Fee, date paid 4-16-94

THIS CERTIFIES THAT SO FAR AS ASCERTAINED BY OR MADE KNOWN TO THE BELOW NAMED PARTIES, THE BUILDING AT THE ABOVE ADDRESS COMPLIES WITH THE APPLICABLE REQUIREMENTS OF THE STATE HOUSING LAW, ALL BUILDING, PLUMBING, ELECTRICAL AND MECHANICAL ORDINANCES, THE FIRE PREVENTION CODE, AND THE ZONING ORDINANCE OF THE SAN MARINO MUNICIPAL CODE, AND THAT ALL FLOOR LOAD AND ROOM CAPACITY SIGNS HAVE BEEN INSTALLED.

*J. Norman* 5-3-94

*C. Adell* 5-3-94  
Exhibit 12  
Page 4 of 5



COUNCIL FOR PRIVATE POSTSECONDARY  
AND VOCATIONAL EDUCATION  
1027 10TH Street, Fourth Floor  
Sacramento, CA 95814

## COURSE APPROVAL

No. 1927711 M  
Effective Date: 5/01/96  
Expiration Date: 4/30/99

ACI INSTITUTE  
1041 S GARFIELD AVE # 208  
ALHAMBRA, CA 91801

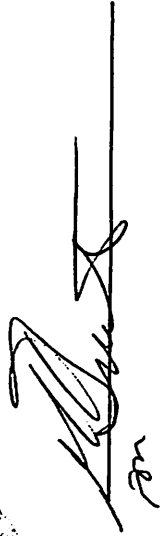
A103179

This document is valid if the annual  
fee is paid. Subject to earlier  
termination in accordance with law.

In accordance with the provisions of California Education Code §94311, the Council for Private Postsecondary  
and Vocational Education approves the following course(s) or program(s):

ESL ADVANCED-576 HRS  
ESL BEGINNING-576 HRS  
ESL INTERMEDIATE-576 HRS  
INTENSIVE ESL ADVANCED-432 HRS  
INTENSIVE ESL BEGINNING-432 HRS  
INTENSIVE ESL INTERMEDIATE-432 HRS

Exhibit 12  
Page 5 of 5



Kenneth A. Miller  
Executive Director

\* Asterisk indicates the course is exempt from Article 2.5



## **EXHIBIT 13**



## SETTLEMENT AND RELEASE AGREEMENT

This Settlement and Release Agreement ("Agreement") effective as of February 27th 2015 ("Effective Date") by and among ADVANCED CALIFORNIA INNOVATIVE INSTITUTE, INC., a California corporation located at 1041 S. Garfield Ave. #101, Alhambra, California 91801 ("ACI"), on one hand, and HUNGDA SHIH, an individual also known as Arthur Shih, and ARTHUR CREATIVE INSTITUTE INC., a California corporation with its principal place of business located at 3233 Grand Ave. #C, Chino Hills, California 91709 ("SHIH's Address"), on the other hand. Hereinafter, ACI, Hungda Shih, and Arthur Creative Institute Inc. may be referred to individually as "Party" or collectively "Parties."

WHEREAS, ACI provides educational, tutoring, and mentoring services to students in kindergarten through 12<sup>th</sup> grade by and through its six branches located at: 1041 South Garfield Ave. #101, Alhambra CA 91801; 208 E. Duarte Rd., Arcadia CA 91006; 15906 Halliburton Rd., Hacienda Heights CA 91745; 1719 S. Fullerton Rd., Rowland Heights CA 91748; 5951 Temple City Blvd., Temple City CA 91780; and 2118 Huntington Dr., San Marino CA 91108 (collectively "ACI Locations");

WHEREAS, Pei Jun Kuo ("Kuo") is the principal of ACI and owner of all rights, title, and interest in and to the various ACI marks, including but not limited to, the ACI trademark and other marks as depicted below:

南加州學院



(collectively "ACI Marks");

WHEREAS, Hungda Shih and Arthur Creative Institute Inc. (collectively "SHIH") have operated a tutoring business pursuant to that certain Business Contract dated April 15, 2005 ("Business Contract");

WHEREAS, ACI may have claims against SHIH relating to, arising out of, or connected with the Business Contract and SHIH's use of the ACI Marks;

WHEREAS, ACI and SHIH desire to avoid litigation on the conditions set forth herein below; and

WHEREAS, ACI and SHIH understand and agree that this Agreement is not to be construed as an admission of liability on the part of the parties hereby released and that said parties so released deny liability to the other parties and intend merely to avoid any or further dispute and to buy their peace;

NOW, THEREFORE, in consideration of mutual promises and covenants contained herein, the parties agree as follows:

1. Cease and Desist. Hungda Shih and Arthur Creative Institute Inc., jointly and severally, for themselves and each of their respective agents, representatives, associated or affiliated entities, parents, subsidiaries, assignees, successors, partners, co-venturers, shareholders, directors, employees, managers, officers, and all persons and/or entities with whom it is in privity, concert, or participation (collectively "Representatives"), agree to do all of the following on or before February 28, 2015 ("Cutoff Date"):

a. Cease and desist and forever refrain from using: (i) any and all of the ACI Marks or any confusingly similar variation thereof, including but not limited to, ACI Institute, ACI College Prep, and ACI Academy, on or in connection with educational, tutoring, and/or mentoring services or any printed educational, instructional, and/or teaching materials; (ii) ACI's proprietary Datarap SAT Analysis System ("Software"); and (iii) any materials and curricula provided or created by ACI ("Materials").

b. Destroy, delete, or return to ACI any and all copies (paper, electronic, or otherwise) of



ACI's Software and Materials within SHIH's possession, custody, or control.

c. Remove any and all references to the ACI Marks, any ACI Locations, any Representatives of ACI, and any past or present students of ACI (including but not limited to any references to the names, likeness, testimonials, or success stories of such students), except for any student of SHIH's, from SHIH's website, social media, radio or television commercials, storefront signage, advertisements, brochures, catalogs, business cards, and any other marketing or promotional materials.

d. Cease representing itself as being affiliated with, associated with, or licensed by ACI, Kuo, and/or any ACI Locations.

2. Phase Out. Notwithstanding anything to the contrary in this Agreement, SHIH shall not be deemed in breach of their obligations under Section 1 of this Agreement provided that: (a) SHIH has used their best efforts and taken commercially reasonable measures by the Cutoff Date to initiate compliance with Section 1; (b) SHIH is no longer actively using the ACI Marks as of the Cutoff Date; and (c) SHIH is in full compliance with all obligations under Section 1 of the Agreement within a reasonable period, in ACI's discretion, after the Cutoff Date.

3. Payment. Hungda Shih and Arthur Creative Institute Inc., jointly and severally, agree to pay ACI [REDACTED] as follows:

[REDACTED]

4. Release. Except for those obligations created by or arising out of this Agreement, all parties shall and do hereby release, discharge, and hold harmless all other parties from any and all claims, demands, rights, agreements, contracts, promises, covenants, causes of action, obligations, debts, costs, expenses, attorney's fees, damages, compensation, penalties, and liabilities of whatever kind or nature, in law or in equity, relating to, arising out of, or in any way connected with the Business Contract, including but not limited to, loyalty or other fees due pursuant thereto, and the ACI Marks.

5. Waiver of Statutory Provisions. The parties acknowledge that they have been advised by legal counsel and are familiar with California Civil Code section 1542, which provides as follows:

"A general release does not extend to claims which the creditor does not know or suspect to exist in his favor at the time of executing the release, which if known by him must have materially affected his settlement with the debtor."

The parties, being aware of said code section, hereby expressly waive any and all rights they may have thereunder, as well as under any other statutes or common law principles of similar effect, solely as to the Business Contract and ACI Marks, except as to promises, warranties, covenants, and obligations contained herein, which shall survive.

6. Ownership of ACI Marks. SHIH, jointly and severally, acknowledges and agrees that Kuo retains the sole and exclusive right, title, and interest in and to the ACI Marks, and that neither SHIH nor any of its Representatives own or have rights in and to the ACI Marks. SHIH and each of their Representatives waive, relinquish, and forfeit any and all rights, interests, and claims they have or may have in and to the ACI Marks; shall not file, or cause to be filed, an application to register any of the ACI Marks; shall not file or cause to be filed any opposition, cancellation, complaints, or claims to any application to register the ACI Marks by ACI or Kuo; and shall not challenge or contest, or participate in any challenge to, Kuo's rights or ownership of the ACI Marks.

7. Ownership of ACI Software and Materials. SHIH and each of their Representatives waive, relinquish, and forfeit any and all rights, interests, and claims they have or may have in and to the



Software and Materials, and shall not use any of the Software and Materials after the Cutoff Date.

8. Non-Disparagement. SHIH, jointly and severally, agrees that it shall not make any public statements disparaging or defaming ACI, the ACI Marks, the ACI Locations, and/or any of ACI's Representatives.

9. Injunctive Relief. SHIH acknowledges and agrees that in the event SHIH materially breaches any of its obligations or warranties under this Agreement, ACI will have no adequate remedy at law in that its damages resulting from such breach cannot be ascertained with reasonable certainty, and, due to the continuing nature of such breach, the harm or injury to ACI is irreparable. Both parties hereby agree that ACI shall reserve all rights to seek equitable relieves (among other remedies) under all applicable laws against SHIH for any material breach of this Agreement. Both parties further acknowledge that for any non-intentional breach of this Agreement that has been cured or remedied within thirty (30) days of notice by the breaching party shall not be deemed a material breach of this Agreement.

10. No Admission of Liability. This Agreement shall not be construed as an admission by any party of any liability or violation of state or federal laws or regulations. Moreover, neither this Agreement nor anything in this Agreement shall be construed to be in any proceeding as evidence of or an admission by either party of any violation of state or federal laws or regulations. This Agreement may be introduced, however, in any proceeding to enforce the Agreement. Such introduction shall be pursuant to an order protecting its confidentiality.

11. Complete Agreement; Amendment; Successors. This instrument constitutes and contains the entire agreement and understanding of the Parties relating to this subject and supersedes and replaces all prior negotiations and all agreements proposed or otherwise, whether written or oral, concerning the subject matters hereof. This is an integrated document. The recitals of this Agreement are incorporated. This Agreement may be amended only by written agreement executed by all parties. This Agreement shall be binding upon and inure to the benefit of the heirs, executors, successors, and assigns of the respective parties hereto.

12. Authority. Each party represents and warrants to the other that it has the right and lawful authority to enter into this Agreement for the purposes herein and that there are no other outstanding agreements or obligations inconsistent with the terms and provisions hereof.

13. Independent Legal Representation. Each Party hereto executes this Agreement acting upon its independent judgment and upon the advice of counsel, without any representation, express, or implied, or any nature, from each to the other, except as only specifically set forth herein. This Agreement has been reviewed and approved by each of the Parties. The parties acknowledge, agree, and consent to Chang & Coté, LLP's representation of ACI and Kuo, and no other party, in this matter.

14. Severability. If any provision of this Agreement is declared invalid by any tribunal having competent jurisdiction, then such provision shall be deemed automatically modified to conform to the requirements for validity as declared at such time and as so modified, shall be deemed a provision of this Agreement as though originally included herein. In the event the provision invalidated is of such a nature that it cannot be modified, the provision shall be deemed deleted from this Agreement as though the provision had never been included herein. In either case, the remaining provisions of this Agreement shall remain in effect.

15. Governing Law; Construction; Venue. This Agreement will be governed by and construed in accordance with the laws of the state of California without regard to conflict of law principles. In the event it should be determined that any provision of this Agreement is uncertain or ambiguous, the language in all parts of this Agreement shall be in all cases construed as a whole according to its fair meaning and not strictly construed for nor against either party. The Parties hereto consent and agree that any action related to or arising out of this Agreement shall be filed in the courts located in Los Angeles County, California.



16. Independent Counsel. Each party acknowledges that it has had the right to retain independent legal counsel of its own choice throughout all of the negotiations which preceded the execution of this Agreement, and that each party has read the Agreement, understands its terms, consequences, legal and binding effect, has signed it voluntarily and without any duress or influence, and has done so following an opportunity to seek and receive advice of an attorney of its own choosing.

17. Notice. All notices and other communications which are required or which may be given under the provisions of this Agreement, unless otherwise specified, shall be in writing, and may be delivered by personal service, or mailed by first-class mail, postage prepaid to the parties, to the parties as follows:

If to Hungda Shih:

Hungda Shih  
3233 Grand Ave. #C  
Chino Hills, CA 91709

If to Arthur Creative Institute Inc.:

Arthur Creative Institute Inc.  
3233 Grand Ave. #C  
Chino Hills, CA 91709

If to ACI:

Attn: Andrew Kuo  
Advanced California Innovative Institute, Inc.  
1041 S. Garfield Ave. #101  
Alhambra, CA 91801

With a copy to:

Audrey L. Khoo  
Chang & Côté, LLP  
19138 East Walnut Drive North, Suite 100  
Rowland Heights, CA 91748

18. Attorney's Fees, Expenses, and Costs. In the event any party instigates legal action to enforce any of its rights under this Agreement, or to resolve any dispute between the parties arising out of or in connection with this Agreement, the prevailing party shall be entitled to recover its reasonable attorney's fees and costs incurred in connection with such action.

19. Headings. The section headings are intended for convenience only and shall not be deemed to supersede or modify any provisions of this Agreement.

20. Counterparts. This Agreement may be executed in any number of identical counterparts, each of which for all purposes is to be deemed to be an original, but all of which together will constitute but one instrument. This Agreement will only be complete and binding when all parties have executed the Agreement. Facsimile signatures are permissible and shall be considered binding.

*[Signatures On Following Page]*

OK  
83



IN WITNESS WHEREOF, the parties have executed this Agreement as of the date set forth below.

HUNGDA SHIH, aka ARTHUR SHIH

ADVANCED CALIFORNIA INNOVATIVE  
INSTITUTE, INC.

By: Hungda Shih  
Name: Hungda Shih  
Date: 2/27/15

By: Pei Jan Kuo  
Name: Pei Jan Kuo  
Title: President  
Date: 2/27/2015

ARTHUR CREATIVE INSTITUTE INC.

By: Hungda Shih  
Name: Hungda Shih  
Title: President  
Date: 2/27/15



**IN THE UNITED STATES PATENT AND TRADEMARK OFFICE  
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD**

ADVANCED CALIFORNIA INNOVATIVE  
INSTITUTE, INC.,

*Petitioner,*

vs.

AMERICAN CAMBRIDGE INSTITUTE,

*Respondent.*

Cancellation No.: 92060449

Mark: ACI INSTITUTE  
Registration No.: 4,186,057  
Registration Date: August 7, 2012

Mark: 南加州學院  
Registration No.: 4,183,328  
Registration Date: July 31, 2012

**COMPENDIUM OF EXHIBITS**

**IN SUPPORT OF PETITIONER'S MOTION FOR SUMMARY JUDGMENT**



## **EXHIBIT 14**





中文

English

REQUIRES MACROMEDIA FLASH 5 PLUGIN + 800X600 RES.  
DOWNLOAD FLASH 5





**Aiming Ever Higher!**

Call Us : 626.300.8352

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[ACI Videos](#)

  
[Student Blog](#)

  
[ACI Locations](#)

  
[Hot News!](#)

  
[Honor List](#)

### Hot News!

  
[more info](#)

**UC students will pay higher fees in 2009-2010** 07/23/2009  
Please see the link below for further information.  
<http://www.universityofcalifornia.edu/news/article/21125>

  
[more info](#)

**Increase state and UC grant funds** 07/23/2009  
Cal Grants for UC students will increase by \$27 million in 2009-10 and UC grants will increase by \$39 million due to the university's practice of setting aside 33 percent of all undergraduate fee increase revenue for grants to needy students.

  
[more info](#)

**UC Regents Adopt Changes to Freshman Eligibility** 07/23/2009  
The UC Board of Regents in Feb 2009 adopted a proposal to change freshman admission go give more high-achieving students the chance to apply to UC and receive a full review of their applications.

### ACI Programs

- » SAT
- » ACT
- » PSAT
- » English Enrichment
- » Math Enrichment
- » Writers Workshop
- » SAT Subjects Test
- » English as a Second Language
- » College Admissions Consultation

### ACI Announcements

ACI © 2009  
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[About ACI](#) | [Class List](#) | [ACI Faculty](#) | [Success Stories](#) | [Contact Us](#) | [Employment](#) | [Useful Info](#)

Business Powered By  **CYBERTEGIC**  
Internet Marketing Consultants



# ICANN WHOIS

*Showing results for: ACIPREP.COM*

Original Query: aciprep.com

## Contact Information

### Registrant Contact

Name: Andrew Kuo

Organization: ACI Institute

Mailing Address: 1041 S. Garfield Ave., Alhambra California 91801 United States

Phone: (626) 300-8352

Ext:

Fax: (626) 308-9422

Fax Ext:

Email: acialhambra@aciinstitute.us

### Admin Contact

Name: Andrew Kuo

Organization: ACI Institute

Mailing Address: 1041 S. Garfield Ave., Alhambra California 91801 United States

Phone: (626) 300-8352

Ext:

Fax: (626) 308-9422

Fax Ext:

Email: acialhambra@aciinstitute.us

### Tech Contact

aciprep.com

Lookup

Mailing Address: 1041 S. Garfield Ave., Alhambra California 91801 United States

Phone: (626) 300-8352

Ext:



Fax: (626) 308-9422  
Fax Ext:  
Email: [acialhambra@aciinstitute.us](mailto:acialhambra@aciinstitute.us)

## Registrar

WHOIS Server: [whois.godaddy.com](http://whois.godaddy.com)  
URL: <http://www.godaddy.com>  
Registrar: GoDaddy.com, LLC  
IANA ID: 146  
Abuse Contact Email: [abuse@godaddy.com](mailto:abuse@godaddy.com)  
Abuse Contact Phone: +1.4806242505

## Status

Domain Status: clientTransferProhibited  
<http://www.icann.org/epp#clientTransferProhibited>  
Domain Status: clientUpdateProhibited  
<http://www.icann.org/epp#clientUpdateProhibited>  
Domain Status: clientRenewProhibited  
<http://www.icann.org/epp#clientRenewProhibited>  
Domain Status: clientDeleteProhibited  
<http://www.icann.org/epp#clientDeleteProhibited>

## Important Dates

Updated Date: 2014-03-26  
Created Date: 2009-03-25  
Registration Expiration Date: 2019-03-25

## Name Servers

NS21.DOMAINCONTROL.COM  
NS22.DOMAINCONTROL.COM



## Raw WHOIS Record

Domain Name: ACIPREP.COM  
Registry Domain ID: 1549268128\_DOMAIN\_COM-VRSN  
Registrar WHOIS Server: whois.godaddy.com  
Registrar URL: <http://www.godaddy.com>  
Update Date: 2014-03-26T12:11:15Z  
Creation Date: 2009-03-25T17:59:10Z  
Registrar Registration Expiration Date: 2019-03-25T17:59:10Z  
Registrar: GoDaddy.com, LLC  
Registrar IANA ID: 146  
Registrar Abuse Contact Email: [abuse@godaddy.com](mailto:abuse@godaddy.com)  
Registrar Abuse Contact Phone: +1.4806242505  
Domain Status: clientTransferProhibited  
<http://www.icann.org/epp#clientTransferProhibited>  
Domain Status: clientUpdateProhibited  
<http://www.icann.org/epp#clientUpdateProhibited>  
Domain Status: clientRenewProhibited  
<http://www.icann.org/epp#clientRenewProhibited>  
Domain Status: clientDeleteProhibited  
<http://www.icann.org/epp#clientDeleteProhibited>  
Registry Registrant ID:  
Registrant Name: Andrew Kuo  
Registrant Organization: ACI Institute  
Registrant Street: 1041 S. Garfield Ave.  
Registrant Street: #101  
Registrant City: Alhambra  
Registrant State/Province: California  
Registrant Postal Code: 91801  
Registrant Country: United States  
Registrant Phone: (626) 300-8352  
Registrant Phone Ext:  
Registrant Fax: (626) 308-9422  
Registrant Fax Ext:  
Registrant Email: [acialhambra@aciinstitute.us](mailto:acialhambra@aciinstitute.us)  
Registry Admin ID:  
Admin Name: Andrew Kuo  
Admin Organization: ACI Institute  
Admin Street: 1041 S. Garfield Ave.  
Admin Street: #101  
Admin City: Alhambra  
Admin State/Province: California  
Admin Postal Code: 91801



Admin Country: United States  
Admin Phone: (626) 300-8352  
Admin Phone Ext:  
Admin Fax: (626) 308-9422  
Admin Fax Ext:  
Admin Email: acialhambra@aciinstitute.us  
Registry Tech ID:  
Tech Name: Andrew Kuo  
Tech Organization: ACI Institute  
Tech Street: 1041 S. Garfield Ave.  
Tech Street: #101  
Tech City: Alhambra  
Tech State/Province: California  
Tech Postal Code: 91801  
Tech Country: United States  
Tech Phone: (626) 300-8352  
Tech Phone Ext:  
Tech Fax: (626) 308-9422  
Tech Fax Ext:  
Tech Email: acialhambra@aciinstitute.us  
Name Server: NS21.DOMAINCONTROL.COM  
Name Server: NS22.DOMAINCONTROL.COM  
DNSSEC: unsigned  
URL of the ICANN WHOIS Data Problem Reporting System:  
<http://wdprs.internic.net/>  
>>> Last update of WHOIS database: 2015-10-05T07:00:00Z <<<

For more information on Whois status codes, please visit  
<https://www.icann.org/resources/pages/epp-status-codes-2014-06-16-en>

The data contained in GoDaddy.com, LLC's WhoIs database, while believed by the company to be reliable, is provided "as is" with no guarantee or warranties regarding its accuracy. This information is provided for the sole purpose of assisting you in obtaining information about domain name registration records. Any use of this data for any other purpose is expressly forbidden without the prior written permission of GoDaddy.com, LLC. By submitting an inquiry, you agree to these terms of usage and limitations of warranty. In particular, you agree not to use this data to allow, enable, or otherwise make possible, dissemination or collection of this data, in part or in its entirety, for any purpose, such as the transmission of unsolicited advertising and solicitations of any kind, including spam. You further agree not to use this data to enable high volume, automated or robotic



electronic

processes designed to collect or compile this data for any purpose, including mining this data for your own personal or commercial purposes.

Please note: the registrant of the domain name is specified in the "registrant" section. In most cases, GoDaddy.com, LLC is not the registrant of domain names listed in this database.

### **Submit a Complaint for WHOIS**

[WHOIS Inaccuracy Complaint Form](#)

[WHOIS Service Complaint Form](#)

[WHOIS Compliance FAQs](#)

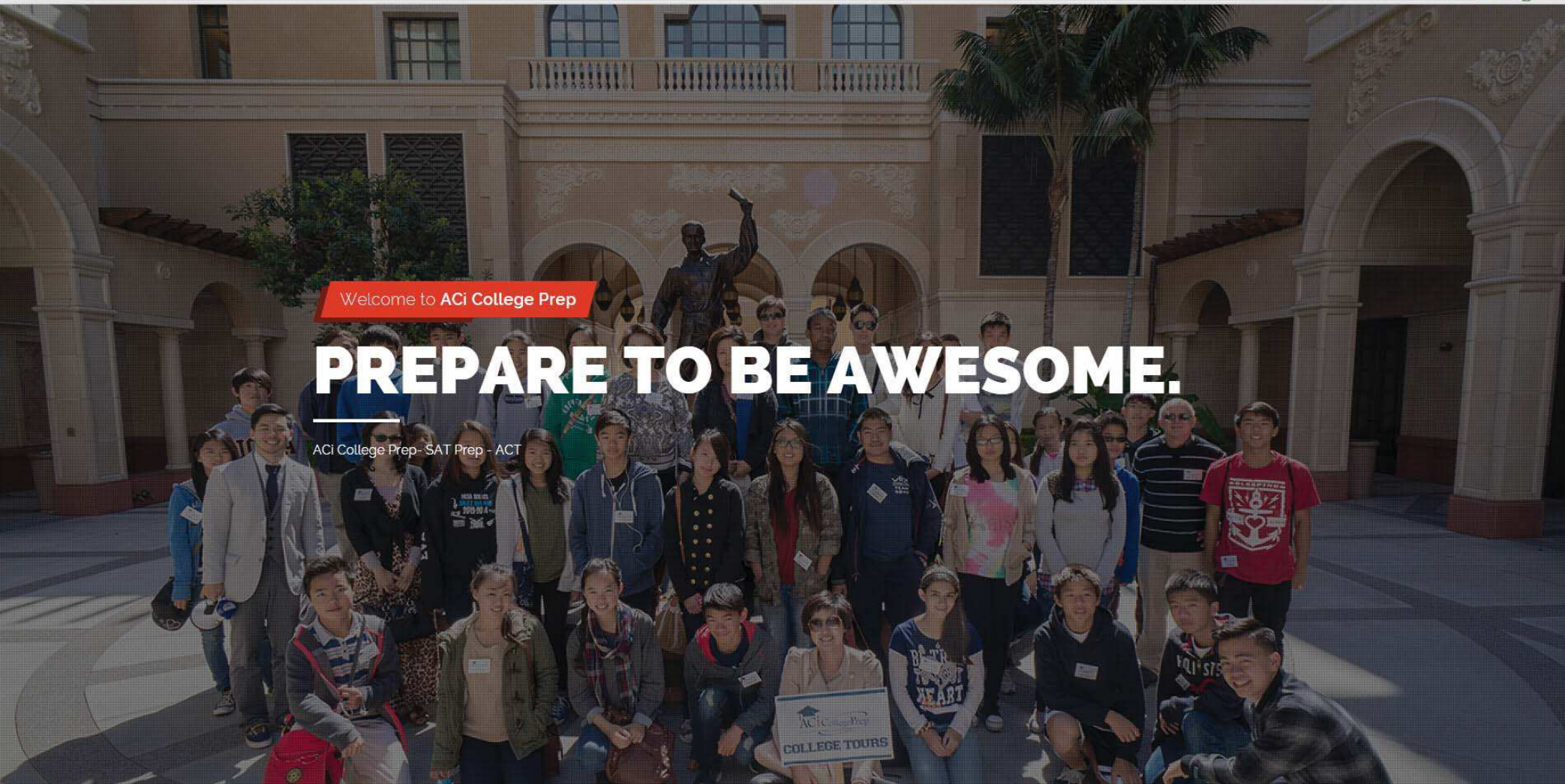
### **NOTICE, DISCLAIMERS AND TERMS OF USE:**

All results shown are captured from registries and/or registrars and are framed in real-time. ICANN does not generate, collect, retain or store the results shown other than for the transitory duration necessary to show these results in response to real-time queries.\* These results are shown for the sole purpose of assisting you in obtaining information about domain name registration records and for no other purpose. You agree to use this data only for lawful purposes and further agree not to use this data (i) to allow, enable, or otherwise support the transmission by email, telephone, or facsimile of mass unsolicited, commercial advertising, or (ii) to enable high volume, automated, electronic processes to collect or compile this data for any purpose, including without limitation mining this data for your own personal or commercial purposes. ICANN reserves the right to restrict or terminate your access to the data if you fail to abide by these terms of use. ICANN reserves the right to modify these terms at any time. By submitting a query, you agree to abide by these terms.

\* There is one exception: ICANN acts as the registry operator for the .int TLD, and in that capacity it does collect, generate, retain and store information regarding registrations in the .int TLD.

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332 visits

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ACI College Prep

October 2 at 2:27pm · Edited ·

Hey you guys and gals taking the SAT tomorrow, here's to great scores!!!

For you seniors, this may be it, so remember to stay cool and in control of your morning tomorrow. This could be your last 'hurrah' before you tackle all those demanding and tedious college applications and personal statements, so do your best and move on to the next step on the path to your future.

For you juniors, apply what you have learned with us, focusing your

Exhibit 14  
Page 9 of 13



ACI College Prep (@ACIprep)

Twitter, Inc. [US]

https://twitter.com/aciprep

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FOLLOWERS

FAVORITES

LISTS

1,248

588

267

3

11

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@ACIprep

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San Gabriel Valley, California

aciprep.com

Joined March 2010

Photos and videos

Tweets

Tweets & replies

Photos & videos

ACI College Prep @ACIprep · Oct 2

To all those taking the SAT tomorrow, here's to a successful test experience.

For you seniors, we know that this... [fb.me/1S7VbL6mM](https://fb.me/1S7VbL6mM)

ACI College Prep @ACIprep · Aug 13

Homeward bound! #ACIWestCoastTrip [fb.me/7x4lnlh2n](https://fb.me/7x4lnlh2n)

ACI College Prep @ACIprep · Aug 13

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Sign up

New to Twitter?

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Sign up

You may also like · [Refresh](#)

College Right OC

@collegerightoc

Stephanie Farah

@StephFarah214

Jeffrey Morrison

@JeffreyMorrison

Exhibit 14  
Page 10 of 13



**CYBERTEGIC INC.**  
**1116 Coiner Court**  
**City of Industry, CA 91748**  
**USA**

**Voice:** 626-810-3763

Fax: 626-810-3231

**Sold To:**

**ACI Institute Inc.**  
**15906 Halliburton Road**  
**Hacienda Heights, CA 91745**

Ship to:

**ACI Institute Inc.**  
**15906 Halliburton Road**  
**Hacienda Heights, CA 91745**

# Invoice

Invoice Number:

1309

Invoice Date:

Jun 1, 2010

Page:

1

Customer ID		Customer PO		Payment Terms	
ACI001				Credit Card	
Sales Rep ID		Shipping Method		Ship Date	Due Date
		US mail			6/1/10
Quantity	Item	Description	Unit Price	Extension	
1.00	EC-SERVICE	Monthly Web Site Improvement for			
		6/2010			
1.00	EC-HOSTING	15% Discount			

**Notes: For invoices overdue for 30 days, 2% finance charge will be applied and customer's credit card will be charged automatically with the invoice amount.**

Subtotal	100.00
Sales Tax	10.00
Total Invoice Amount	110.00
Payment/Credit Applied	0.00
<b>TOTAL</b>	<b>110.00</b>



---

## Fwd: ACI inquiry

1 message

---

Yvette Wu <[yvettewu@aciprep.com](mailto:yvettewu@aciprep.com)>  
To: ACI Arcadia <[arcadia@aciprep.com](mailto:arcadia@aciprep.com)>

Mon, Nov 10, 2014 at 4:59 PM

——— Forwarded message ———

From: **Margareth Wong** <[margareth.wong@cybertegic.com](mailto:margareth.wong@cybertegic.com)>  
Date: Wed, Dec 1, 2010 at 6:28 PM  
Subject: RE: ACI inquiry  
To: Yvette Wu <[yvettewu@aciprep.com](mailto:yvettewu@aciprep.com)>

Hello Miss Yvette:

Good to hear from you again. How's everything?

Regarding the requested task below, please see my answers below.

1. Add one more 2400 student photo on the homepage flash (OK.)
2. change text 'Enroll Fall program now" to "Enroll Winter Boot Camp Now!" (OK)
3. add Christmas/ new year theme to the home page as what we did last year. (Are we going to use the one from last year? Or please provide art work for us.)

The rough price estimate for using the theme from last year is 4 hours, with the hourly rate of \$80.

If you want to change new Christmas theme, with the provided art work, the time estimation will be 6 hours. Please let me know if you have any questions. Thanks.

Best Regards,

Margareth Wong  
Project Manager

Cybertegic, Internet Business Consultant  
1116 Coiner Court, City of Industry, CA 91748  
Phone: 626-810-3763  
Fax: 626-810-3231  
Email: [Margareth.wong@cybertegic.com](mailto:Margareth.wong@cybertegic.com)

Follow Cybertegic on Blog | Facebook | Twitter

——Original Message——

From: Yvette Wu [<mailto:yvettewu@aciprep.com>]  
Sent: Tuesday, November 30, 2010 11:36 AM  
To: [Margareth.wong@cybertegic.com](mailto:Margareth.wong@cybertegic.com)  
Subject: ACI inquiry



Dear Margareth,

Greetings.

I was wondering if you could provide a quotation of the tasks we are thinking to update on the ACI website. The changes we would like to make are as following,

1. Add one more 2400 student photo on the homepage flash
2. change text 'Enroll Fall program now" to "Enroll Winter Boot Camp Now!" and add Christmas/ new year theme to the home page as what we did last year.

Could you let me know asap?

Thank you.

—

Yvette W.  
Director  
Temple City Campus  
ACI Institute

—

Yvette W.  
Director  
Temple City Campus  
ACI Institute



## **EXHIBIT 15**



# SAT

## 高分保證班

- 請先電話預約免費測驗、程度分析及申請大學技巧介紹
- SAT 高分班
- SAT 密集加強班
- ADVANCED SAT 班
- 按程度分班，每週全真考題測驗
- 附設ACHIEVEMENT TEST 精修班
- 提醒您：補SAT 請到成績進步最快、分數最高之學院

## PSAT 英數加強班

課程包括：文法修辭、閱讀階梯字彙、英文速讀及幾何代數  
對象：七八九年級

## 英文寫作精修班

升大學論文(ESSAY) 寫作精編系統文法、同反義衍生字彙、技巧訓練  
對象九~十二年級

## 高中單元班

- AP BIOLOGY, AP CHEMISTRY PHYSICS
- CALCULUS, GEOMETRY, ALGEBRA I, 2
- TRIGONOMETRY

## 托福高分保證班

- 全套台北來欣留學中心全真考題與教材保證得高分特設托福600分、550分保證班
- 附設托福、GRE 函授課程
- 提供各大學資料及申請輔導

## 暑期學童英數加強班

- 對象2~6年級
- 按年級程度分班
- 厚植英數升學實力，爭取特優課業成績
- 特聘有經驗專業優秀師資

## ESL 英文班

· 簽發I-20

# 您的選擇 · 子女終生受益

洛杉磯最注重學習效果與實力的SAT升學機構我們堅信您的孩子可以進更好的大學  
讓本中心從現在開始為您子女規劃更完整的“學習計劃(STUDY PLAN)”，並配合本中心獨步加州的“自發觀念導向”教學方式，使學生能掌握競爭趨勢，邁入名校。



六校區，為您服務

# 南加州學院

## ACI INSTITUTE

♥ 父母愛心 · 子女前途 ♥

聯邦政府核准簽發I-20

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HACIEDA HTS  
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(818) 913-1242  
(714) 964-1799  
(213) 316-4124

1216 S. GARFIELD AVE #205 CA91801 (華盛戲院旁大興銀行二F)  
5656 NORTH ROSEMEAD BLVD. TEMPLE CITY CA91780 (K-MARK 正對面)  
18850 NORWALK BLVD., ARTESIA, CA90701 (華王超級市場旁)  
18178 COLIMA RD. ROWLAND HTS., CA91748 (POMONA PLAZA 內)  
10221 SLATER AVE #227 FOUNTAIN VALLEY CA90708 (CITY HALL 對面)  
3737 TORRANCE BLVD., #204, TORRANCE CA90503 (HAWTHORNE BLVD 路口)



# SAT

## 高分保證班

- 請先電話預約免費測驗、程度分析及申請大學技巧介紹
- SAT高分班
- SAT密集加強班
- ADVANCED SAT班
- 按程度分班·每週全真考題測驗
- 附設ACHIEVEMENT TEST精修班
- 提醒您：補SAT請到成績進步最快、分數最高之學院

## PSAT 英數加強班

課程包括：文法修辭、閱讀  
階梯字彙、英文速讀及幾何  
代數  
對象：七八九年級

## 英文寫作精修班

升大學論文(ESSAY)寫作精編  
系統文法、同反義衍生字  
彙、技巧訓練  
· 對象九~十二年級

## 高中單元班

· AP BIOLOGY, AP CHEMISTRY  
PHYSICS  
· CALCULUS, GEOMETRY  
ALGEBRA 1, 2  
· TRIGONOMETRY

## 托福高分保證班

全套台北來欣留學中心全  
真考題與教材保證得高分  
特設托福600分、550分保  
證班  
· 附設托福、GRE 函授課程  
· 提供各大學資料及申請輔  
導

## 學童課後英數加強班

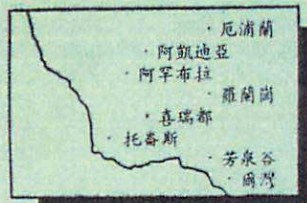
· 對象2~6年級  
· 按年級程度分班  
· 厚植英數升學實力，爭取特優  
課業成績  
· 特聘有經驗專業優秀師資

## ESL 英文班

· 美籍雙語教師小班教學  
· 簽發I-20

# 您的選擇 · 子女終生受益

洛杉磯最注重學習效果與實力的SAT升學機構我們堅信您的孩子可以進更好的大學  
讓本中心從現在開始為您子女規劃更完整的“學習計劃(STUDY PLAN)”，並配合本中  
心獨步加州的“自發觀念導向”教學方式，使學生能掌握競爭趨勢，邁入名校。



十校區 · 為您服務

# 南加州學院

## ACI INSTITUTE

♥ 父母愛心 · 子女前途 ♥

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595 I Temple City Blvd. Temple City, CA 91780 (CITY PLAZA 內)  
18850 Norwalk Blvd. Artesia, CA 90701 (華王超級市場旁)  
10221 Slater Ave., \* 227, Fountain Valley, CA 92708 (CITY HALL 對面)  
4482 Barranca Parkway \* 270, Irvine, CA 92714 (Lake Ave. 路口)  
18178 Colima Road, Rowland Hts., CA 91748 (POMONA PLAZA 內)  
3737 Torrance Blvd., \* 204, Torrance, CA 90503 (HAW THORNE BLVD 路口)  
545 N. Mountain Ave., \* 209, Upland, CA 91786 (Arrow-Mountain Ave. 交叉口)



# 南加州學院

1992 課程表 : PSAT PROGRAM September 14 - December 19  
( 14 weeks )

	MON.	TUE.	WED.	THUR.	FRI.	SAT.	SUN.
9:30						*PSAT WRITING READING	
12:30							
3:00	HOMEWORK	HOMEWORK	HOMEWORK	HOMEWORK			
4:00							
4:00	*PSAT VOCAB. TEST	*PSAT-MATH GEOMETRY	*PSAT GRAMMAR READING	*PSAT-MATH GEOMETRY			
6:00							

# 南加州學院

1992 課程表 : ASP PROGRAM September 14 - December 19  
( 14 weeks )

	MON.	TUE.	WED.	THUR.	FRI.	SAT.	SUN.
1:00						*ASP WRITING READING	
4:00							
3:00	HOMEWORK	HOMEWORK	HOMEWORK	HOMEWORK			
4:00							
4:00	*ASP VOCAB. TEST	*ASP-MATH ALGEBRA I	*ASP GRAMMAR READING	*ASP-MATH ALGEBRA I			
6:00							





SINCE 1987

# ACI INSTITUTE

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18188 COLIMA RD

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**CERRITOS**

151 KALMUS DR #M5

714-556-0668

**SAN MARINO**

2118 HUNTINGTON DR

626-289-1081

**HACIENDA HEIGHTS**

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626-968-1915

**COSTA MESA**

18359 PIONEER BLVD #200

562-809-8616



**IN THE UNITED STATES PATENT AND TRADEMARK OFFICE  
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD**

ADVANCED CALIFORNIA INNOVATIVE  
INSTITUTE, INC.,

*Petitioner,*

vs.

AMERICAN CAMBRIDGE INSTITUTE,

*Respondent.*

Cancellation No.: 92060449

Mark: ACI INSTITUTE  
Registration No.: 4,186,057  
Registration Date: August 7, 2012

Mark: 南加州學院  
Registration No.: 4,183,328  
Registration Date: July 31, 2012

**COMPENDIUM OF EXHIBITS**

**IN SUPPORT OF PETITIONER'S MOTION FOR SUMMARY JUDGMENT**



## **EXHIBIT 16**



# 戰混察警利大義與迷球足英



英足迷在利大球場觀看足球賽。圖為利大球場內，英足迷在利大球場觀看足球賽。圖為利大球場內，英足迷在利大球場觀看足球賽。

【本報訊】利大球場昨日（十六日）下午二時，在利大球場舉行一場足球賽。利大球場昨日（十六日）下午二時，在利大球場舉行一場足球賽。利大球場昨日（十六日）下午二時，在利大球場舉行一場足球賽。

# 中共建議 以國共兩黨為首 舉行政治協商

【本報訊】中共建議以國共兩黨為首，舉行政治協商。中共建議以國共兩黨為首，舉行政治協商。中共建議以國共兩黨為首，舉行政治協商。

## 世界日報

今日出版五十六頁另附贈送刊

China Daily News

1000 0740-1100 & 0600-0800-010

NO. 7-228

1200 0740-1100 & 0600-0800-010

1200 0740-1100 & 0600-0800-010

# 共軍展開第二波人事調動

【本報訊】共軍昨日（十六日）展開第二波人事調動。共軍昨日（十六日）展開第二波人事調動。共軍昨日（十六日）展開第二波人事調動。

# 立陶宛僑局破綻 政府擬中止獨立宣

【本報訊】立陶宛僑局破綻，政府擬中止獨立宣。立陶宛僑局破綻，政府擬中止獨立宣。立陶宛僑局破綻，政府擬中止獨立宣。

# 學者析此舉 壓迫

【本報訊】學者析此舉，壓迫。學者析此舉，壓迫。學者析此舉，壓迫。

# 鄧小平強調穩定重要 指人口外逃將威脅國

【本報訊】鄧小平強調穩定重要，指人口外逃將威脅國。鄧小平強調穩定重要，指人口外逃將威脅國。鄧小平強調穩定重要，指人口外逃將威脅國。

# 湖南豪雨成災 一百多人喪生

【本報訊】湖南豪雨成災，一百多人喪生。湖南豪雨成災，一百多人喪生。湖南豪雨成災，一百多人喪生。

# 巴拉圭總統訪問台北

【本報訊】巴拉圭總統訪問台北。巴拉圭總統訪問台北。巴拉圭總統訪問台北。

# 國民黨走向談判桌 有望焉

【本報訊】國民黨走向談判桌，有望焉。國民黨走向談判桌，有望焉。國民黨走向談判桌，有望焉。

# 進行談判 願善意回應

【本報訊】進行談判，願善意回應。進行談判，願善意回應。進行談判，願善意回應。

# 賴比瑞亞內戰 達成停火協議

【本報訊】賴比瑞亞內戰，達成停火協議。賴比瑞亞內戰，達成停火協議。賴比瑞亞內戰，達成停火協議。

# 有希望 進行談判 願善意回應

【本報訊】有希望，進行談判，願善意回應。有希望，進行談判，願善意回應。有希望，進行談判，願善意回應。

# 國民黨走向談判桌 有望焉

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鄺傑靈在洛杉磯市議會大樓前與支持者合影。

【本報洛杉磯訊】副總統候選人鄺傑靈，十六日在洛杉磯市議會大樓前，與支持者合影。鄺傑靈在洛杉磯市議會大樓前，與支持者合影。鄺傑靈在洛杉磯市議會大樓前，與支持者合影。

鄺傑靈才學獲肯定 共和黨傾全力輔選

記者 吳曉明

【本報洛杉磯訊】副總統候選人鄺傑靈，十六日在洛杉磯市議會大樓前，與支持者合影。鄺傑靈在洛杉磯市議會大樓前，與支持者合影。鄺傑靈在洛杉磯市議會大樓前，與支持者合影。

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### 老民代全選戰 將出現真空期

#### 國會結構不變 政局增添變數

【本報台北廿二日電】一九九二年美國國會大選，在民主黨與共和黨之間展開。民主黨在眾議院擁有微弱多數，而共和黨在參議院則擁有微弱多數。大選後，國會將出現真空期，政局將增添變數。

一九九二年美國國會大選，在民主黨與共和黨之間展開。民主黨在眾議院擁有微弱多數，而共和黨在參議院則擁有微弱多數。大選後，國會將出現真空期，政局將增添變數。

## 野遍鴻哀 墟廢片一 震強朗伊

### 千二萬三至增數人難罹



【本報綜合外電】伊拉克北部地區，由於連日來的強烈地震，造成大片房屋倒塌，數千人無家可歸。據初步統計，災區人口已增加至三萬二千人。救援工作正在緊張進行中。

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# 國際日報

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### 美眾議員提附帶條件

#### 釋放政治犯 放走方勵之 不要再續

【華盛頓廿二日電】美國眾議院外交委員會，今日提出一項附帶條件的法案，要求中國政府釋放政治犯，並放走方勵之。該法案旨在對中國政府施壓，以改善其人權狀況。

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### 台灣十四萬

#### 醞釀要求

【本報台北廿二日電】台灣當局今日表示，已有十四萬名台灣居民，向美國政府提出移民申請。這反映了台灣居民對美國移民政策的興趣，也顯示了台灣與美國之間的緊密聯繫。

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### 舊金山破獲買賣綠卡案

#### 四華人涉嫌主謀被逮捕

【本報綜合外電】舊金山警方今日宣布，破獲一起涉及買賣美國綠卡的大案。四名華人涉嫌主謀已被逮捕。警方表示，這起案件涉及金額龐大，對美國移民制度構成了嚴重威脅。

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# 會聯校學文中加南 長會新選膺世子王 烈熱面場近接數票逐角人三

【本報記者趙曉雲多倫多報導】一場熱烈的選戰，在南加州中文學校聯合會會長選舉中展開。在九個候選人中，王世子以壓倒性優勢，在最後的計票階段，以超過三萬票，擊敗了其他三位候選人，順利當選。

此次選舉共有九位候選人參加，分別是：王世子、陳國治、李國治、張國治、黃國治、林國治、陳國治、李國治、張國治。王世子在最後的計票階段，以超過三萬票，擊敗了其他三位候選人，順利當選。

王世子在當選後表示，他將繼續為南加州中文學校聯合會的發展而努力。他強調，他將致力於提高學校的教學質量，並加強與其他學校的聯繫。他還表示，他將致力於提高學校的知名度，並吸引更多的學生加入。

王世子的當選，得到了廣大選民的認可。他在當選後表示，他將繼續為南加州中文學校聯合會的發展而努力。他強調，他將致力於提高學校的教學質量，並加強與其他學校的聯繫。他還表示，他將致力於提高學校的知名度，並吸引更多的學生加入。

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## 「台美公民協會」獎學金 歡迎申請八月一日截止

【本報洛杉磯訊】「台美公民協會」獎學金，歡迎申請者於八月一日截止報名。該協會表示，該獎學金旨在鼓勵優秀的學生，並支持他們在學術上的追求。

該獎學金的申請資格如下：凡在洛杉磯地區就讀的高中或大學學生，均可申請。申請者必須是美國公民或永久居民，並具有優秀的學術成績。

申請者需要提交以下材料：申請表、成績單、推薦信等。申請截止日期為八月一日。申請者可以通過該協會的網站或聯繫該協會的秘書處獲取申請表。

該獎學金的金額為一千元。獲獎者將獲得一千元現金，並可申請入讀該協會主辦的暑期課程。

該協會表示，該獎學金旨在鼓勵優秀的學生，並支持他們在學術上的追求。該協會還表示，該獎學金將有助於提高學生的學術水平，並為他們提供進一步學習的機會。

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## 伊莎貝湖野營活動 海青「清涼一夏」真夠勁

【本報記者趙曉雲多倫多報導】一場熱烈的選戰，在南加州中文學校聯合會會長選舉中展開。在九個候選人中，王世子以壓倒性優勢，在最後的計票階段，以超過三萬票，擊敗了其他三位候選人，順利當選。

此次選舉共有九位候選人參加，分別是：王世子、陳國治、李國治、張國治、黃國治、林國治、陳國治、李國治、張國治。王世子在最後的計票階段，以超過三萬票，擊敗了其他三位候選人，順利當選。

王世子在當選後表示，他將繼續為南加州中文學校聯合會的發展而努力。他強調，他將致力於提高學校的教學質量，並加強與其他學校的聯繫。他還表示，他將致力於提高學校的知名度，並吸引更多的學生加入。

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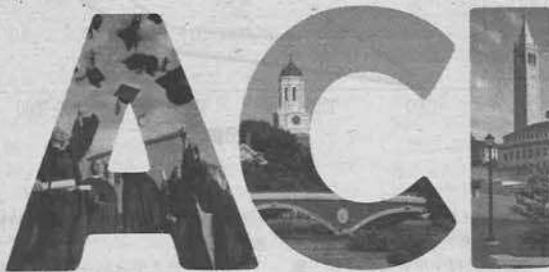


伊莎貝湖野營活動，海青「清涼一夏」真夠勁。



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# 掌握教育，掌握孩子的未來

## —「父母如何幫助孩子進名校」

Andrew郭主任 ACI南加州學院創辦人 www.ACIPrep.com

每一個為人父母者都是孩子的生命設計師，一個孩子會成為什麼樣的人，用什麼樣的方式生活，有什麼樣思想內涵與人際關係，這一切的發生、改變、形成都離不開一個關鍵元素：教育。

掌握教育，掌握孩子的未來。華裔家長無不費盡苦心努力幫助孩子獲得最好的教育資源，從移民美國，選學區，找高端升學培訓機構，請家教、私人教練、心靈輔導老師，潛能開發、音樂、藝術、設計、演講、科學競賽培訓，甚至送孩子參加形象儀態、將言行舉止提升，恨不得把出生到二十五歲每一年的學習活動填得滿滿，不留一分鐘的空閒時間。只是這樣的滿檔學習是否真正能夠創造出優質的學生？答案是未必，甚至事與願違。

教育的核心之一是學習活動，學習對孩子的影響有三個階段：一是知識，二是能力，三是氣質自信。絕大多數的家長對教育孩子的認識只停留在知識面的擴大，什麼都想學，卻不了解孩子的天賦與興趣，花了滿檔的時間填滿了一切能拿的課程與課外活動，孩子並沒有認同與熱情，結果是學了十八般武藝，樣樣不精通。

美國大學看重孩子的是能夠將知識轉換成能力，甚至提升到充滿自信快樂的優雅氣質。教育就是生活，生活能力Life Skills是否建立並能靈活運用是教育的核心價值，這也告知所有華裔家長，為什麼新的Common Core核心課程與新的SAT強調綜合分析與應

用能力，所學的知識應該更貼近生活並能連結大學課程與就業職場。

現今的升學仲介機構誇大代辦各種升學包裝，標榜可以將低GPA學業成績，低SAT分數，課外活動，領導能力欠缺的學生經過設計包裝後，就可以送入知名大學就讀。這種以為花錢請人包裝就可進大學的心態大大低估了美國教育體系裡重視「人的素質」這個核心理念。

頂尖大學在挑選學生，成績優異是一個基本條件，你能與他人溝通，並讓自己的意見受到肯定，懂得尊重生命、關懷他人，受教育的目的不單只是為了找一份工作，而是讓他們成為受歡迎的人，這個世界是留給有責任心並能解決問題的人，這種知識、能力、自信結合產生出來的氣質，才是真正掌握到教育的核心價值，也就是大學強調在找具備「正能量素質」的學生。

家長要尊重孩子的選擇，但是要給予更多的諮詢輔導，孩子能夠進到頂尖學府，這份努力家長占了一半以上的決定因素。我的經驗是「教育孩子之前要先教育家長」，親子之間是一種生命共同體，時時刻刻在相互影響，從知識、品德，見識閱歷的觀點上來看，一個家長自己做不到，如何要求孩子做得到，自己沒有正能量，如何能給孩子正能量。孩子是父母的另一面鏡子，所有你種下去的每一個「因」，都會在孩子身上找到相對的每一個「果」。

我創辦ACI升學教育開始，到今年第二十八年，已輔導過上萬個升學案

例，我一直相信引導家長與學生建立申請大學的「共識」非常重要，心的力量非常強大，先把「心」放進學裡，結合家庭、學校的力量，學生的「身」也會跟著進入到理想大學。每一個學生或家長的潛意識都具備非常大的能量，「心之所向，身亦從之」。當家長和孩子對升學觀念與做法同時開竅，產生正面的情緒、良性溝通互動，沒有什麼事情是辦不成的。

不要迷信明星高中，也不要迷信升學商業包裝，大學看重的是你的「真實特質」，想一想，如果你的孩子個性態度是家人不滿意，同學老師也不喜歡，憑什麼要大學喜歡你的孩子且錄取他。

改變孩子，改變未來，處理「人」的事情，90%靠EQ情緒智商解決，學業重要眾所皆知，觀念、想法、心態正確，為人處世圓融通達才是真正可以獲得加分的給力點，請家長們再一次認真想一想，你孩子的未來就在你的手裡，選擇正能量的學習環境，做一個正能量的人，不單大學要你，國家、社會、職場更都爭著要你。

作者從事申請大學、教育就業、人際關係心理諮詢二十八年，為ACI南加州學院創辦人。

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有名校的地方，  
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## **EXHIBIT 18**

















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**IN THE UNITED STATES PATENT AND TRADEMARK OFFICE  
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD**

ADVANCED CALIFORNIA INNOVATIVE  
INSTITUTE, INC.,

*Petitioner,*

vs.

AMERICAN CAMBRIDGE INSTITUTE,

*Respondent.*

Cancellation No.: 92060449

Mark: ACI INSTITUTE  
Registration No.: 4,186,057  
Registration Date: August 7, 2012

Mark: 南加州學院  
Registration No.: 4,183,328  
Registration Date: July 31, 2012

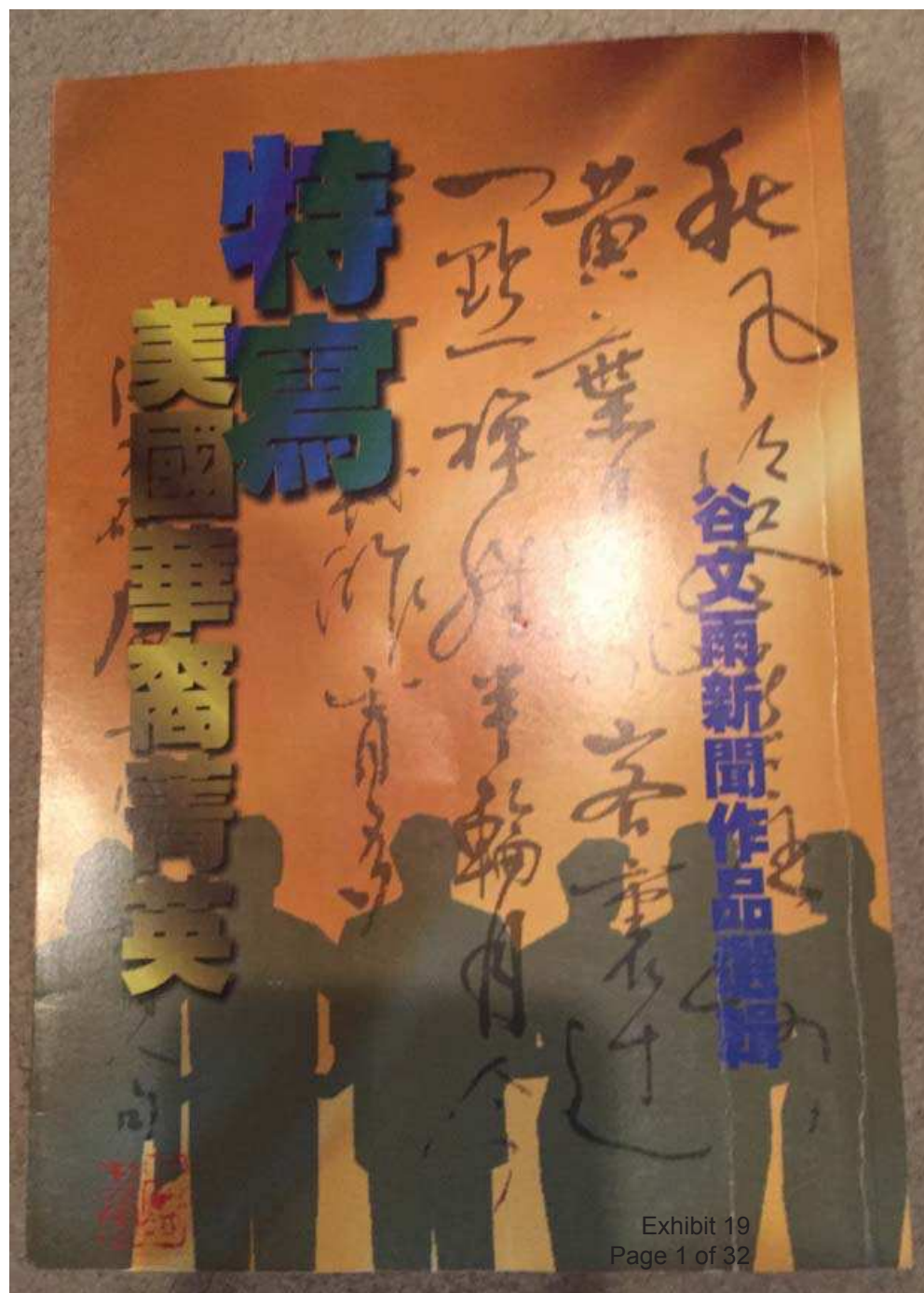
**COMPENDIUM OF EXHIBITS**

**IN SUPPORT OF PETITIONER'S MOTION FOR SUMMARY JUDGMENT**



## **EXHIBIT 19**







學子天堂萬丈高樓從地起 名校搖籃一代英才上青雲  
教育家郭培鈞精心育人甘當鋪路石



打開《華商年鑑》「教育篇」可以讀到一篇題為《美國一流大學如何選擇新生入學》的專文，文章全面而系統地介紹了全美一流大學的概況，包括立校精神、校風、最負盛名的科系或研究方向，並就這些一流大學怎樣選擇、訓練新生以及學生如何申請適合就讀的大學進行說明，文章資料豐富，言簡意賅，指導性和可操作性很強，受到讀者好評。這篇文章的作者就是享譽遐邇的南加州學院創辦人郭培鈞。

郭培鈞生於台北，在師大附中讀書時興趣在於文學和歷史，曾做過校內刊物編輯，爾後進入輔仁大學中文系學習。當時他一邊忙於功課，一邊兼做家教，並閱讀了大量有關教育的書籍，不僅積累下教育工作的最初經驗，而且對學生的求學心理和家長「望子成龍」的心態也開始有所瞭解，更重要的是這些經歷使他對教育工作有了認同感和使命感。在軍隊服役期間，他擔任教官輔導學習國學與文學。



退伍後，郭培鈞回到台北，在來欣托福、GRE留學中心工作，負責處理行政事務並擔任學生顧問。一九八五年，他來到美國進入研究所先後攻讀英語教學和企業管理課程。兩年後，他與友人一起創辦了南加州學院，實現了多年來的「教育夢」。

郭培鈞這樣談起他創辦南加州學院的宗旨，首要的是為有心進入一流大學的學生提供科學指導。其次是幫助來自亞洲和中南美洲的學生補習英語、申辦獎學金。他認為，台灣的升學經驗值得藉鑒，其密集考試、溝通、鼓勵、施以正確的指導與試題分析等方式方法，對華裔學生在激烈的升學競爭中獲取高分大有裨益。

郭培鈞從多年的實際教育實踐中體會到，每個學生都有超乎尋常的潛能，只是在他產生學習和追求成功的願望後，教育者運用正確的方法給予適當的鼓勵與指導，都有望創造出好的學業成績。

他強調說，學生沒有聰敏愚笨之分，只有勤奮懶惰之別，而後者是造成學業差異的主因。學校有責任幫助學生樹立學習信心，制訂學習目標，規劃升學計劃。要培養一個品學兼優的學生，家長應重視對子女的認可，重視身教，並時常與子女「平等溝通」，家長應學會認真聽取子女對事情的獨立見解，激勵其成就感。

十年來，經過長期不懈的努力，南加州學院的發展令人矚目，目前已在南加州主要華人社區設立了八所分校，在校學生超過一千名。SAT考試有七人獲得滿分，一千五百分以上的逾百人，多人考入哈佛、耶魯、MIT、史丹福、加州理工、杜克、UCLA等名校，並且有多人獲取

成為社會的棟樑之材。不安的是社會在不斷發展，並對學校升學教育提出更高的要求，而學校成績，而是加倍努力，向著更高的目標挺進。因此，郭培鈞從不陶醉於已取得的







# 行行出狀元

王艾倫採編

## 望子成龍望女成鳳家長煞費心思 名校搖籃培育英才直上青雲

### 郭培鈞

#### 希望的土地教育是關鍵

一本報特別報導：美國是一個移民國家，每年都有大批來自世界各地的不同族裔移民進入美國，在這些移民中，有一部分是來自台灣。他們來到美國，是為了追求更好的生活，為了給子女提供更好的教育。郭培鈞，這位來自台灣的移民，就是其中的一位。他來到美國，是為了追求更好的生活，為了給子女提供更好的教育。郭培鈞，這位來自台灣的移民，就是其中的一位。他來到美國，是為了追求更好的生活，為了給子女提供更好的教育。郭培鈞，這位來自台灣的移民，就是其中的一位。他來到美國，是為了追求更好的生活，為了給子女提供更好的教育。



郭培鈞重慶一名漁民及釣魚高手，每次出海總是滿載而歸。



南加州學院的學生，進入美國名校相當多，這與該校學生所獲獎學金、獎狀、獎牌等，都是該校學生的驕傲。

#### 創立南加學校幫助移民子弟

郭培鈞，這位來自台灣的移民，就是其中的一位。他來到美國，是為了追求更好的生活，為了給子女提供更好的教育。郭培鈞，這位來自台灣的移民，就是其中的一位。他來到美國，是為了追求更好的生活，為了給子女提供更好的教育。郭培鈞，這位來自台灣的移民，就是其中的一位。他來到美國，是為了追求更好的生活，為了給子女提供更好的教育。郭培鈞，這位來自台灣的移民，就是其中的一位。他來到美國，是為了追求更好的生活，為了給子女提供更好的教育。



#### 草創初期校長兼打鐘

郭培鈞，這位來自台灣的移民，就是其中的一位。他來到美國，是為了追求更好的生活，為了給子女提供更好的教育。郭培鈞，這位來自台灣的移民，就是其中的一位。他來到美國，是為了追求更好的生活，為了給子女提供更好的教育。郭培鈞，這位來自台灣的移民，就是其中的一位。他來到美國，是為了追求更好的生活，為了給子女提供更好的教育。郭培鈞，這位來自台灣的移民，就是其中的一位。他來到美國，是為了追求更好的生活，為了給子女提供更好的教育。



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#### 學生脫穎而出

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#### 如何克服語言障礙

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#### 成功之道歸功於儒教

郭培鈞，這位來自台灣的移民，就是其中的一位。他來到美國，是為了追求更好的生活，為了給子女提供更好的教育。郭培鈞，這位來自台灣的移民，就是其中的一位。他來到美國，是為了追求更好的生活，為了給子女提供更好的教育。郭培鈞，這位來自台灣的移民，就是其中的一位。他來到美國，是為了追求更好的生活，為了給子女提供更好的教育。郭培鈞，這位來自台灣的移民，就是其中的一位。他來到美國，是為了追求更好的生活，為了給子女提供更好的教育。



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# 郭培鈞

## 創辦南加州學院28年 激發華裔生挑戰名校

記者張麗/洛杉磯報導

郭培鈞(Andrew Kao)是南加州學院(ACI College Prep)的創辦人。學院成立28年來,他為萬多華裔及其他族裔的華裔子女提供進入名校深造機會。在這些學生中,曾獲得博士學位的有數千人。他表示,只要知道如何利用周圍的教育資源,每個華裔子女都有升上名校機會。

### 易經的核心 即以人為本

談起辦學初衷,郭培鈞首先談到中國傳統易經的重要內容「易經」。他認為易經是中國文化的核心和精髓。他強調教育的宗旨,要以人為本,和諧共處,安身立命。對家庭及社會都有一種責任感。他本科專業是中文,但對數學和科學知識,並不能夠會講。郭培鈞相信,激勵學生發掘潛能,才能成就他們的夢想。



郭培鈞認為,每個人都可以升上名校,關鍵在於如何應用教育資源。(記者張麗/攝影)

郭培鈞說,華人講求有德才有德,有德才有福。有德才有財,但教育資源始終,他認為,教育三代可改變一國命運。但部分華裔人移民後,更重視學業成績,但忽略了孩子的心靈。他經常會到一些華裔家庭,陪著子女到各處報到各種學習課程,但子女卻無動於衷。這就是華裔家長望子成龍,但並未將「主動求知」變成子女自己的事。也有不少華人子弟從中國來美國到名校深造,但轉學率近20%,這多是因為家長為了讓子女能夠出國留學,竟偽造學業成績及文件。這種做法實際上反而害了孩子。

### 求知要動力 求學靠自己

學生進入名校,最終成為社會有用人才,這過程最重要是必須激發學生潛能。郭培鈞說,學習和思想及動機相輔相成。他可以根據學生的潛能,在短時間內,激發

學生學習追求成功動力。

他說,曾經有一位華裔女孩,辛苦打工賺了千元學費,到南加州學院求學輔導。而這位女孩的家長並不支持她讀大學,加上女孩自己信心也不足,但在郭培鈞及老師們的鼓勵及幫助下,這位女孩最後考入名校,實現了自己夢想。還有不少華裔人家庭子女在南加州學院培訓後,不願進入長春華校,最後都考上博士學位。

### 重視教育觀 強化正能量

郭培鈞做過記者,曾經採訪過現任聯邦國會議員趙美心。他表示,趙美心的成功經驗是重視華人父母,正確積極的教育觀念可以改變人生。他談到前非裔總統歐巴馬成功經歷,歸於父母在幼年時站在白宮前的激勵話語。只有比旁人多付出幾倍努力,才能超越,也才能進入白宮。

教育成功的關鍵在於

就問郭培鈞「為什麼可能皮膚顏色與她不同,但她的家庭與孩子不同,孩子會與父母不同」。郭培鈞回答說,世界五彩繽紛。非裔們提供感動地說,如果當初自己的父母這樣回答他,他就不會報學了。郭培鈞強調教育帶給人的「正能量」,讓人發揮自己走向成功。

### 教育有方向 生活中落實

談及目前美正進行的Common Core(共同核心課程標準)教育改革,郭培鈞認為,教育改革與大學考試同步改革,目的就是培養學生的閱讀、理解、分析、綜合能力,及將所學知識應用到實際生活中的能力。比如讓學生學會解題關鍵,分析圖表統計數字,還有閱讀一段文字,再根據學生的理解寫出文章。南加州學院正努力按照教育改革方向,安排所有的輔導課程,帶領學生進入理想名校。



# 邵霞

## 玫瑰公主自我蛻變 美麗歌聲激盪人心

記者丁麗/亞美利加市報導

從音樂創作走向多元服務社會,邵霞(Simona K. Shao)的歌聲有了更廣闊的舞台。繼2015年玫瑰公主以來,她參加了150多項活動,為社區尋求歌聲,為百萬人的花車遊行獻花。為南加州人民留下美麗活潑的印象。本報花車遊行主題「激勵人心的故事」。三個月來在邵霞的心中也留下了許多感人的故事。

### 憂鬱的病痛 從此有歡笑

玫瑰公主邵霞每年去醫院訪問病友,特別是洛杉磯兒童醫院和「希望城」癌症醫院。邵霞為他們帶來歡笑,祝願他們早日康復。叮囑他們獻花車遊行,並將一枚枚玫瑰花瓣貼在他們胸前或衣領上。公主像個陽光,為憂鬱的病房帶來歡笑,為病友們增添信心和希望。一位罹患小兒癌,希望邵霞能與音樂會時

通心橋的橋樑。

邵霞歌聲響亮超越國界,歷經戰爭受害者。2014年她為美國第70周年,她帶領Westridge女中合唱團訪問日本。她們到神戶紀念廣場,站在那裡唱歌、搖擺死難者。身著優美許多過路民眾,大家帶著這群來自美國的女孩,她們祈禱和平安,她們像天使般溫暖。邵霞說,這次演出使她深刻體驗戰爭的殘酷與和平的珍貴。

### 創作與服務 長春藤欣賞

邵霞從小擅音樂創作、填詞作曲、樂聲唱歌。父母為她設置錄音室,她將原创作品放上YouTube,頗有一手好歌。她14歲參加北京「水立方」海外華裔青少年歌唱賽,演唱三首中文歌曲,贏得一枚銅牌。2014年出版個人專輯,收錄「All For You」、「一切為了你」、「A Little Time」(一點時間)等創作。邵霞即將畢業於西猶



邵霞(右)和母親馬麗一起翻唱歐陽菲菲公主的成名曲。(記者丁麗/攝影)

高,今年3月獲賓州大學(UPenn)華碩(Wharton)商學院和華盛頓大學(Columbia University)文理學院錄取。音樂創作和社區服務為她設置人生長春藤。

### 少女與長者 朝陽與晚霞

老人中心也是玫瑰公主必到之處,少女與長者對話,宛如朝陽和晚霞的對話。黃昏途中的老人和聽著輕聲歌聲,目送朝陽最後的結尾萬分感。玫瑰公主們每到最後的結尾也成熟了幾分,格外珍惜自己的青春年華和機遇。巴沙達那每年元旦花車遊行,都有百萬人民湧往。玫瑰公主們會去大會場接機宣傳,動員大家搭乘輕軌列車前往。有一部分希裔華人,邵霞用中文向他們介紹,搭輕軌到車站方便,有移民分發給。她與另一位希裔裔公主都擅長唱歌,每週一處,她們都以優美的歌聲拉近了人們距離,用音樂架起了兩

個世界的橋樑。她曾獲大學中心體驗,實大有八個合唱團,包括她最愛的華裔合唱團。因此她決定讀音樂,主修商業,副修流行音樂。暑假後,她將帶著音樂夢想步入長春藤校園。

### 音樂的啟蒙 成長的助力

邵霞的母親馬麗說,邵霞很用心,家長幫助她做長遠規劃,請老師指導她填詞作曲,音樂啟蒙教育對她的成長幫助很大。馬麗說,發揮孩子的激情、潛能和特質,是培養孩子的最佳方式。父母應給孩子留在身邊,邵霞去美國尋找最優秀的舞台,做最感興趣的事情。孩子與父母保持一定的距離,有利於獨立學習,會更健康快樂,更融入社會和成為可造之材。

慶祝一年一度亞太裔傳統月,並感謝以心家到地,地不分,世界無疆。新說,世界由我們共同創造。我們相信,我們的力量和勇氣,是創造一個更美好的世界。我們相信,我們的力量和勇氣,是創造一個更美好的世界。我們相信,我們的力量和勇氣,是創造一個更美好的世界。



## 為了家人,再努力都值得

同心協力,我們可以助您精明管理辛苦賺的錢,提供您家人美好的未來。從教育儲蓄、房貸到退休,我們都能提供適合您或全家的方案。

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Dec 2008

# 華夏財富

China Fortune

封面人物

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育才育德，  
圓華裔孩子名校夢

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# 育才育德，圓華裔孩子名校夢



長久以來，華人家庭都非常注重子女教育問題，“望子成龍，望女成鳳”是他們共同的心願。然而，由于中美文化背景以及教育制度的差異，許多華裔家長在子女的教育方面均存在誤區，以致孩子們在高考時失利，與名校失之交臂。為此，來自臺灣的美國著名華裔教育家，**南加州學院**（ACI Institute）創辦人郭培鈞主任，不惜花費大量心血，于1987年親手創立了有十間分校的南加州學院，致力於幫助青少年提高學習成績，更可為其未來制定明確的目標及方向。經過二十余年的不懈努力，該學院已成功幫助超過10000名青年學子進入美國一流學府，包括哈佛、普林斯頓、耶魯、史坦福、哥倫比亞、康奈爾等名校，一躍成為洛杉磯地區享有盛名的升學測驗輔導中心。

## 名校擇生，指點迷津

郭主任是臺灣人，早期畢業于臺灣天主教輔仁大學，于1985年來到美國攻讀英語教學碩士，隨後從事升學教育工作。據他表示，在美國生活的華人，都極為重視子女的教育。許多有“遠見”的華裔家長從子女小學階段開始，便已為子女的未來做好了長遠的規劃——將來該進入哪個名牌大學、就讀什麼專業以及畢業後就業方面等相關問題。而絕大多數的華裔家長却絲毫不知美國的教育體制，不明白SAT成績和GPA成績對孩子升學的重要性，更不了解美國高等學府擇生的標準。

郭主任認為，美國大學招生有三大標準：一、學術成績；二、課外活動；三、人格特質。學術成績分為在校課業GPA點數及標準考試，如SAT、AP、ACT、PSAT等。把課外活動列為招生的標準之一，是因為美國大學非常注重學生的團隊合作、領導才能、研究創新、組織整合以及協調的各項能力，藉此反映學生對生活及學習的熱愛程度。其中最容易被華人家長忽略的是人格特質這一項目。在他們傳統的觀

念裏，認為成績好就是好學生，因而把全部精力都緊盯着學業與考試成績，結果往往是學習成績全A，但人格特質（占大學考試申請的20%）這項卻顯得平凡無奇，難以和歐洲移民后代（白人學生）相提並論。

另外，他還指出，一些華人學生由于觀念守舊，缺乏獨立性，很難適應美國先進的開放式教育環境。他們從小學開始一直采用固定的方法以及態度學習，當面對GPA、SAT等升學競爭時，這種守舊的讀書方







式就會成為成功的阻力。同時，太多華裔家長誤將學校當成孩子成長的唯一搖籃，却忽視了自身對孩子的影響力。孩子在成長過程中最需要的，其實是來自于家長的關愛與支持。只有用心與他們溝通、交流，孩子們才會茁壯成長。

### 德才兼備，培育“良馬”

南加州學院是郭主任多年來的心血結晶，也是洛杉磯地區服務亞裔社區最久且最具規模的教育輔導機構。多年來，郭主任秉承“德智並兼、潛能無限、以人為本、嚴而有格、學校盡責、家長配合、學生努力”的良性循環綫，確保“千裏馬”日行千里。在教學上，他以學生的成績、分數進步為主，同時兼備啟發知識、道德、謙虛與禮貌教育的人格教育。畢竟成績好并不代表健全的人格，所以要以人性為主，首先肯定其能力，進而塑造積極正面的性格、觀念以及為人處世的態度。

根據自身多年的教學經驗，郭主任認為，一般

12歲到18歲是青少年成長的關鍵時期，對其人生影響最大。在這個階段，要正確引導及教育學生，不能把分數作為衡量他們的唯一標準，應該重點培養他們獨立思考和判斷能力，同時教育他們要學會感激，以維持與家庭或者朋友間的和睦相處。

郭主任經常一對一地幫助學生制定人生規劃，將學業、收入、社會地位以及未來的婚姻對象等因素相互關聯并呈現給學生，由學生自己來決定未來的人生方向。這是一項自發性的觀念引導，對學生幫助很大，能以此發掘出學生潛意識裏的真實想法，從而階段性的實現其最終人生目標。他總會定期與學生進行單獨溝通，在每一次的懇談后，他除了能感受到學生認清自己與環境的關聯以及對人生態度的改變以外，更多的是來自家長因為學生開始真正為自己的未來努力的感謝。

當為學生制定人生目標之后，郭主任還會採取各種方法來鼓勵學生。一旦學生在某一方面取得進







步，他就會在黑板上仔細記錄下來，然后再給予適當的獎勵。在這種良好的學習氛圍下，南加州學院的學生不但個個都熱愛學習，而且都禮貌有加。在這裏，沒有穿著露臍裝的女孩，也看不到發型怪異的男孩。

“千裏馬常有，而伯樂不常有。”爲了培育“良馬”，郭主任對教師也實行承諾制：教師在進入學院時，要進行基本的培訓，每一個教師在任教之初，要確定自己的教學目標，沒有實現目標的則自動離開。相應地，他給每個老師的待遇也是本地教育學院中最具有吸引力的。這些具體措施的實施，贏得了學生家長以及教師的一致好評。二十多年來，南加州學院的老師很少流失，許多從這裏考上美國名牌大學的學生，畢業后又返回這裏培育新的學生。

### 桃李不言，下自成蹊

時光荏苒，一晃眼二十多年過去了，郭主任所精心培養的“良馬”都已長大成人，并在各行各業均取得了驕人的成績。他曾笑着告訴筆者：我所教過的學生在走向社會后，各行各業的都有，包括工程師、經理、律師、會計師、醫生以及服務行業等，都是社會的杰出精英，其中特別有意思的是，有時候外出旅行都會遇到以前教過的學生。看到這些學生成家立業并對當初讀書時的教導深表感謝時，他就深感欣慰，一切的付出都是值得的。

這些年來，除了培養學生，郭主任還在電臺主持節目。自1994年開始，他就接受了電臺的邀請，開辦南加州升學講座、南加州教育講座的廣播節目，來分享及解決學生升學及心裏輔導有關問題。節目開播后引起了極大的社會反響，許多家長紛紛致電諮詢，以致很多時候每個星期得上十幾個節目。另外，他還經常接受加州各著名學校的邀請，爲學生們做演講。雖然日程十分忙

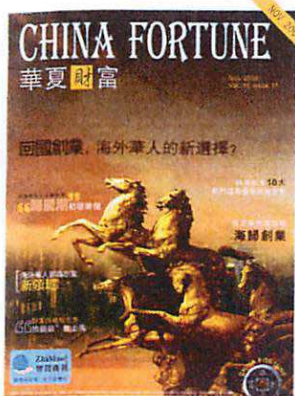
碌，但他的內心却充滿了培育英才的愉快及成就感。

目前，南加州學院在郭主任的管理下，已經發展成爲遍及南加州華人社區的連鎖學院，它在阿罕布拉市、亞凱迪亞市、奇諾崗、鑽石吧、哈崗、羅蘭崗、爾灣等10個城市均設有分院，提供全年課程給華裔學生課后進修，暑假學生達4000多人。而該校自創辦以來，已經幫助許多青年學子進入美國一流學府，其中包括哈佛、普林斯頓、耶魯、史坦福、哥倫比亞、康奈爾等，并有數百名學生獲得MD、JD、PhD等博士學位，這些優秀的ACI學生再次將自己的能力回饋給社會，成爲各行各業的佼佼者。

郭主任以自己的青春、執着，實現了無數華人學子的美國夢。







上期封面

## 《華夏財富》

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### 華夏人物, 財富視點

《華夏財富》是一本鎖定海內外高端讀者, 介紹商界名流, 挖掘財富故事, 提煉商業智慧的刊物; 是一本盤點行業諮詢, 把握國際經濟發展脈絡的新銳雜誌。本刊為月刊, 標準16開本, 面向全球發行。

#### 探討財富話題

每一期, 我們將邀請到資深專家, 一錢投資理財人和我們全球讀者共同探討一個財富話題。本刊試圖搭建一個互動平臺, 納百家之言, 為您提供可借鑒性參考。

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約訪杰出海外華商, 捕捉財富人物風采, 記錄華夏企業家們的心路歷程及創業的情懷, 是本刊永恒的追求。

同時, 中國傳統文化、傳統醫學也被我們冠以“財富”之名, 因為對於正在崛起的中華民族, “物質財富”與“精神財富”理應等量齊觀!

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## ASIAN BUSINESS AWARDS 2015

### Publisher's Letter



**W**E'RE excited to present you with the 2015 celebration of one of the most dynamic sectors of business today — the Asian business community of greater Los Angeles!

To get an idea of the impact that Asian-owned and managed organizations are making on our business landscape, you need look no further than the many success stories that appear across our pages in the Los Angeles Business Journal. It's only natural that we feature a spotlight on these fascinating companies with great stories and terrific leaders. Whether they are emerging organizations, large established business institutions, or non-profit organizations, each plays a role in helping to keep the fabric of our collective community strong.

So once again we have scoured through the many great stories of Asian business success in our region to single out some of the most outstanding organizations and leaders who are setting an example that all of us doing business in the region can follow.

The awards ceremony, along with the special supplement we produce within this paper, sharing our honorees' terrific success stories and contributions to Los Angeles business as a whole, is an event we are particularly proud of. This section you are reading spotlights the very special honorees we celebrated at the 2015

Awards luncheon on Wednesday, July 8<sup>th</sup> at the Omni Hotel & Resort Los Angeles.

This year, four extraordinary honoree organizations were announced — and are profiled in this section, alongside two very special honoree distinctions for individuals — the "Asian Business Lifetime Achievement Award" and the "Outstanding Asian American Executive Award." We applaud each of our honorees, as well as the wonderful collection of finalists, also detailed in these pages.

We hope you enjoy this special section, which contains some insights on the creative ways in which some of LA's leading Asian businesses have made prestigious names for themselves.

Special thanks go out this year to our presenting sponsors, California Bank & Trust, McGladrey, and Wells Fargo. And again, congratulations to all the great Asian businesses in Los Angeles that play such an integral role in our business community as a whole.

Best regards,

Matthew A. Toledo  
Publisher & CEO

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# 2015 ASIAN BUSINESS AWARDS

# Honorees

## PUBLIC COMPANY

### Greenland USA

**I**N August 2013, the chairman of Greenland Group, a \$50 billion company with operations in 90 Chinese cities and nine countries around the world, tapped I-Fei Chang to lead the company's first foray into the U.S., and a month later she arrived in Los Angeles with nothing but suitcases and ambition. As president and CEO of Greenland USA, Chang today has \$6 billion in assets under her purview across two landmark developments in Los Angeles and New York City.

Operating with the firm belief that market conditions were right in the U.S., in January 2014, Greenland USA acquired the \$1 billion Metropolis site in downtown Los Angeles, spurring the revitalization of the area. Greenland USA is also working closely with city officials and local elected officials and leaders to create the Avenue of the Angels, a pedestrian-friendly walkway that would connect the financial district in the north to the entertainment district in the south. What sat as an empty parking lot for decades will soon become Metropolis, a 4.3 million square foot luxury mixed-use property, bringing together curated retail stores, high quality condominiums and Hotel Indigo, a 350-room boutique hotel operated by IHG. Metropolis will be one of the largest mixed-use developments on the West Coast. In 2014, Greenland USA broke ground on the first phase of Metropolis and unveiled plans for phase two.

Speed and quality are tenets that Chang and Greenland USA pride themselves on. Greenland USA leverages its staff and parent company's international expertise to bring projects from the ground up quickly, and with an eye for safety and compliance with city regulators. With this philosophy, the company plans to complete all four buildings at the Metropolis site by 2018. Already, consumers are responding positively: condominiums in the first residential tower are already half sold, though it's not slated for completion until late 2016.



I-Fei Chang

## PRIVATE BUSINESS (REVENUE >\$25 MILLION)

### Pacific American Fish Company

**I**N 1977, Joseph Huh established a small seafood company dedicated to distributing the freshest quality products to local retailers. Joseph's two sons, Peter and Paul Huh, realized his vision to the next level and founded Pacific American Fish Company (PAFCO), a family-owned full service seafood enterprise that offers over 3,000 fresh and frozen products. PAFCO is the parent company of numerous brands including Oceanist, Pacific Surf, Snak N'Go, and Pete's Seafood.

Over two generations have been dedicated to providing customers with the freshest seafood products. For this reason, PAFCO manages and has direct access to fishing vessels, fish and shellfish farms, and processing plants from around the world. The company operates manufacturing and purchasing offices in North America, Latin America and Asia. As a result, PAFCO is able to directly oversee all of its brands and all phases of their production.

Currently, PAFCO is one of the most successful seafood companies in Southern California, an accolade the company attributes to the exceptional quality of its products. PAFCO goes above and beyond all government food safety requirements to ensure it provides the safest and highest quality seafood. Moreover, PAFCO employs state-of-the-art technology at its Vernon-based facility and throughout its entire business to guarantee that its brands are cutting edge and meet the needs of today's lifestyles.

Throughout the years, PAFCO has established strong relationships with environmentally responsible suppliers worldwide. PAFCO is a conscientious company that believes in the efforts of sustainability and values the unique balance of the oceans. The company stance as a strong advocate of sustaining the world's seafood resources has been a part of PAFCO's long-standing tradition. PAFCO recognizes that employing good environmental practices benefit everyone involved in the supply chain—from the supplier to the consumer.



Peter Huh





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# Minimizing the Burden and Maximizing the Benefits of Global Statutory Audits

By MATT DOLLARD

**T**AKING advantage of global opportunity often means expanding into numerous foreign jurisdictions. International expansion offers tremendous strategic advantages, while opening risks in dealing with statutory audit requirements and other compliance burdens in every jurisdiction. Too many companies see these compliance activities as a burden and often pay insufficient attention to addressing them timely or effectively, leaving management of statutory audits to their foreign operations and providing little assistance or oversight. That can be a costly mistake. Consider the risks. Failure to comply with these obligations can mean:

- Fines and penalties which, depending on the jurisdiction, can be substantial
- Loss of your license to do business in a jurisdiction
- Personal liability for your executives and directors, including the possibility of arrest

Effectively meeting your statutory audit obligations is a vital part of managing your global risk and maintaining solid corporate governance and citizenship. But the benefits of an effective global statutory audit approach extend beyond managing risk. A timely, effective statutory audit process can provide reliable information on operating results that will help you manage international tax planning and compliance, including transfer pricing, and that will support your global strategic planning efforts.

At a minimum, an effectively managed global statutory audit program will minimize the overall work and expense of your audit efforts, shorten audit delivery times and better align your audit resources with your global operations.

## Five Steps for Managing Your Global Statutory Audit Challenge

**1. Make sure you're performing statutory audits everywhere they are required.** Centrally document the statutory audit thresholds, rules and deadlines in every country where you have operations, establish a plan to ensure that you are conducting all required audits on-time, and in accordance with local regulations, and conduct an annual review of all local operations against local requirements to ensure your approach is up to date. While the cost of compliance may seem high, the cost of failure is higher. When you balance the expense of a disciplined global statutory audit approach against the potential of losing your business license in key jurisdictions, possible fines and potential legal liability for your company and your leadership, you'll see that effective compliance is a relative bargain.



## 2. Understand what's needed in each jurisdiction.

You may not need to complete a statutory audit in every jurisdiction. Some countries allow foreign subsidiaries to opt out of a local audit if they are below certain thresholds. That doesn't mean, however, you don't need an accurate accounting of local results. Some companies choose to have an audit anyway for internal control purposes. However, a full audit is expensive and is not the best way to ensure an internal controls are in place. Conducting limited, agreed-upon procedures focused on key areas can be a more effective and less expensive way to manage risk.

**3. Know when to re-evaluate your compliance requirements.** Multinational acquisitions, carve-out acquisitions, and global restructuring events all can affect your compliance requirements. Understanding the statutory audit ramifications of such events should be built in to your planning process. Different jurisdictions can have vastly different statutory audit rules for newly acquired businesses. You may be able to opt out of an audit or extend the audit period beyond 12 months. Carve-out acquisitions, for example, have a reset effect in most countries, which may allow you to extend an audit beyond 12 months, possibly as long as 24 months. Understanding the rules allows management to balance the costs and benefits of all options.

## 4. Analyze locations that are getting audited twice.

A U.S. consolidated audit, which is conducted shortly after year-end, often includes audit procedures at foreign locations. Companies then sometimes see the auditor sending a second team later in the year to address the local statutory audit. Working with your auditor to combine consolidated audit and statutory audit work can yield significant savings.

Some U.S. parent companies that have European holding companies with multiple foreign entities are required to have a European consolidated audit and another consolidated audit at the parent company level. This requires a lot of effort and expense for both the company and its auditor. A U.S. company may be able to streamline its reporting if the European country allows a business to use its U.S. consolidated report in place of the European report. However, companies must understand the trade-offs. While this may save the company time and money, it also means that its U.S. financial statements may become publicly available in Europe. For a public company, this is not an issue. But private companies will want to consider the ramifications of revealing their financial statements to the world to save costs.

**5. Analyze your global audit provider network.** The firm performing your global consolidated audit is not always the right firm to use for your local statutory audit needs. The firm conducting the global audit will conduct its work according to the relative materiality of your various foreign subsidiaries, which could mean that they are not the most effective or cost-efficient resource to meet your statutory audit needs. By considering alternative relationships with global networks that are better scaled to the size of your foreign operations and coordinating that work with your consolidated audit, you may realize a better service value.

Statutory audits are vital to your global compliance effort, can provide information to support transfer pricing and other important international strategies and can provide key insights into improving your global operations. If your company is treating them like a compliance nuisance, not only may you be risking enforcement trouble with local jurisdictions, you also are failing to leverage their inherent value and may well be driving up the overall effort and expense of your global accounting effort. Give statutory audits the attention they deserve, and you can gain real benefits for your company.

## Seven Signs that its Time to Re-Evaluate your Statutory Audit Approach

Consider the following indicators. The more of them that apply to your global organization, the more likely your business could benefit from an analysis of your current statutory audit compliance program:

- You have critical foreign mass, meaning six or more foreign locations, though this number can be lower depending on complexity of activities, corporate structure, maturity of internal controls and other issues
- You do not currently have an annual process to analyze and document foreign audit requirements in each country from a centralized location
- You do not currently gather, analyze, or house completed foreign audit reports centrally, nor make that information accessible to those who need it
- You have multiple overseas subsidiaries held under foreign holding companies that require a foreign consolidated audit
- You have recent overseas mergers and acquisitions /or restructuring activities
- You have experienced substantial deviations of global audit fees from agreed-upon fees, indicating efficiencies may be possible
- You have foreign locations that are audited twice – once for the global audit, then again for the statutory audit

Matt Dollard is International Director of McGladrey LLP. He can be reached directly via [Matt.Dollard@mcgladrey.com](mailto:Matt.Dollard@mcgladrey.com).



# 2015 ASIAN BUSINESS AWARDS

# Honorees

PRIVATE BUSINESS  
(REVENUE \$5-\$25 MILLION)

## Peking Noodle Company

**W**HILE most may not consider noodles to be a highly technical food product, Frank Tong and his family, who started the Peking Noodle Company in 1924, would beg to differ. They view noodles as a science and that it is vital the color, shape, taste, and how it feels in the mouth is always consistent. This commitment to excellence is what has made the Peking Noodle Company a successful family business stretching three generations.

The Peking Noodle Company also takes customer service to an all-new level as it works with its customers to conduct R&D and develop innovative products. Every one of its sales reps, as well as Tong himself, consistently communicates with customers to determine what their needs are and then works hand-in-hand with them to develop new products.

Of course, Tong, (who has been CEO since 2012), just like his grandfather and father before him, knows that while customer service will always be important, you must have quality products to have any chance at long-term success. In order to always provide the best products, Tong keeps a keen focus on quality control. Not only the physical attributes of the noodle, but also the chemical make up. The company closely scrutinizes its vendors to ensure that all ingredients are natural, non-GMO and of the finest quality.

Tong also has a plan and vision for the future of the company. While he has already introduced new snack items, as well as increased sales of existing products, he now wants to expand into more traditional outlets and develop new products not focused only on the Asian Market. Tong knows it is a new world and he must diversify the companies' offerings to compete in the future. Whether it is Gluten Free options, or additional textures and tastes, Tong and Peking Noodle Company are investing in the future of the organization.



Frank Tong

PRIVATE BUSINESS  
(REVENUE <\$5 MILLION)

## ACI College Prep



Andrew Kuo

**T**HE key to the success of ACI College Prep, founded by Andrew Kuo with its first location in 1987, is its focus on developing well-rounded students. This focus has led ACI College Prep to grow to its current size of six centers today. Kuo and ACI College Prep are having a dramatic affect on the education and future success of an amazing number of students in our region. He has introduced a new system to college preparation that is attracting thousands of students and setting them up for long-term success.

Kuo's lifelong dedication to education began as a college student in China, tutoring high school students. When he came to the United States to get his Master's Degree, he continued to teach at a school to help students learn Chinese. As he progressed in his studies towards a Masters in Business Administration and Education, Kuo believed he could develop a better way for students to prepare for standardized tests.

In addition to focusing on test scores, Kuo wanted his centers to work hand in hand with the students to place them in the best possible position to achieve their goals. Kuo opened his first location in Norwalk in 1987, hiring the best teachers and counselors, and developed his goal-setting and life-planning system, along with standardized test preparation. Every student who comes to ACI first sits down with a counselor to review his/her goals and makes a plan on how to best achieve them. These goals include college selection, course of study, and other factors that will influence their future.

Sharing his philosophy attracted even more students, allowing Kuo to successfully operate and franchise schools in 21 cities in and around the greater Southern California region. However, his primary focus resides with the 6 locations he currently owns. Now, ACI College Prep has literally helped 50,000 students.





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Oodles 4 Kids, est. 2012  
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\*Wells Fargo rewarded Carolyn Miye \$10,000 to help with her marketing plans.

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# 2015 ASIAN BUSINESS AWARDS

# Honorees

## OUTSTANDING ASIAN AMERICAN EXECUTIVE

### Ryan Patel

Vice President, Global Development  
Pinkberry

**R**YAN Patel has an impressive knowledge and experience in brands encompassing casual dining and quick service restaurants. However, what makes his career so unique is that he has also stepped into the world of retail fashion. An expert in growing brands, he has worked for publicly traded to private companies, and has helped build corporate to franchise stores throughout the retail to food segments, both domestically and internationally.

Currently, Patel serves as the Vice President of Global Development for Pinkberry, one of the fastest growing retail brands globally. Since commencing at Pinkberry in 2011, the company has gone from less than 95 locations to over 260 stores in 23 countries and is continuing to expand. The opportunity to help grow a young company into a global leader was enticing for Patel.

Patel has been vital in providing valuable strategy and leadership in developing international growth plans across multi-cultural and cross-functional teams. He has been a key player at some of the world's most innovative companies including Pinkberry, Wet Seal Retail, Inc. (Arden B and West Seal), Jamba Juice, BJ's Restaurants, Inc. and Panda Express.

With an impressive background in food and retail, Patel is a strong believer in giving back to the community and paying it forward. He takes great delight in imparting his knowledge and experience to others; and is adaptable, honest, direct and most importantly, has a passion in discussing relevant and real world situations, which is accessible to both students and professionals alike. Patel has a unique and diverse view of the changing nature of trends impacting shoppers, employees, competition, economics, supply chains and management, and offers a corporate and franchise perspective. He has coached hundreds of entrepreneurs and helped companies grow into world-renowned brands.



Ryan Patel

## LIFETIME ACHIEVEMENT

### Marianne Moy

President and Principal  
Golden Horizon Enterprises and  
Oaks Property Management

**I**F owning property and upward social and economic mobility for one's family is the "American Dream," then Marianne Moy, who immigrated to the United States at the age of six, is literally living a fantasy. A fantasy which she made a reality through a little bit of luck, but mostly a lot of hard work, determination and an indomitable spirit. From small investments in the 1960s, Moy has become a real estate mogul, with a portfolio that includes multi-family, retail, industrial and residential properties.

Moy, who could not speak a word of English when she came to America, followed her parents' example of perseverance and quickly excelled in school. She attended UCLA in the early 1960s where she graduated with an Education degree. During her undergraduate years, she also met her husband, Ming Moy, an aspiring lawyer. As a young teacher/lawyer couple, the Moys were just starting to see some success when they started dabbling in real estate investments in the early 1970s. As the years progressed, they were able to purchase larger complexes and quickly realized they had a passion for real estate investment.

In the late 1970s, when they made a significant purchase of a 96-unit building, the Moys realized it was time for them to leave their jobs and work full time on their burgeoning real estate business. The business continued to grow, and after negotiating to buy a 700-unit portfolio from one of the largest banks in the country, they realized they were now in a position of strength.

Shortly thereafter, tragedy struck as Ming passed away at a young age from a heart attack. Moy had to quickly transition from her support role to be front and center in all company dealings. She showed incredible resilience as she continued to purchase property throughout Southern California. She has built a company that has secured financial security for successive generations of her family and inspired many.



Marianne Moy





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# 2015 ASIAN BUSINESS AWARDS FINALISTS

*There were so many excellent contenders for the Asian Business Awards, we couldn't let some of these honorable nominees slip by without recognition. Congratulations to each of the following finalist organizations, listed below in alphabetical order!*

## 24Hr HomeCare



**Iwamoto**

Ryan Iwamoto is a Co-founder and Chief Marketing Officer of 24Hr HomeCare, a Los Angeles-based provider of nonmedical in-home care services for seniors and developmentally disabled children and adults. In the past 7 years, 24Hr HomeCare has expanded to twelve locations and one corporate headquarters throughout the states of California and Arizona, hiring over 3,000 total employees, largely in the greater Los Angeles area. The company's growth can be attributed to excellence in leadership, the unique company culture fostered by a motivated team, and constant innovation in terms of technology utilized and services offered. In 2015, 24Hr HomeCare now serves over 2,000 clients every month.

Iwamoto and his partners founded 24Hr HomeCare in order to provide the public with access to a quality of service that hadn't yet been offered in the industry. Iwamoto believes that creating quality service begins with developing quality personnel, and created the Sales and Management Development program to train 24Hr HomeCare employees for a career in either sales management or operations management.

## Advancing Women Executives



**Takayama**

Advancing Women Executives (AWE) is the premier business service for the advancement of corporate executive women, supported by women and men. AWE members have the common goal of partnering, supporting, and promoting each other. Membership in AWE is by invitation only and is company-sponsored. Senior executives working at the Vice President level and above (such as corporate roles in finance, sales, marketing, IT, legal, HR, and operations) are eligible. AWE is a service professional-free membership and adheres to a strict policy against marketing or commercial activity.

Meiko Takayama, the Founder and CEO of AWE, created the organization when she recognized that there needed to be a paradigm shift in corporate America in order to increase the number of women at the top of companies. Through improving awareness, instilling action and creating change, AWE is actively engaging with executives and their companies to improve business by promoting women.

## AirSplat



**Chu**

AirSplat.com was founded in 2001 in a small 200 sf office space. The online retail company started at an interesting junction, when Google first started its ad words product and consumers were just beginning to accept purchasing online. By 2002, AirSplat.com had outgrown its space and rented its first warehouse of 1500 sf. From there, the business hired its first employee and quickly outgrew the space again. This time in 2003, it moved into a 5000 sf building and expanded to 10 employees. In 2005, AirSplat moved yet again — into a 40,000 sf building. By 2008, AirSplat had grown to 30 employees and was a bustling \$20 million business.

Today, led by its president May Chu, AirSplat is in a 70,000 sf building and has over 45 employees in two states. It is still a privately held company and continues to be a dominant figure in the space of online retail for sporting goods.

## Amritt Ventures Inc



**Bagla**

When Amritt was founded, international trade between India and the USA was under \$15 billion, less than US trade with a small country such as Belgium. The principals, led by Gunjan Bagla, founder of Amritt, felt that the potential was much, much greater and set about advising companies such as Agilent, Clorox, Covidien, Paramount Farms and training California executives at Boeing, Northrop Grumman, Interpret, Midway Games, Cisco, Walt Disney, Hewlett Packard and many other top California companies to better deal with India.

Amazingly, trade with India has now reached about \$100 billion. This year Amritt predicts that by 2022 bilateral trade could cross \$500 billion. A better understanding of India's market is crucial for this growth. Amritt's work is a key part of providing that understanding to top executives, their companies and to companies at large. Amritt principals have spoken at many national and global events on USA-India trade — to the extent that the firm's impact far exceeds its size.

## Asian American Real Estate Association



**Ahn**

The Asian Real Estate Association of America (AREAA) is a nonprofit professional trade organization dedicated to promoting sustainable home ownership opportunities in Asian American communities by creating a powerful national voice for housing and real estate professionals that serve this dynamic market.

The Los Angeles chapter is led by chapter president Young Ahn.

AREAA's membership represents a broad array of real estate, mortgage and housing-related professionals that serve the diverse Asian American market. AREAA is the only trade association dedicated to representing the interests of the Asian real estate market nationwide.

## BYD



**Li**

With more than 150,000 employees on four continents, BYD, or "Build Your Dreams," is world-renowned as a powerhouse in the automotive, battery and sustainable energy industries. In the early 2010s, BYD embarked upon the journey of entering the United States automotive market.

Upon meeting in China with BYD representatives under the leadership of Senior Vice President Stella Li, the City of Lancaster discovered immediately recognized a kindred spirit. It was clear that BYD and Li embodied the same pioneering attitude, progressive thinking, and commitment to implementing renewable energy that Lancaster had adopted. The first collaboration between BYD and the City of Lancaster was the KB-BYD "Home of the Future." Catalyzed by the Shenzhen visit, the project aimed to construct affordable single-family homes that incorporated the latest in cutting-edge energy efficiency and energy storage technology. Today, owners of these homes proudly report minuscule to nonexistent energy bills.

## City of Lancaster



**Parris**

The City of Lancaster began its partnership with BYD (see above) in 2010, when Mayor R. Rex Parris led the City's first-ever delegation to China to meet at BYD's headquarters in Shenzhen. With Lancaster commencing its quest to become a net-zero city while BYD's automotive sector was looking to enter the U.S. market, the potential for partnership was ideal. Read about the successful results of the Home of the Future collaboration in the entry for BYD, another Finalist in this section.

Following the success of the Home of the Future, BYD and Lancaster continued to seek new partnership opportunities. When BYD Motors was ready to establish its North American manufacturing facility, Lancaster offered an attractive customized incentive package including such features as public improvements, land for future expansion upon creation of 250 jobs, and street naming rights. Additionally, Lancaster connected BYD with a former motorhome manufacturing facility and its staff, thus enabling BYD to set up a partnership that provided them access

to extensive vehicle manufacturing expertise in the U.S.

## Coldwell Banker Residential Brokerage



**Ocampo**

Within the offices of Coldwell Banker Residential Mortgage works one of the most well-rounded and self-motivated Asian American businesspeople in Los Angeles. As director of strategic marketing for Coldwell Banker Residential Brokerage, Rainier de Ocampo is responsible for implementing strategic marketing and advertising plans for the real estate agents and the company across all offices in Los Angeles, Ventura, Orange County, San Diego, Palm Springs and the desert communities. He leads the marketing team to ensure all projects are strategically sound and on time. This includes media, print, digital, public relations, social and event marketing.

Moreover, Rainier personally handles large strategic projects that have significant visibility both inside and outside the organization. He also uses his knowledge of marketing campaigns to enhance the development and design of marketing materials and campaigns while keeping the senior management informed through regular project status reviews and reporting.

## They Conservatory of Performing Arts



**Yamamoto**

Founded in 2005 by musician, teacher, wife and mother Shiko Yamamoto, and headquartered in West Los Angeles, with an additional site in the South Bay (Lomita) The Conservatory of Performing Arts (TCOPA) offers individual and group classes in music and dance, along with children's ballet and hip-hop classes, as well as ballet classes for adults. In addition to Yamamoto, TCOPA is also the home to numerous strong teachers who support her instructional ideas. The school owes its success to its roster of well-established teachers who specialize in educating young people to the performing arts.

The Conservatory of Performing Arts is the home of the revolutionary ColorSoundation method, developed by Yamamoto. Teachers at the school believe that there is no better way to set up children ages 3-8 for success in music later in life than by starting them off with the ColorSoundation program. TCOPA also offers private music lessons as well as group music classes for all ages.

## Enplug

Enplug is a Los Angeles based start-up that is a unique example of a young and diverse company. Both the company and its founding team exhibit a rare example of diversity in the tech industry — in this case due to the fact that three key executives

*continued on page 32*





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# 2015 ASIAN BUSINESS AWARDS FINALISTS

Continued from page 30



**Liu**

- including the CEO and CTO - are women - and two of these women are Asian Americans. The founding team includes two Asian Americans as well. Enplug has fast become an important member of West LA's "Silicon Beach" start-up community — working closely with organizations such as the Mayor's office to help transform Los Angeles into a tech hub of the world.

Enplug is also a company dedicated to the environment and sustainability. The Enplug blog features a regular 'Sustainability' tag where team members write about ways that everyone can make a positive impact on the environment by undertaking simple habits.

## Five Acres



**Boutakidis**

Chanel Boutakidis, CEO of Five Acres, has dedicated her entire professional career to helping thousands of children and, using her business acumen, has revitalized the 127-year old orphanage while also improving the entire system of care for these children in California. Under her stewardship, Five Acres is making tremendous strides in caring for LA's vulnerable children and families by providing safety, well-being and assisting in finding permanent homes for the children.

Today, Five Acres is a model of efficiency and professionalism, utilizing its 100+ year legacy, as well as its extensive data, to take the lead in changing the system statewide. Boutakidis and the organization have now set their sites on even bigger goals — changing the entire mantra of the Foster Care system to focus on prevention. Five Acres is harnessing the notion that getting to new families early is by far the most cost effective way to keep kids safe, healthy and on the road to happier lives.

## ForensisGroup, Inc



**Steenwyk**

Started as a construction consulting resource group in 1991, ForensisGroup has been led by President and CEO Mercy T. Steenwyk into its current role as an industry leader in the expert and consulting services industry. ForensisGroup generated over eight million dollars in revenue in 2014 alone by offering attorneys, insurance professionals and other private and public agencies highly qualified experts, consultants, and expert witnesses from a premier selection of credentialed and experienced professionals.

ForensisGroup selects only the most qualified of highly credentialed experts and consultants based on an extensive screening process,

ensuring that our clients are matched with the right expert, consultant, or expert witness for each case, maximizing the potential for a successful outcome to each case or project. By utilizing these standards, we have established ourselves with a history of success by meeting the needs of complex litigation and consulting projects across the country.

## FPL and Associates, Inc.



**Wyatt**

If you've visited Staples Center or LA LIVE recently, you might have noticed that these two properties that were previously parking lots have bright blue fences around them right now and are under construction. FPL is helping the contractor with the worksite traffic control while the project is under construction, and is designing for the developer of Oceanwide Plaza the permanent traffic conditions when construction is complete.

Irene Lee Wyatt is the daughter of Dr. Fong-Ping Lee who founded FPL and Associates in 1988. Over the past 25 years, Dr. Lee has grown the business to become a successful traffic and civil engineering firm, providing Plans, Specifications, and Estimates services for every Caltrans district and many municipal agencies in Southern California. FPL has participated in numerous landmark infrastructure projects, including the Metro I-405 Sepulveda Pass Widening in Los Angeles, the Bay Bridge AVI/ETIM in San Francisco, and the SR-125 toll road in Chula Vista.

## Hing Wa Lee Group



**Lee**

Upon graduating from USC in 1992, David S.K. Lee, the Hong Kong born son of Chui Ling Fung and Hing Wa Lee, a renowned jade carver, joined the family business and quickly led the transformation of Hing Wa Lee Gallery from gemstone wholesaler to major luxury retailer. In 1993, Hing Wa Lee Jewelers expanded into luxury watches. Today, Hing Wa Lee is one of the few retailers in North America permitted to showcase over 30 top competitive brands such as Rolex, Vacheron Constantin, Richard Mille, Franck Muller, Breguet and Cartier at their flagship retail showrooms in San Gabriel and Walnut.

Lee and Hing Wa Lee Group are often credited with creating the new standard in luxury watch retailing featuring state of the art, architecturally significant retail destinations. The Hing Wa Lee Group has expanded to include significant commercial real estate holdings as well as real estate brokerage and property management services under its Brilliant Realty division

## Ideal Legal Group, Inc.



**Jeang**

In 2006, Evie Jeang formed Ideal Legal Group, Inc. in Alhambra, a law firm specializing in workers' compensation, immigration, and labor and employment matters. Jeang and her team provide legal counseling to Asian-owned businesses and employees to improve their working environment. She has also dedicated her business to helping families and couples by pioneering the way in international family law, particularly divorce and surrogacy. With additional offices in New York, San Francisco and San Diego, the firm offers its services in Mandarin, Cantonese and Spanish. At the core of everything they do, from litigation in the courtroom to supporting the community outside of the courtroom, Ideal Legal Group places value in individual, family and child legal rights above all else.

A Taiwanese immigrant herself at the age of 12, Jeang's true passion lies in providing compassionate legal representation to couples and families who are in the same situation she has personally experienced. She also regularly guides other Asian Americans who wish to start a business through the legal process.

## Innovate Marketing Group



**Ma**

Led by its founder and CEO, Amanda Ma, Innovate Marketing Group is a full service experiential event and production agency specializing in creating experiences that connect brands with people. It has become a one-stop shop solution from concept to execution.

IMG prides itself on innovative design, flawless execution, and an unparalleled client experience. The company began in 2014 with a simple mission and experiment: "What would happen if each event was flawlessly designed, inspiring, positively 'wow,' and designed with goals in mind, whether they be to increase employee morale, increase membership, increase brand awareness, turn attendees into advocates, etc. That is what Innovate Marketing Group strives to accomplish with every event. The founder continues to enjoy the spirit of entrepreneurship, a world filled with passion, persistence, sacrifice, hard work, an unwavering faith in dreams, and the ability to navigate through the ups and downs. Clients include East West Bank, DIRECTV, Marriott, and many more.

## International Vitamin Corporation

Steven Dai, President and CEO of International Vitamin Corporation (IVC), is a prime example of a businessperson that holds high standards to himself and his business. Dai's creative vision was to develop



**Dai**

a nutritional supplements company that was vertically integrated, right back to the raw materials. To do this, he would have to develop a global bridge to directly obtain the raw materials for localized manufacturing and distribution. If successful, quality would be high, timing and availability would improve and costs would be reduced. Determined, Dai set out to make this innovative vision a reality. Since then, IVC has been growing leaps and bounds.

In a very short amount of time, Dai's vision has enabled IVC to become one of the fastest growing nutritional companies in the U.S. IVC is quickly becoming a model company for supply chain efficiency and how to combine global resources with investment back into the United States.

## K-1 Packaging Group



**Tsai**

It is uncommon to find a family business that has thrived across three generations. Add this to the fact that the company had to completely change direction during the digital revolution of the late 90's and early 2000's, and K-1 Packaging is an amazing business success story. Now led by its president, Mike Tsai, K-1's two principles that have formed the basis of the company's success are customer service and product expertise.

K-1 prides itself on responding to customers quickly and also works hand in hand with its customers in the product development. Tsai himself utilizes his engineering degrees from Cal and Stanford to assist in the R&D and works closely with his team and the customer. In addition to this customer service focus and developing specific products for customers, it is the proficiency in a comprehensive product line that sets K-1 Packaging apart. K-1 Packaging Group's in-house staff specializes in each of these products and print processes, and their employees are deeply committed to their respective crafts.

## The Law Offices of Grace A. Lou



**Lou**

The Law Offices of Grace A. Lou was founded six years ago by its principal, attorney Grace A. Lou. A graduate of Georgetown University Law Center, Lou's practice assists Los Angeles area clients in both business and trusts & estates matters. She is a Certified Specialist in Estate Planning, and Trust & Probate Law by The State Bar of California Board of Legal Specialization.

To that end, she has helped many clients achieve their dreams of start-

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**Congratulations**  
to all  
of the finalists!

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# 2015 ASIAN BUSINESS AWARDS FINALISTS

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ing their own businesses, trademarking their intellectual property, and has drafted and negotiated business contracts with third parties as well as within the company through easy to understand shareholder/operating agreements. At the same time, she ensures that her clients' business interests are aligned with their estate plan, ensuring that her clients have a business succession plan in place in the event of incapacity or death. Within the Los Angeles, Ms. Lou's law practice has been recognized for being a responsive, relevant, and caring law organization.

## LNG Management



**Ng** Lawrence Ng is an entrepreneur and businessman, leading LNG Management (LNG), an asset management firm focused on global opportunities in commercial real estate, private and public markets and venture capital. The objective of the company is to source and access investment opportunities globally by taking a non-traditional approach to asset management and focusing on alternative investments.

An investment firm designed to be able to capitalize on global trends, LNG has benefited from the increased investment activity of European and Chinese investors in Singapore by acquiring historic shop houses and strata offices located near major development arteries and central business districts. In 2010, at a time where many public firms were denouncing investments in Japan, LNG was actively pursuing real estate assets in different areas of Tokyo. These real estate deals have provided 20-60% annualized net IRRs. In addition, LNG has been actively investing in start up opportunities abroad, such as a major US food retail franchise in top tier Shanghai markets.

## Lumensource LLC



**Lumen** Lumensource's founder and general manager, Jeffrey Lumen, was born of Taiwanese parents who immigrated to the Philippines when he was young. Growing up fascinated by unique technology, Lumen made his move as an entrepreneur during a period where LED technology was in its early beginnings. Lumen felt this risky emerging market could be his turning point. Starting from scratch and from the very bottom, Lumensource eventually made its mark on a single "diode idea" – sustainable artisan lighting.

Today Lumensource is a full-service LED company with LED design integration specialties coupled with quality production to suit various needs. Bright LED ideas span from basic retrofit to custom solutions beginning from component selection to assembly and testing. The

widest range of LED retrofit lamps transcend the conversion of traditional sources that started from the newly banned incandescent lamp. Some milestones include LED installations at the Air Force One Airplane of former President Ronald Reagan, various leading hotel establishments, and offices around Los Angeles County.

## Malibu Chronicle



**Mahajan** Malibu Chronicle is a multi-media publication with live online and bi-monthly print editions. The publication focuses on "All Good News" featuring inspirational, educational and spiritual editorials and articles.

Veera Mahajan has been the publisher of this unique publication since 2011. As the publisher and owner of the publication, she is particularly dedicated and goes above and beyond the call of duty, wearing many hats — as the editor, writer, manager, salesperson and networker. A serial entrepreneur, philanthropist, community worker, author and mother of two, Mahajan brings her professional acumen to the publishing world. Previously, from 1995 to 2010, she was the president of Ranal, Inc, a technology conglomerate providing solutions, services and people resources for Information Technology and Engineering applications to its worldwide customers. She has applied the ability to appeal to a diverse customer base to Malibu Chronicle's commitment to "good news."

## New Creation Engineering & Builders, Inc.



**Chun** New Creation Builders is a general contracting firm, which was created in 1999 by Brian Chun inside his garage office. Now after 15 years, the company has grown substantially and is currently working on several multi-million dollar projects in the greater Los Angeles area. Furthermore, its bonding capacity grew from \$250,000 to \$80,000,000 aggregate. New Creation Builders provides clients with efficient and cost-effective general contracting services, quality construction, and proper management service through experienced construction teams who have the clients' interest in mind.

New Creation Builders' first project was a renovation of a single home, but it is currently working on several new and renovation construction projects — one featuring a new three-story shopping center with a five-story parking structure. As an expanding company, New Creation Builders continues to work with many private developers, as well as local public agencies and state university systems. New Creation Builders is especially well

connected to the Korean American community by building several successful projects in Koreatown.

## New York Life



**Tran** New York Life has been named a finalist this year for the Asian Business Awards due to the exemplary work and reputation of Charles Tran, who serves as a Partner at New York Life's Glendale office. Not only is Tran a leader as a top partner of the Fortune 100 company, he is also a tremendous and influential icon in the Asian community in Greater Los Angeles.

His leadership and success in the company constantly draws other leaders across the country to reach out to him to learn how he achieved his success. Under Tran's stewardship, the Glendale office has become a model for the other 124 offices in the country. The growth of success he has had at such a young age and rapid pace is well known in both the company and his community. Tran has also volunteered for APEX (Asian Professional Exchange) for over five years and remains a renowned leader in the organization.

## NexGen Wealth Management



**Chou** Who do young entrepreneurs and business owners in their 30s and 40s turn to for unbiased professional advice when their assets may not meet the minimum of many "old school" wealth management firms? Who can they trust? That is the motivation behind Andrew Chou's decision to found NexGen Wealth Management. He wanted to create a wealth management firm from the ground up to service the needs of young, ambitious, and successful business owners. To do so, he has assembled a team of highly qualified advisors, including attorneys, CPAs, bankers, etc. to serve his clients personal, and business financial needs.

NexGen's team of advisors, like its clients, are mostly young business owners who understand the needs and wants of Generation Y. Since the firm's founding in 2013, NexGen Wealth Management has experienced explosive growth in terms of number of clients and asset under management. NexGen continues to offer innovative investment strategies, as well as completely objective financial advice backed by its team of attorneys, CPAs and CFPs.

## Pacific Realty Service, Inc.



**Ahmed** Since 2006, Pacific Realty Service, Inc., led by its President Ashraf Ahmed, has provided residential and commercial real-estate transactional and advisory services, which

include sourcing investment opportunities, equity and debt, financial modeling, due diligence for business, risk analysis, business plans, projection, financial and business reporting, cost and expense reductions for minorities, especially for woman and the South Asian community.

Over the years, Pacific Realty Service Inc. has gone out of its way to assist South Asian home and small business owners by providing necessary classes free of any fees or charge on various areas of real estate, such as "how to buy a home or business" and "comparison marketing analysis." The company has also been involved in charity services for California Bangladeshi low-income people since its inception. Another major milestone for Pacific Realty Service was that it acted as a major sponsor for the First Bangladesh Day Parade that was held in Los Angeles in 2007.

## Prince Organization



**Tolani** The Prince Organization is a hospitality company owning and operating award winning hotels franchised by the world's largest hotel brands throughout the Americas. Led by Sunil "Sunny" Tolani, who is the founder and CEO of the organization, Prince Hotels' ethos is a Benefit Corporation focusing on the mission for social responsibilities while creating thousands of jobs and growing the economy, creating a positive impact and meeting full standards of accountability and transparency in the communities in which it operates. Tolani contends that making a profit is not the organization's sole primary goal. Its social purpose is for a meaningful amount of the company's earnings to go to charity.

Prince Organization began in August 2007 with its first Holiday Inn Express. Since then, the company has evolved with thousands of rooms and as a steadily growing hospitality industry and philanthropic presence.

## Royce Weddings & Events



**Chan** Royce Weddings & Events is a full-service event and venue management and consulting company that offers complete event planning and management services, programming and production, entertainment and special event coordination, high-quality activities, and event promotion. The company's services are available throughout the Greater Los Angeles area to help companies, organizations, families, and event venues present highly effective events. We pride ourselves on attention to detail and a creative approach to quality event presentation.



# 2015 ASIAN BUSINESS AWARDS FINALISTS

Thomas Chan is one of the founders that oversees Royce Weddings & Events. Born and raised in Hong Kong, he is accustomed to the fast-paced yet creative and detail-oriented working mentality that Hong Kong culture brings and infuses that ethic into the company. Chan and his team at Royce are also great at piecing each and every little detail together. Event planning has allowed the Royce Weddings & Events' founders to accomplish more than just one thing. It has allowed them to develop and bring out something even bigger and contribute to others' success.

## SGC International



**Huang** Standard Glass Corporation, or SGC International, is a testament to how quality and a full service philosophy for customers can allow a company to grow year after year even during one of the worst economic situations in our lifetime. The fact that the industry supplied by SGC International - construction - was one of the most affected by the economic downturn makes the company's business success over the last 15 years more remarkable.

Since its' founding in 2000, SGC

International, a company that designs and distributes architectural glass for some of the most breath-taking projects, has grown every single year between 15% - 30%. At the helm of this impressive company is President James Huang, who, prior to immigrating to the United States in 1997, worked for CSG Holding Co. Ltd, China's leader in the architectural glass industry and was sent to the United States to start the American division of the company.

## Singpoli Group



**Hui** Singpoli has made significant investments in Southern California. Under the able leadership of Kin Hui, the company has grown deep roots in Southern California and grown considerably. Singpoli consists of several companies: Singpoli Capital Corporation, Singpoli Construction, Pacific Design Group and Singpoli Realty. The company also oversees a successful EB-5 investment program, Invest LA.

In Pasadena, Singpoli Capital Corporation acquired and renovated 2 North Lake, a class A office complex. They acquired and renovated the historic Constance Hotel and introduced the Dusit Hotel brand to

the United States. The hotel has been successfully renovated, revived and returned to its original purpose and exterior appearance. Inside, the DusitD2 Constance Hotel mixes historic architecture with contemporary fixtures and 21<sup>st</sup> century amenities. Eventually the hotel will include luxury suites, meeting spaces and other first class amenities. When complete, the development will also include an office tower at the corner of Lake and Colorado in Pasadena.

## Synhergy Marketing



**Thakkar** Founded by Dimple Thakkar, SYNHERGY began as a full-service music entertainment company in 2008 with a focus in social media. Starting a business in a virtually unknown category in the world of marketing was certainly a risk. Before SYNHERGY, Thakkar started her career in 2007 in during a time when most people didn't know or understand social media. Her potential to see the opportunities in social media allowed her to work with major tech companies like Friendster and Photobucket led to her becoming a trailblazer in the field. She also helped celebrities like Justin

Timberlake and Britney Spears use some of the first-ever social media platforms, like Friendster and MySpace, to promote their music, drive ticket sales and helped these artists connect with their fans like never before.

Still blazing trails, Synhergy's latest project is with a mobile application company called Curely that allows consumers to talk to doctors with their smartphone.

## Tri-Net Technologies



## Robert Chung



## Eric Chung

A family business led by a dynamic father-son trio, Tri-Net Technologies (TNT) is a company that has always stayed a step ahead of the competition. TNT was originally founded by Thomas Chung, the patriarch of the family, a forward thinking entrepreneur with a knack for seeing opportunities before others. Led now by his sons, Robert Chung, a Wharton MBA graduate who is revamping the organizational side of the company to prepare it for the rapidly changing technology environment, and Eric Chung, a graduate of Boston

*continued on page 36*

## SGC Architectural Energy Efficiency Glass

### SGC has made the architectural glass for:

- Encore Hotel , Las Vegas
- City Center , Las Vegas
- MGM Signature, Las Vegas
- Peppermill Hotel, Reno
- Raleigh-Durham Airport
- Mill Hospital Peninsula
- The Legacy at Millennium Park, Chicago

**SGC Architectural Energy Efficiency Glass is the perfect choice for your next great building.**

### SGC International

767 Monterey Pass Road  
Monterey Park, CA91754  
Tel: 323 318 2998 • Fax: 323 318 2999  
website: [www.sgc-usa.com](http://www.sgc-usa.com)  
email: [sgcglass@sgc-usa.com](mailto:sgcglass@sgc-usa.com)





# 2015 ASIAN BUSINESS AWARDS FINALISTS

Continued from page 35

University who is charged with growing company revenues through sales and increased distribution channels, the company is poised for continued exponential growth.

With an impressive 23-year track record of intelligent business moves and decisions, and now, with the second generation at the helm and leading it into the future, Tri-Net Technologies is an incredible family business success story.

## Trident Case



**Yow**

In 1988, a young Lip Yow immigrated to the United States from his native home of Malaysia from extremely humble beginnings. Two decades later, he was running a successful, innovative and fast growing manufacturer of smartphone cases in the market, Trident Case.

In 2010, Trident Case began designing, manufacturing, importing, and distributing durable cases and other accessories for smartphones and tablets out of a small 2,000 square foot facility in Chino. Under Lip's direction, leadership, and vision, they strived to create the toughest smartphone and tablet cases on the market as well as the largest color selection for these products. He launched Trident's first two series of protective cases, Kraken and Cyclops, in October 2010, and the company has grown exponentially month after month ever since. Within two years, Trident's annual revenues doubled and sales exploded. Trident outgrew two warehouses and by the end of 2014, the company had expanded to a 74,000 square foot headquarters in Ontario as well as a 42,000 square foot manufacturing center in Rancho Cucamonga, California.

## United Nations' Association of the USA

This year, the United Nations' Association of the USA is an esteemed finalist for the Asian Business Awards thanks in large part to the tremendous philanthropic efforts of Ike M.I. Khamisani.

Khamisani joined United Nations' Association more than 25 years ago as a founding member after serving in a Calcutta Civil Defense, and a number of other non-profit organizations.



**Khamisani** Throughout his career he has served at various key positions for the organization. He is currently the Chapter's Representative and Member of the Board of Executive Committee of Southern California Division – a role he has held since 2008. He became President of the Inland Empire in 2009. He has continuously been elected for these positions.

Khamisani's resolution on Israel/Palestine Conflict was passed and approved in UNA National Convention of 2009, which became a USA state department policy document. He also earned the "AMBASADOR OF GOODWILL AND PEACE" awards for organizing the UNA's PEACE FESTIVAL and for his effort to defuse the war and in attaining peace between India and Pakistan.

## Veritable Screening



**Kim**

Veritable Screening is one the first background screening companies with a focus of bringing background screening services to the Asian American and other ethnic communities. Veritable offers a critical service to employers by helping them verify the truthfulness in candidates' resumes through education and employment verifications and checking for prior criminal history that may expose the company to fraud or pose a risk to employees and customers of the company. Veritable also offers a broad range of other searches such as credit history, drug testing, lawsuit history, and motor vehicle records to make sure candidates are appropriate fits for the companies they work for.

As a son of Korean immigrants, Dan Kim, the Founder and CEO,

understands that one of the key barriers for minority communities in adopting mainstream services was the lack of English language abilities. As such, Veritable tailors its services to address important communities in Los Angeles by offering services in English, Korean, and Spanish, with Mandarin coming soon.

## The Visual Master



**Tsang**

The visual master is a cinematography and photography firm located in the heart of San Gabriel Valley. For over five years, the Visual Master has provided event cinematography and photography to a wide range of clients. The firm was founded by Joanna Tsang, whose vision was to build a business that would combine the cinematic expertise she and her team had developed with the filmic and creative techniques they believed a smaller firm could create – bringing videography and photography to a different level for clients. The Visual Master strives to provide event cinematography and photography services from a client's point of view, which is what differentiates them from other firms. Clients are empowered to create and explore together with The Visual Master.

Following its founding partners' vision, The Visual Master has also grown to become one of the leading cinematography and photography firms among the wedding industry in Los Angeles County.

## Wing Hop Fung Inc.



**Ong**

Born from generations of herbal and tea knowledge, Wing Hop Fung means "Together Forever Prosper." With tireless efforts of the Ong family finding a foothold in America as refugees to the US in the late 70's, the family created Wing Hop Fung to help the ever-growing Asian American population feel more at

ease by providing the necessities of the homeland.

A trusted brand since 1985, Wing Hop Fung is the premier retailer of Chinese herbs, teas, ginseng, Asian delicacies, housewares, and fine wine and spirits. The company's cultural expertise has enabled it to become a shopping mecca for the Asian consumer, as well as those interested in Asian culture/products. Wing Hop Fung's reputation and renowned partnership brands have been recognized by Westfield, making way for a flagship store opening at Santa Anita this Fall. Complete with a Wine and Tea Bar, Wing Hop Fung will continue its upward path of being an anchor specialty retail destination unlike any other store in the world.

## Xiao Ying Wang, LMFT



**Wang**

Xiao Ying Wang, a Marriage Family Therapist (MFT) from the South Bay, has been working with children, adolescents, adults and families for the last 15 years. Her areas of expertise include counseling therapy on depression, anxiety, stress, grief, ADD, ADHD, parenting, anger, relationships, and teen issues.

Through her practice, she has made significant impacts on many individual, teens, parents and families (particularly new immigrant families). Her bright attitude and positive energy helped family and parents overcome the challenges in raising children, particularly when they are facing the complexity of adolescents, multi-cultural family dynamics, and mental health issues. With the experience of her past work at the Asian Youth Center, Asian Pacific Counseling Center and as an Intervention Counselor at Torrance Unified School District, Wang has a deep understanding of the school system and the culture to allow her better target and address both the symptoms and underlying issues while analyzing and providing counseling to parents and teens.



## ASIAN BUSINESS AWARDS 2015

## New Survey Shows Business Plans Increase Business Owner Confidence; Experts Say Business Loan Demand Up As Economy Shows Signs of Improvement

By DAVID DICRISTOFARO

**I**N a recent national survey, only 33% of business owners said they have a formal business plan, yet those with a plan also have significantly higher expectations for the year ahead than those without. In the January Wells Fargo/Gallup Small Business Index survey, business owners who said they had a formal, written plan reported much greater optimism for 2015 – their future outlook score (+51) was 12 points higher than business owners without a plan (+39) and 8 points higher than business owners overall (+43). Further, those business owners with plans compared to those without were more likely to report that in the next 12 months they expect to increase jobs at their businesses (32% of business owners with plans vs. 19% of business owners without plans), grow revenues (62% vs. 51%), increase capital spending (39% vs. 28%) and apply for new credit (26% vs. 14%).

In an effort to provide business owners with a simple, convenient way to create or revise business plans, Wells Fargo launched The Business Plan Center, a free, online resource now available on WellsFargoWorks.com. The center features the business plan tool, a step-by-step guide to develop a written business

plan. It also offers a competitive intelligence tool, which provides business owners with key insight on competitors and the market for their businesses that can be used as part of the planning process. Other interactive learning resources on the new center include videos, articles and infographics covering essential elements of a business plan.

The new tool will enable business owners to develop and update written plans that include a high-level summary of the business; an overview of business history, structure and management, and its current and planned products and services; a detailed marketing plan; and market and competitive analyses. It will allow business owners to enter financial data – such as starting balances, fixed assets and liabilities, sales forecasts and expenses. The tool will generate financial statements, such as a detailed cash flow statement, profit-and-loss statement and balance sheet. Later in the year, webinars will be available, focusing on the key components of a business plan, such as marketing, legal and finance. The expanded site includes hundreds of informational articles and videos, featuring financial guidance from small business experts.

Experts say that as the economy has continued to gradually improve, loan demand has steadily increased and one of

the most positive trends in the last year has been the increase in smaller businesses with strong balance sheets and cash flow that are applying for and using credit.

As part of the Wells Fargo Works for Small Business initiative the company extended \$22.6 billion in new loan commitments to small business customers (primarily with annual revenue less than \$20 million) in the first 15 months of its five-year goal (January 2014 – March 2015). The company intends to extend \$100 billion in new lending to small businesses by the end of 2018. The five-year lending goal was introduced in 2014 along with the platform.

"As America's leading small business lender, Wells Fargo has always focused on supporting small businesses and making every responsible loan we can to help creditworthy businesses grow and thrive," said David DiCristofaro, Wells Fargo's President for Greater Los Angeles. "With our \$100 billion lending goal, we want to take our commitment to the next level and ensure we're having conversations with as many small business owners as possible about their credit needs, and how to access capital and succeed financially. It's rewarding to see how our investment is helping businesses create jobs and spur growth within our local economies."

The lending goal tracks Wells Fargo's new lending to small businesses with annual revenues of less than \$20 million, and includes new loans, new or

increased lines of credit and credit cards. The company's progress toward the goal over the last 15 months has been supported by lending growth to small business owners in several areas, including Wells Fargo's combined Business Direct credit card, lines of credit and loan product solutions (primarily under \$100,000 sold through our retail banking stores) in first quarter 2015 were up 23 percent from the prior year. Additionally, Wells Fargo SBA 7(a) lending approvals, from October 2014 through March 2015 (six months of federal fiscal year 2015), were up 13 percent in dollars and 47 percent in units from the prior year.



David DiCristofaro

**"Find a job you love  
and you'll never work  
a day in your life."**

- Confucius



Marianne J. Moy and the members of **Golden Horizon Enterprises** wish to proudly thank Wayne Ward and Jim Metcalfe of **California Bank and Trust** and Tom Franks, Penny Sterling, and Sue Olson of **Oaks Property Management** for their loyalty, dedication, and support.



**PASADENA**

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**ForensisGroup**

*Los Angeles Business Journal's  
2015 Asian Business Award Finalists  
Congratulations!*



## ASIAN BUSINESS AWARDS 2015

## AT THE EVENT



More than 320 attendees were on hand for the 6th annual Asian Business Awards reception and luncheon hosted at the Omni Los Angeles Hotel.



*Motivating You to Succeed*

## Congratulations to Andrew Kuo CEO and Founder 2015 Asian Business Award Winner



For the past 28 years, ACI has been the leader in educational and academic enrichment within the greater Southern California area.

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Temple City, CA 91780  
(626) 286-5903

### Arcadia

208 E. Duarte Rd.  
Arcadia, CA 91006  
(626) 821-6525

### Rowland Hts.

18957 Colima Rd.  
Rowland Hts., CA 91748  
(626) 913-1242

### San Marino

2118 Huntington Dr.  
San Marino, CA 91108  
(626) 289-1081

### Hacienda Hts.

15906 Halliburton Rd.  
Hacienda Hts., CA 91745  
(626) 968-1915





**IN THE UNITED STATES PATENT AND TRADEMARK OFFICE  
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD**

ADVANCED CALIFORNIA INNOVATIVE  
INSTITUTE, INC.,

*Petitioner,*

vs.

AMERICAN CAMBRIDGE INSTITUTE,

*Respondent.*

Cancellation No.: 92060449

Mark: ACI INSTITUTE  
Registration No.: 4,186,057  
Registration Date: August 7, 2012

Mark: 南加州學院  
Registration No.: 4,183,328  
Registration Date: July 31, 2012

**COMPENDIUM OF EXHIBITS**

**IN SUPPORT OF PETITIONER'S MOTION FOR SUMMARY JUDGMENT**



## **EXHIBIT 25**





# United States Patent and Trademark Office

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## Record 1 out of 1

[TSDR](#) [ASSIGN Status](#) [TTAB Status](#) ( Use the "Back" button of the Internet Browser to return to TESS)



**Word Mark** ACICOLLEGEPREP SINCE 1987 WWW.ACIPREP.COM

**Goods and Services** IC 041. US 100 101 107. G & S: Education services, namely, mentoring in the field of Math and English; Education services, namely, providing kindergarten through 12th grade (K-12) classroom instruction; Education services, namely, providing mentoring, tutoring, classes, seminars and workshops in the field of attaining higher education. FIRST USE: 19870701. FIRST USE IN COMMERCE: 19870701

**Mark Drawing** (3) DESIGN PLUS WORDS, LETTERS, AND/OR NUMBERS

**Design Search Code** 09.05.11 - Hats, graduation (mortarboards); Mortarboards (graduation hats)  
26.03.02 - Ovals, plain single line; Plain single line ovals

**Serial Number** 86233009

**Filing Date** March 26, 2014

**Current Basis** 1A

**Original Filing Basis** 1A

**Owner** (APPLICANT) Advanced California Innovative Institute, Inc AKA ACI Institute CORPORATION  
CALIFORNIA 1041 S GARFIELD AVE #101 Alhambra CALIFORNIA 91801

**Description of Mark** Color is not claimed as a feature of the mark. The mark consists of Graduation cap over the capitalized "A" and "C" in "ACi College Prep". "College Prep" and website is surrounded by curves, creating an oblong oval-look. Bottom of the logo has "Since 1987" and also website "www.ACiprep.com".

**Type of Mark** SERVICE MARK

**Register** PRINCIPAL



Live/Dead  
Indicator LIVE

---

TESS HOME

NEW USER

STRUCTURED

FREE FORM

BROWSE DICT

SEARCH OG

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---

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# Trademark/Service Mark Application, Principal Register

Serial Number: 86233009

Filing Date: 03/26/2014

The table below presents the data as entered.

Input Field	Entered
<b>SERIAL NUMBER</b>	86233009
<b>MARK INFORMATION</b>	
<b>*MARK</b>	<a href="#">\\TICRS\EXPORT16\IMAGEOUT 16\862\330\86233009\xml1\APP0002.JPG</a>
<b>SPECIAL FORM</b>	YES
<b>USPTO-GENERATED IMAGE</b>	NO
<b>LITERAL ELEMENT</b>	Capitalized "A" and "C" with a lower case "i". Capitalized "C" and "P" in "College Prep". Bottom of the logo has "Since 1987" and "www.ACIPrep.com".
<b>COLOR MARK</b>	NO
<b>*DESCRIPTION OF THE MARK (and Color Location, if applicable)</b>	The mark consists of Graduation cap over the capitalized "A" and "C" in ACi College Prep. "College Prep" and website is surrounded by curves, creating an oblong oval-look. Bottom of the logo has "Since 1987" and also website "www.ACIPrep.com".
<b>PIXEL COUNT ACCEPTABLE</b>	YES
<b>PIXEL COUNT</b>	731 x 300
<b>REGISTER</b>	Principal
<b>APPLICANT INFORMATION</b>	
<b>*OWNER OF MARK</b>	ACI Institute
<b>DBA/AKA/TA/Formerly</b>	AKA ACI College Prep
<b>INTERNAL ADDRESS</b>	aciprep.com
<b>*STREET</b>	1041 S. Garfield Ave. #101
<b>*CITY</b>	Alhambra
<b>*STATE (Required for U.S.)</b>	California



applicants)	
*COUNTRY	United States
*ZIP/POSTAL CODE (Required for U.S. applicants only)	91801
PHONE	6263008352
EMAIL ADDRESS	arcadia@aciprep.com
AUTHORIZED TO COMMUNICATE VIA EMAIL	Yes
WEBSITE ADDRESS	www.aciprep.com
<b>LEGAL ENTITY INFORMATION</b>	
TYPE	limited liability company
STATE/COUNTRY WHERE LEGALLY ORGANIZED	California
<b>GOODS AND/OR SERVICES AND BASIS INFORMATION</b>	
INTERNATIONAL CLASS	041
*IDENTIFICATION	Education services, namely, mentoring in the field of <b>Math and English</b> ; Education services, namely, providing kindergarten through 12th grade (K-12) classroom instruction; Education services, namely, providing mentoring, tutoring, classes, seminars and workshops in the field of <b>attaining higher education.</b>
FILING BASIS	SECTION 1(a)
FIRST USE ANYWHERE DATE	At least as early as 07/01/1987
FIRST USE IN COMMERCE DATE	At least as early as 07/01/1987
<b>SPECIMEN FILE NAME(S)</b>	
ORIGINAL PDF FILE	<a href="#">SPE0-23124194165-155252036 . 2014 Arc college 0320.pdf</a>
CONVERTED PDF FILE(S) (1 page)	<a href="#">\\TICRS\EXPORT16\IMAGEOUT16\862\330\86233009\xml1\APP0003.JPG</a>
SPECIMEN DESCRIPTION	Flyer of schedule of classes for this upcoming summer
<b>CORRESPONDENCE INFORMATION</b>	
NAME	ACI Institute
FIRM NAME	



<b>FIRM NAME</b>	ACI Institute
<b>INTERNAL ADDRESS</b>	aciprep.com
<b>STREET</b>	1041 S. Garfield Ave. #101
<b>CITY</b>	Alhambra
<b>STATE</b>	California
<b>COUNTRY</b>	United States
<b>ZIP/POSTAL CODE</b>	91801
<b>PHONE</b>	6263008352
<b>EMAIL ADDRESS</b>	arcadia@aciprep.com;jamie@aciprep.com; templecity@aciprep.com; alhambra@aciprep.com; cathyhou726@gmail.com
<b>AUTHORIZED TO COMMUNICATE VIA EMAIL</b>	Yes
<b>FEE INFORMATION</b>	
<b>NUMBER OF CLASSES</b>	1
<b>FEE PER CLASS</b>	325
<b>*TOTAL FEE DUE</b>	325
<b>*TOTAL FEE PAID</b>	325
<b>SIGNATURE INFORMATION</b>	
<b>SIGNATURE</b>	/Cathy Hou/
<b>SIGNATORY'S NAME</b>	Cathy Hou
<b>SIGNATORY'S POSITION</b>	Director
<b>DATE SIGNED</b>	03/26/2014



## Trademark/Service Mark Application, Principal Register

**Serial Number: 86233009**

**Filing Date: 03/26/2014**

### To the Commissioner for Trademarks:

**MARK:** Capitalized "A" and "C" with a lower case "i". Capitalized "C" and "P" in "College Prep". Bottom of the logo has "Since 1987" and "www.ACIPrep.com". (stylized and/or with design, see [mark](#))

The literal element of the mark consists of Capitalized "A" and "C" with a lower case "i". Capitalized "C" and "P" in "College Prep". Bottom of the logo has "Since 1987" and "www.ACIPrep.com"..

The applicant is not claiming color as a feature of the mark. The mark consists of Graduation cap over the capitalized "A" and "C" in ACi College Prep. "College Prep" and website is surrounded by curves, creating an oblong oval-look. Bottom of the logo has "Since 1987" and also website "www.ACIPrep.com".

The applicant, ACI Institute, AKA ACI College Prep, a limited liability company legally organized under the laws of California, having an address of

aciprep.com,  
1041 S. Garfield Ave. #101  
Alhambra, California 91801  
United States

requests registration of the trademark/service mark identified above in the United States Patent and Trademark Office on the Principal Register established by the Act of July 5, 1946 (15 U.S.C. Section 1051 et seq.), as amended, for the following:

### For specific filing basis information for each item, you must view the display within the Input Table.

International Class 041: Education services, namely, mentoring in the field of Math and English;  
Education services, namely, providing kindergarten through 12th grade (K-12) classroom instruction;  
Education services, namely, providing mentoring, tutoring, classes, seminars and workshops in the field of attaining higher education.

In International Class 041, the mark was first used by the applicant or the applicant's related company or licensee or predecessor in interest at least as early as 07/01/1987, and first used in commerce at least as early as 07/01/1987, and is now in use in such commerce. The applicant is submitting one(or more) specimen(s) showing the mark as used in commerce on or in connection with any item in the class of listed goods and/or services, consisting of a(n) Flyer of schedule of classes for this upcoming summer.

### Original PDF file:

[SPE0-23124194165-155252036 . 2014\\_Arc\\_college\\_0320.pdf](#)

### Converted PDF file(s) (1 page)

[Specimen File1](#)



For informational purposes only, applicant's website address is: [www.aciprep.com](http://www.aciprep.com)

The applicant's current Correspondence Information:

ACI Institute

ACI Institute

[aciprep.com](http://aciprep.com)

1041 S. Garfield Ave. #101

Alhambra, California 91801

6263008352(phone)

[arcadia@aciprep.com](mailto:arcadia@aciprep.com); [jamie@aciprep.com](mailto:jamie@aciprep.com); [templecity@aciprep.com](mailto:templecity@aciprep.com); [alhambra@aciprep.com](mailto:alhambra@aciprep.com);  
[cathyhou726@gmail.com](mailto:cathyhou726@gmail.com) (authorized)

A fee payment in the amount of \$325 has been submitted with the application, representing payment for 1 class(es).

### **Declaration**

The undersigned, being hereby warned that willful false statements and the like so made are punishable by fine or imprisonment, or both, under 18 U.S.C. Section 1001, and that such willful false statements, and the like, may jeopardize the validity of the application or any resulting registration, declares that he/she is properly authorized to execute this application on behalf of the applicant; he/she believes the applicant to be the owner of the trademark/service mark sought to be registered, or, if the application is being filed under 15 U.S.C. Section 1051(b), he/she believes applicant to be entitled to use such mark in commerce; to the best of his/her knowledge and belief no other person, firm, corporation, or association has the right to use the mark in commerce, either in the identical form thereof or in such near resemblance thereto as to be likely, when used on or in connection with the goods/services of such other person, to cause confusion, or to cause mistake, or to deceive; and that all statements made of his/her own knowledge are true; and that all statements made on information and belief are believed to be true.

### **Declaration Signature**

Signature: /Cathy Hou/ Date: 03/26/2014

Signatory's Name: Cathy Hou

Signatory's Position: Director

RAM Sale Number: 86233009

RAM Accounting Date: 03/27/2014

Serial Number: 86233009

Internet Transmission Date: Wed Mar 26 16:58:01 EDT 2014

TEAS Stamp: USPTO/BAS-23.124.194.165-201403261658016

38993-86233009-500702a50ec351651979612b5

6b26925afb82ca0ea0dee71ac198eaeaf6d1f-CC

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## 2014 College Application Package 申請大學包裝課程

The College Application Package is a 4-step program to assist students in determining their future major, career, and university choices. It is an all-inclusive package with individualized consultation to complete the college application and personal essays.

### 1 Natural Talent & College Major Assessment

Find natural ability, interests, skills and personality strengths  
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- College profile test to find suitable career path

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Meet 1-on-1 with our counselors to collaborate and create a personalized academic profile

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- Discuss college majors & future career choices
- Plan for AP / SAT I / SAT II / PSAT
- Plan high school academic courses

### 3 Seminars and Workshops for College Information

Attend informational sessions on:

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- Scholarships/internships/volunteer opportunities
- Extracurricular activities
- Finding the perfect college for YOU
- What to expect with college applications
- Financial Aid workshop

### 4 College Essay Workshops with Academic Advisors

#### UC & Cal State 9 Workshop Meetings

Session 1: June 28 - Aug. 23 Sat. 2:30 pm - 4:30 pm  
@ Alhambra

Session 2: Sept. 10 - Nov. 5 Wed. 6:00 pm - 8:00 pm

UC / CSU Application - completion and verification  
Development and guidance  
on ALL personal statements  
and application components

#### Private & UC 17 Workshop Meetings

Session 1: June 28 - Oct. 18 Sat. 2:30 pm - 4:30 pm  
@ Alhambra

Session 2: Sept. 10 - Dec. 31 Wed. 6:00 pm - 8:00 pm

Complete UC admissions package  
All private school applications  
All long and short response essays  
Interview preparation

### SAT Prep for Seniors in Fall

Starting on August 29, 2014

☐ Oct. 11, 2014 ☐ Nov. 8, 2014 ☐ Dec. 6, 2014

**Friday: 4:00 pm - 7:00 pm** Crit. Reading / Sent. Completion/  
Grammar / Writing Review

**Saturday: 9:00 am - 11:00 am** Math Strategies Review  
**11:30 am - 3:00 pm** SAT Model Test

### SAT II Subject Tests

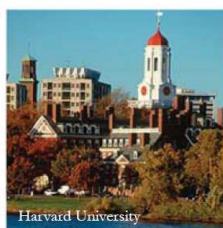
September 7 - October 26 (8 weeks)

Subject	Day	Model Test	Lecture
Math IIC	Saturday	10:00 - 11:00 am	11:00 - 1:00 pm
Chemistry	Saturday	12:30 - 1:30 pm	1:30 - 3:30 pm
Physics	Saturday	3:00 - 4:00 pm	4:00 - 6:00 pm
Biology	Saturday	9:30 - 10:30 am	10:30 - 12:30 pm
Literature	Saturday	12:30 - 1:30 pm	1:30 - 3:30 pm
U.S. History	Saturday	9:00 - 10:00 am	10:00 - 12:00 pm

### ACI Honor Roll 2014 Early Action & Decision

Christine J.	Princeton, Harvard, MIT, Cal Tech, Brown, Cornell (Full-Scholarship)
Lauren H.	Harvard, Yale, MIT, Rice
Kevin L.	Columbia, Dartmouth
Jimmy Z.	Stanford
Amy C.	Univ. of Chicago (Regents Scholarship)
Amanda C.	Duke, MIT, U. Penn
Jason L.	U Penn (Full-Scholarship)
Nancy Y.	Dartmouth
Justine H.	Johns Hopkins, Virginia Tech
Marilyn Z.	Northwestern, Brown, Emory
Cindy K.	Washington Univ. in St. Louis
Amy Q.	Rice, NYU, Syracuse
Jerry K.	Rice, NYU
Jennifer L.	Notre Dame, Tufts
Matthew Y.	Carnegie Mellon
Kimberly E.	Wake Forest, Tufts
Beverly C.	NYU, Wellesley

**Read Their Testimonials  
at [www.ACiprep.com](http://www.ACiprep.com)**









## 2014 College Application Package 申請大學包裝課程

The College Application Package is a 4-step program to assist students in determining their future major, career, and university choices. It is an all-inclusive package with individualized consultation to complete the college application and personal essays.

### 1 Natural Talent & College Major Assessment

Find natural ability, interests, skills and personality strengths  
Includes TWO assessments:

- Aptitude test to determine natural talents
- College profile test to find suitable career path

### 2 Personalized Planning with Academic Counselors

Meet 1-on-1 with our counselors to collaborate and create a personalized academic profile

- Find appropriate colleges/universities
- Discuss college majors & future career choices
- Plan for AP / SAT I / SAT II / PSAT
- Plan high school academic courses

### 3 Seminars and Workshops for College Information

Attend informational sessions on:

- Career choices with professionals already in the field
- Scholarships/internships/volunteer opportunities
- Extracurricular activities
- Finding the perfect college for YOU
- What to expect with college applications
- Financial Aid workshop

### 4 College Essay Workshops with Academic Advisors

#### UC & Cal State 9 Workshop Meetings

Session 1: June 28 - Aug. 23 Sat. 2:30 pm - 4:30 pm  
@ Alhambra

Session 2: Sept. 10 - Nov. 5 Wed. 6:00 pm - 8:00 pm

UC / CSU Application - completion and verification  
Development and guidance  
on ALL personal statements  
and application components

#### Private & UC 17 Workshop Meetings

Session 1: June 28 - Oct. 18 Sat. 2:30 pm - 4:30 pm  
@ Alhambra

Session 2: Sept. 10 - Dec. 31 Wed. 6:00 pm - 8:00 pm

Complete UC admissions package  
All private school applications  
All long and short response essays  
Interview preparation

### SAT Prep for Seniors in Fall

Starting on August 29, 2014

☐ Oct. 11, 2014 ☐ Nov. 8, 2014 ☐ Dec. 6, 2014

**Friday: 4:00 pm - 7:00 pm** Crit. Reading / Sent. Completion/  
Grammar / Writing Review

**Saturday: 9:00 am - 11:00 am** Math Strategies Review  
**11:30 am - 3:00 pm** SAT Model Test

### SAT II Subject Tests

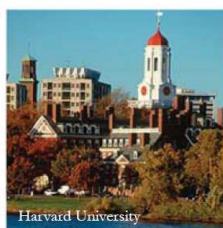
September 7 - October 26 (8 weeks)

Subject	Day	Model Test	Lecture
Math IIC	Saturday	10:00 - 11:00 am	11:00 - 1:00 pm
Chemistry	Saturday	12:30 - 1:30 pm	1:30 - 3:30 pm
Physics	Saturday	3:00 - 4:00 pm	4:00 - 6:00 pm
Biology	Saturday	9:30 - 10:30 am	10:30 - 12:30 pm
Literature	Saturday	12:30 - 1:30 pm	1:30 - 3:30 pm
U.S. History	Saturday	9:00 - 10:00 am	10:00 - 12:00 pm

### ACI Honor Roll 2014 Early Action & Decision

Christine J.	Princeton, Harvard, MIT, Cal Tech, Brown, Cornell (Full-Scholarship)
Lauren H.	Harvard, Yale, MIT, Rice
Kevin L.	Columbia, Dartmouth
Jimmy Z.	Stanford
Amy C.	Univ. of Chicago (Regents Scholarship)
Amanda C.	Duke, MIT, U. Penn
Jason L.	U Penn (Full-Scholarship)
Nancy Y.	Dartmouth
Justine H.	Johns Hopkins, Virginia Tech
Marilyn Z.	Northwestern, Brown, Emory
Cindy K.	Washington Univ. in St. Louis
Amy Q.	Rice, NYU, Syracuse
Jerry K.	Rice, NYU
Jennifer L.	Notre Dame, Tufts
Matthew Y.	Carnegie Mellon
Kimberly E.	Wake Forest, Tufts
Beverly C.	NYU, Wellesley

**Read Their Testimonials  
at [www.ACiprep.com](http://www.ACiprep.com)**





**To:** ACI Institute ([arcadia@aciprep.com](mailto:arcadia@aciprep.com))  
**Subject:** U.S. TRADEMARK APPLICATION NO. 86233009 - ACICOLLEGEPREP SINCE 1987 - N/A  
**Sent:** 6/29/2014 2:48:55 PM  
**Sent As:** ECOM115@USPTO.GOV  
**Attachments:** [Attachment - 1](#)  
[Attachment - 2](#)  
[Attachment - 3](#)  
[Attachment - 4](#)  
[Attachment - 5](#)  
[Attachment - 6](#)  
[Attachment - 7](#)  
[Attachment - 8](#)

**UNITED STATES PATENT AND TRADEMARK OFFICE (USPTO)  
OFFICE ACTION (OFFICIAL LETTER) ABOUT APPLICANT'S TRADEMARK APPLICATION**

**U.S. APPLICATION SERIAL NO.** 86233009

**MARK:** ACICOLLEGEPREP SINCE 1987

**\*86233009\***

**CORRESPONDENT ADDRESS:**

ACI INSTITUTE  
ACI INSTITUTE  
1041 S GARFIELD AVE STE 101  
ALHAMBRA, CA 91801-4766

**CLICK HERE TO RESPOND TO THIS LETTER**  
[http://www.uspto.gov/trademarks/teas/response\\_forms.jsp](http://www.uspto.gov/trademarks/teas/response_forms.jsp)

**APPLICANT:** ACI Institute

**CORRESPONDENT'S REFERENCE/DOCKET NO :**

N/A

**CORRESPONDENT E-MAIL ADDRESS:**

[arcadia@aciprep.com](mailto:arcadia@aciprep.com)

**OFFICE ACTION**

**STRICT DEADLINE TO RESPOND TO THIS LETTER**

TO AVOID ABANDONMENT OF APPLICANT'S TRADEMARK APPLICATION, THE USPTO MUST RECEIVE APPLICANT'S COMPLETE RESPONSE TO THIS LETTER **WITHIN 6 MONTHS** OF THE ISSUE/MAILING DATE BELOW.

**ISSUE/MAILING DATE: 6/29/2014**



The assigned examining attorney reviewed the referenced application and determined the following:

### **Section 2(d) Likelihood of Confusion Refusal**

The examining attorney refuses registration under Trademark Act Section 2(d), 15 U.S.C. §1052(d), because the applicant's mark, when used on or in connection with the identified services, so resembles the mark in U.S. Registration No. 4186057 as to be likely to cause confusion, to cause mistake, or to deceive. See TMEP §§1207.01 *et seq.* See the enclosed registration.

The court in *In re E. I. DuPont de Nemours & Co.* listed the principal factors to be considered in determining if there is a likelihood of confusion. 476 F.2d 1357, 177 USPQ 563 (C.C.P.A. 1973). A likelihood of confusion determination requires a two-part analysis. First, the marks are compared for similarities in appearance, sound, connotation and commercial impression. TMEP §§1207.01 and 1207.01(b). Second, the services are compared to determine whether they are similar or commercially related or whether they travel in the same channels of trade. See *Herbko Int'l, Inc. v. Kappa Books, Inc.*, 308 F.3d 1156, 1164-65, 64 USPQ2d 1375, 1380 (Fed. Cir. 2002); *Han Beauty, Inc. v. Alberto-Culver Co.*, 236 F.3d 1333, 1336, 57 USPQ2d 1557, 1559 (Fed. Cir. 2001); TMEP §§1207.01 and 1207.01(a)(vi).

The applicant's mark is ACICOLLEGEPREP SINCE 1987 WWW.ACIPREP.COM and Design, and the registrant's mark is ACI INSTITUTE. The marks are highly similar in sound, appearance, connotation and commercial impression.

The literal portion of the mark is dominant over the design portion. The marks are compared in their entireties under a Section 2(d) analysis. Nevertheless, one feature of a mark may be recognized as more significant in creating a commercial impression. Greater weight is given to that dominant feature in determining whether there is a likelihood of confusion. *In re National Data Corp.*, 753 F.2d 1056, 224 USPQ 749 (Fed. Cir. 1985); *Tektronix, Inc. v. Daktronics, Inc.*, 534 F.2d 915, 189 USPQ 693 (C.C.P.A. 1976); *In re J.M. Originals Inc.*, 6 USPQ2d 1393 (TTAB 1987); TMEP §1207.01(b)(viii). When a mark consists of a word portion and a design portion, the word portion is more likely to be impressed upon a purchaser's memory and used in calling for the goods or services. Therefore, the word portion is normally accorded greater weight in determining likelihood of confusion. *In re Dakin's Miniatures Inc.*, 59 USPQ2d 1593, 1596 (TTAB 1999); *In re Appetito Provisions Co.*, 3 USPQ2d 1553 (TTAB 1987); *Amoco Oil Co. v. Amerco, Inc.*, 192 USPQ 729 (TTAB 1976); TMEP §1207.01(c)(ii).

Here, ACI is the dominant portion of the marks. Disclaimed and descriptive matter is typically less significant or less dominant when comparing marks. Although a disclaimed or descriptive portion of a mark certainly cannot be ignored, and the marks must be compared in their entireties, one feature of a mark may be more significant in creating a commercial impression. *In re Dixie Restaurants Inc.*, 105 F.3d 1405, 41 USPQ2d 1531 (Fed. Cir. 1997) (holding that DELTA is the dominant portion of the mark THE DELTA CAFÉ where the disclaimed word "café" is descriptive of applicant's services); *In re National Data Corporation*, 753 F.2d 1056, 224 USPQ 749 (Fed. Cir. 1985); *In re Appetito Provisions Co. Inc.*, 3 USPQ2d 1553 (TTAB 1987). See also *Hewlett-Packard Co. v. Packard Press Inc.*, 281 F.3d 1261, 62 USPQ 2d 1001 (Fed. Cir. 2002); *Tektronix, Inc. v. Daktronics, Inc.*, 534 F.2d 915, 189 USPQ 693 (C.C.P.A. 1976); *In re El Torito Rests. Inc.*, 9 USPQ2d 2002 (TTAB 1988); *In re Equitable Bancorporation*, 229 USPQ 709 (TTAB 1986).

In addition, the applicant's services, "Education services, namely, mentoring in the field of Math and English; Education services, namely, providing kindergarten through 12th grade (K-12) classroom



instruction; Education services, namely, providing mentoring, tutoring, classes, seminars and workshops in the field of attaining higher education,” are nearly the same as and closely related to the registrant’s “Educational services, namely, conducting 2nd grade through 12th grade courses of instruction and tutorial services in the field of English, math, standardized test preparation, and college application assistance and distribution of educational materials in connection therewith; Printed instructional, educational, and teaching materials in the field of English, math, and standardized test preparation.”

Both the applicant’s and the registrant’s educational services provide standardized test preparation for primary through high school students and both provide instruction in English and math.

Because the marks are highly similar in sound, appearance, connotation and commercial impression and because the services are closely related, registration is refused. Although the examining attorney has refused registration, the applicant may respond to the refusal to register by submitting evidence and arguments in support of registration.

### **Prior Pending Application**

The examining attorney encloses information regarding pending Application Serial No. 86232867. The filing date of the referenced application precedes the applicant’s filing date. There may be a likelihood of confusion between the two marks under Trademark Act Section 2(d), 15 U.S.C. §1052(d). If the referenced application registers, registration may be refused in this case under Section 2(d). 37 C.F.R. §2.83; TMEP §§1208 *et seq.* Therefore, upon entry of a response to this Office action, action on this case may be suspended pending final disposition of the earlier-filed application.

If the applicant believes that there is no potential conflict between this application and the earlier-filed application, then the applicant may present arguments relevant to the issue in a response to this Office action. The election not to submit arguments at this time in no way limits the applicant’s right to address this issue at a later point. The applicant, however, must respond to the following requirement.

### **Disclaimer**

The applicant must insert a disclaimer of SINCE 1987 in the application because it merely describes that the applicant began offering its identified services in 1987. See attached web page printout stating that the applicant has more than 25 years of experience. Trademark Act Section 6, 15 U.S.C. §1056(a); TMEP §§1213.03 and 1213.08 *et seq.* The following is the standard format for a disclaimer:

No claim is made to the exclusive right to use “SINCE 1987” apart from the mark as shown.

The Office can require an applicant to disclaim exclusive rights to an unregistrable part of a mark, rather than refuse registration of the entire mark. Trademark Act Section 6(a), 15 U.S.C. §1056(a). Under Trademark Act Section 2(e), 15 U.S.C. §1052(e), the Office can refuse registration of the entire mark where it is determined that the entire mark is merely descriptive, deceptively misdescriptive, or primarily geographically descriptive of the goods. Thus, the Office may require the disclaimer of a portion of a mark which, when used in connection with the goods or services, is merely descriptive, deceptively misdescriptive, primarily geographically descriptive, or otherwise unregistrable (*e.g.*, generic). TMEP §1213.03(a). If an applicant does not comply with a disclaimer requirement, the Office may refuse registration of the entire mark. TMEP §1213.01(b).

A “disclaimer” is, thus, a written statement that an applicant adds to the application record that states that



the applicant does not have exclusive rights, separate and apart from the entire mark, to particular wording and/or to a design aspect. The appearance of the applied-for mark does not change. A disclaimer does not *physically* remove the disclaimed matter from the mark, but rather it is a written statement that the applicant does not claim exclusive rights to the disclaimed wording separate and apart from the mark as shown in the drawing.

### **Trademark Counsel**

The applicant may wish to hire a trademark attorney to assist in prosecuting this application because of the legal technicalities involved. The Office cannot aid in the selection of a trademark attorney. 37 C.F.R. §2.11. The applicant may wish to consult the American Bar Association's Consumers' Guide to Legal Help at <http://www.abanet.org/legalservices/findlegalhelp/home.cfm>, a local telephone directory for a listing of attorneys specializing in trademark or intellectual property law, or seek guidance from its local or state Bar Association.

### **Response Guidelines**

Please note that there is no required format or form for responding to this Office Action. However, the applicant should include the following information on all correspondence with the Office: (1) the name and law office number of the examining attorney; (2) the serial number of this application; (3) the mailing date of this Office action; and, (4) the applicant's telephone number.

You may respond formally using the Office's Trademark Electronic Application System (TEAS) Response to Office Action form (visit <http://www.uspto.gov/teas/index.html> and follow the instructions, but if the Office Action issued via email you must wait 72 hours after receipt of the Office Action to respond via TEAS).

When responding to this Office Action, the applicant must make sure to respond in writing to each refusal and requirement raised. If there is a refusal to register the proposed mark, then the applicant may wish to argue against the refusal, *i.e.*, explain why it should be withdrawn and why the mark should register. The applicant may also have other options for responding to a refusal and should consider such options carefully. If there are other requirements, then the applicant should simply set forth in writing the required changes or statements and request that the Office enter them into the application record. The applicant *must* sign and date its response.

If the applicant has questions about its application or needs assistance in responding to this Office Action, please telephone the assigned examining attorney at the number below.

/LeighLowry/  
Leigh A. Lowry  
Trademark Examining Attorney  
leigh.lowry@uspto.gov (informal only)  
Law Office 115  
(571) 272-9725

**TO RESPOND TO THIS LETTER:** Go to [http://www.uspto.gov/trademarks/teas/response\\_forms.jsp](http://www.uspto.gov/trademarks/teas/response_forms.jsp). Please wait 48-72 hours from the issue/ mailing date before using the Trademark Electronic Application System (TEAS), to allow for necessary system updates of the application. For *technical* assistance with online



forms, e-mail [TEAS@uspto.gov](mailto:TEAS@uspto.gov). For questions about the Office action itself, please contact the assigned trademark examining attorney. **E-mail communications will not be accepted as responses to Office actions; therefore, do not respond to this Office action by e-mail.**

**All informal e-mail communications relevant to this application will be placed in the official application record.**

**WHO MUST SIGN THE RESPONSE:** It must be personally signed by an individual applicant or someone with legal authority to bind an applicant (i.e., a corporate officer, a general partner, all joint applicants). If an applicant is represented by an attorney, the attorney must sign the response.

**PERIODICALLY CHECK THE STATUS OF THE APPLICATION:** To ensure that applicant does not miss crucial deadlines or official notices, check the status of the application every three to four months using the Trademark Status and Document Retrieval (TSDR) system at <http://tsdr.uspto.gov/>. Please keep a copy of the TSDR status screen. If the status shows no change for more than six months, contact the Trademark Assistance Center by e-mail at [TrademarkAssistanceCenter@uspto.gov](mailto:TrademarkAssistanceCenter@uspto.gov) or call 1-800-786-9199. For more information on checking status, see <http://www.uspto.gov/trademarks/process/status/>.

**TO UPDATE CORRESPONDENCE/E-MAIL ADDRESS:** Use the TEAS form at <http://www.uspto.gov/trademarks/teas/correspondence.jsp>.



**DESIGN MARK**

**Serial Number**

85495344

**Status**

REGISTERED

**Word Mark**

ACI INSTITUTE

**Standard Character Mark**

Yes

**Registration Number**

4186057

**Date Registered**

2012/08/07

**Type of Mark**

TRADEMARK; SERVICE MARK

**Register**

PRINCIPAL

**Mark Drawing Code**

(4) STANDARD CHARACTER MARK

**Owner**

American Cambridge Institute DBA ACI Institute CORPORATION CALIFORNIA  
23367 E. Golden Springs Drive Diamond Bar CALIFORNIA 91765

**Goods/Services**

Class Status -- ACTIVE. IC 016. US 002 005 022 023 029 037 038 050.  
G & S: Printed instructional, educational, and teaching materials in  
the field of English, math, and standardized test preparation. First  
Use: 1987/09/01. First Use In Commerce: 1987/09/01.

**Goods/Services**

Class Status -- ACTIVE. IC 041. US 100 101 107. G & S: Educational  
services, namely, conducting 2nd grade through 12th grade courses of  
instruction and tutorial services in the field of English, math,  
standardized test preparation, and college application assistance and  
distribution of educational materials in connection therewith. First  
Use: 1987/09/01. First Use In Commerce: 1987/09/01.

**Disclaimer Statement**

NO CLAIM IS MADE TO THE EXCLUSIVE RIGHT TO USE "INSTITUTE" APART FROM  
THE MARK AS SHOWN.



**Print: Jun 27, 2014**

**85495344**

**Filing Date**

2011/12/14

**Examining Attorney**

VEPPUMTHARA, JULIE



# ACI INSTITUTE



**DESIGN MARK**

**Serial Number**

86232867

**Status**

NEW APPLICATION - ASSIGNED TO EXAMINER

**Word Mark**

ACIINSTITUTE WWW.ACIPREP.COM

**Standard Character Mark**

No

**Type of Mark**

SERVICE MARK

**Register**

PRINCIPAL

**Mark Drawing Code**

(3) DESIGN PLUS WORDS, LETTERS AND/OR NUMBERS

**Owner**

Advanced California Innovators Institute AKA ACI College Prep LIMITED  
LIABILITY COMPANY CALIFORNIA 206 E. Duarte Rd. Arcadia CALIFORNIA  
91006

**Owner**

Advanced California Innovators Institute AKA ACI Institute LIMITED  
LIABILITY COMPANY CALIFORNIA aciprep.com 1041 S. Garfield Ave. #101  
Alhambra CALIFORNIA 91801

**Goods/Services**

Class Status -- ACTIVE. IC 041. US 100 101 107. G & S: Education services, namely, one-on-one mentoring in the fields of English and Math concepts.; Education services, namely, providing kindergarten through 12th grade (K-12) classroom instruction; Education services, namely, providing mentoring, tutoring, classes, seminars and workshops in the field of attaining higher education.; Educational and entertainment services, namely, providing motivational and educational speakers; Educational and entertainment services, namely, providing motivational and educational speakers in the field of self- and personal improvement; Educational services, namely, conducting distance learning instruction at the primary and secondary levels. First Use: 1987/07/01. First Use In Commerce: 1987/07/01.

**Description of Mark**

The mark consists of Capitalized "A" and "C" and "INSTITUTE" in a blue/turquoise gradient, dark to light, top to bottom; lower-case "i" in an orange/yellow gradient, dark to light, top to bottom;



"www.ACIPrep.com on the bottom of the logo, centered; "www." and ".com" on the bottom of the logo in an yellowish-orange; "ACIPrep" in a bright orange; dark blue graduation cap over the "A" and "C"; black Chinese characters over the word "INSTITUTE".

**Colors Claimed**

The color(s) blue/turquoise gradient, dark to light, top to bottom for "AC" and "INSTITUTE"; orange/yellow gradient, dark to light, top to bottom for "i"; yellowish-orange for "www." and ".com"; bright orange for "ACIPrep"; dark blue for the graduation cap; black for the Chinese characters. is/are claimed as a feature of the mark.

**Filing Date**

2014/03/26

**Examining Attorney**

LOWRY, LEIGH







US



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2013-2014

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Exhibit 25  
Page 23 of 26





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## Our Mission

### Why Choose ACI?

With over 25 years of experience, ACI Institute is committed to helping students receive all the tools necessary to succeed in school and ultimately get into a top-tier university. Our dedicated staff, counselors, and teachers help each student reach their fullest potential through patient guidance and compassion. We motivate and inspire students by making lessons fun, yet educational, and inspire students to master skills necessary to excel in school.

Our rigorous curriculum aims to help students achieve high scores on all standardized tests, including the CAT 6, PSAT, SAT I, SAT II, and APs. With our learning process, we review Math and English concepts to further enhance skills taught at school. As a result, students feel more confident and receive higher grades overall.

In addition to a strong emphasis on academics, ACI Institute is dedicated to the social, emotional and spiritual development of each of our students. ACI aspires to instill responsibility and strong leadership skills in each of our students.

## ACI Programs

- College Admission Consultation
- SAT
- SAT Subject Tests
- ACT
- APs
- PSAT
- English Enrichment
- Math Programs
- Book Club
- Writer's Workshop
- Speech & Debate
- ISEE / SSAT
- English as a Second Language

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**To:** ACI Institute ([arcadia@aciprep.com](mailto:arcadia@aciprep.com))  
**Subject:** U.S. TRADEMARK APPLICATION NO. 86233009 - ACICOLLEGEPREP SINCE 1987 - N/A  
**Sent:** 6/29/2014 2:48:56 PM  
**Sent As:** ECOM115@USPTO.GOV  
**Attachments:**

**UNITED STATES PATENT AND TRADEMARK OFFICE (USPTO)**

**IMPORTANT NOTICE REGARDING YOUR  
U.S. TRADEMARK APPLICATION**

USPTO OFFICE ACTION (OFFICIAL LETTER) HAS ISSUED  
ON **6/29/2014** FOR U.S. APPLICATION SERIAL NO. 86233009

Your trademark application has been reviewed. The trademark examining attorney assigned by the USPTO to your application has written an official letter to which you must respond. Please follow these steps:

(1) **READ THE LETTER** by clicking on this [link](#) or going to <http://tsdr.uspto.gov/>, entering your U.S. application serial number, and clicking on "Documents."

The Office action may not be immediately viewable, to allow for necessary system updates of the application, but will be available within 24 hours of this e-mail notification.

(2) **RESPOND WITHIN 6 MONTHS** (*or sooner if specified in the Office action*), calculated from **6/29/2014**, using the Trademark Electronic Application System (TEAS) response form located at [http://www.uspto.gov/trademarks/teas/response\\_forms.jsp](http://www.uspto.gov/trademarks/teas/response_forms.jsp).

**Do NOT hit "Reply" to this e-mail notification, or otherwise e-mail your response** because the USPTO does NOT accept e-mails as responses to Office actions.

(3) **QUESTIONS** about the contents of the Office action itself should be directed to the trademark examining attorney who reviewed your application, identified below.

/LeighLowry/  
Leigh A. Lowry  
Trademark Examining Attorney  
[leigh.lowry@uspto.gov](mailto:leigh.lowry@uspto.gov) (informal only)  
Law Office 115  
(571) 272-9725



## **WARNING**

**Failure to file the required response by the applicable response deadline will result in the ABANDONMENT of your application.** For more information regarding abandonment, see <http://www.uspto.gov/trademarks/basics/abandon.jsp>.

**PRIVATE COMPANY SOLICITATIONS REGARDING YOUR APPLICATION:** Private companies **not** associated with the USPTO are using information provided in trademark applications to mail or e-mail trademark-related solicitations. These companies often use names that closely resemble the USPTO and their solicitations may look like an official government document. Many solicitations require that you pay “fees.”

Please carefully review all correspondence you receive regarding this application to make sure that you are responding to an official document from the USPTO rather than a private company solicitation. All official USPTO correspondence will be mailed only from the “United States Patent and Trademark Office” in Alexandria, VA; or sent by e-mail from the domain “@uspto.gov.” For more information on how to handle private company solicitations, see [http://www.uspto.gov/trademarks/solicitation\\_warnings.jsp](http://www.uspto.gov/trademarks/solicitation_warnings.jsp).



## **EXHIBIT 26**





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[TSDR](#) [ASSIGN Status](#) [TTAB Status](#) ( Use the "Back" button of the Internet Browser to return to TESS)



**Word Mark** ACIINSTITUTE WWW.ACIPREP.COM

**Translations** The non-Latin characters in the mark transliterate to "nan jia zhou xue yuan" and this means "Southern California institute" in English. The English translation of the non-Latin characters in the mark is Southern California institute.

**Goods and Services** IC 041. US 100 101 107. G & S: Education services, namely, one-on-one mentoring in the fields of English and Math concepts; Education services, namely, providing kindergarten through 12th grade (K-12) classroom instruction; Education services, namely, providing mentoring, tutoring, classes, seminars and workshops in the field of attaining higher education; Educational and entertainment services, namely, providing motivational and educational speakers; Educational and entertainment services, namely, providing motivational and educational speakers in the field of self- and personal improvement; Educational services, namely, conducting distance learning instruction at the primary and secondary levels. FIRST USE: 19870701. FIRST USE IN COMMERCE: 19870701

**Mark Drawing Code** (3) DESIGN PLUS WORDS, LETTERS, AND/OR NUMBERS

**Design Search Code** 09.05.11 - Hats, graduation (mortarboards); Mortarboards (graduation hats)  
28.01.03 - Asian characters; Chinese characters; Japanese characters

**Serial Number** 86232867

**Filing Date** March 26, 2014

**Current Basis** 1A

**Original Filing Basis** 1A

**Owner** (APPLICANT) Advanced California Innovative Institute, Inc. AKA ACI Institute CORPORATION  
CALIFORNIA 1041 S. Garfield Ave #101 Alhambra CALIFORNIA 91801



**Attorney of Record** Albert J.C. Chang

**Description of Mark** The color(s) blue, orange, black and yellow is/are claimed as a feature of the mark. The mark consists of the wording "ACIINSTITUTE" in blue with an orange "I", the wording "WWW.ACIPREP.COM" in orange, all below five Chinese characters in black next to a black graduation cap with a yellow tassel. The color white represents background and is not part of the mark.

**Type of Mark** SERVICE MARK

**Register** PRINCIPAL

**Live/Dead Indicator** LIVE

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[TESS HOME](#)[NEW USER](#)[STRUCTURED](#)[FREE FORM](#)[BROWSE DICT](#)[SEARCH OG](#)[TOP](#)[HELP](#)

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[HOME](#) | [SITE INDEX](#) | [SEARCH](#) | [eBUSINESS](#) | [HELP](#) | [PRIVACY POLICY](#)



# Trademark/Service Mark Application, Principal Register

Serial Number: 86232867

Filing Date: 03/26/2014

The table below presents the data as entered.

Input Field	Entered
<b>SERIAL NUMBER</b>	86232867
<b>MARK INFORMATION</b>	
<b>*MARK</b>	<a href="\\TICRS\EXPORT16\IMAGEOUT 16\862\328\86232867\xml1\APP0002.JPG">\\TICRS\EXPORT16\IMAGEOUT 16\862\328\86232867\xml1\APP0002.JPG</a>
<b>SPECIAL FORM</b>	YES
<b>USPTO-GENERATED IMAGE</b>	NO
<b>LITERAL ELEMENT</b>	Capitalized "A" and "C" with a lower case "i". Capitalized "INSTITUTE" in a smaller-sized font. Chinese characters above the word "INSTITUTE", indicating ACI Institute's Chinese name, translated to "NAN JIA ZHOU XUE YUAN"; "www.ACIPrep.com" on the bottom of the logo, centered.
<b>COLOR MARK</b>	YES
<b>COLOR(S) CLAIMED (If applicable)</b>	The color(s) blue/turquoise gradient, dark to light, top to bottom for "AC" and "INSTITUTE"; orange/yellow gradient, dark to light, top to bottom for "i"; yellowish-orange for "www." and ".com"; bright orange for "ACIPrep"; dark blue for the graduation cap; black for the Chinese characters. is/are claimed as a feature of the mark.
<b>*DESCRIPTION OF THE MARK (and Color Location, if applicable)</b>	The mark consists of Capitalized "A" and "C" and "INSTITUTE" in a blue/turquoise gradient, dark to light, top to bottom; lower-case "i" in an orange/yellow gradient, dark to light, top to bottom; "www.ACIPrep.com" on the bottom of the logo, centered; "www." and ".com" on the bottom of the logo in an yellowish-orange; "ACIPrep" in a bright orange; dark blue graduation cap over the "A" and "C"; black Chinese characters over the word "INSTITUTE".
<b>PIXEL COUNT ACCEPTABLE</b>	YES
<b>PIXEL COUNT</b>	613 x 255
<b>REGISTER</b>	Principal
<b>APPLICANT INFORMATION</b>	



<b>*OWNER OF MARK</b>	Advanced California Innovators Institute
<b>DBA/AKA/TA/Formerly</b>	AKA ACI Institute
<b>INTERNAL ADDRESS</b>	aciprep.com
<b>*STREET</b>	1041 S. Garfield Ave. #101
<b>*CITY</b>	Alhambra
<b>*STATE (Required for U.S. applicants)</b>	California
<b>*COUNTRY</b>	United States
<b>*ZIP/POSTAL CODE (Required for U.S. applicants only)</b>	91801
<b>PHONE</b>	6263008352
<b>EMAIL ADDRESS</b>	arcadia@aciprep.com
<b>AUTHORIZED TO COMMUNICATE VIA EMAIL</b>	Yes
<b>WEBSITE ADDRESS</b>	www.aciprep.com
<b>LEGAL ENTITY INFORMATION</b>	
<b>TYPE</b>	limited liability company
<b>STATE/COUNTRY WHERE LEGALLY ORGANIZED</b>	California
<b>APPLICANT INFORMATION</b>	
<b>*OWNER OF MARK</b>	Advanced California Innovators Institute
<b>DBA/AKA/TA/Formerly</b>	AKA ACI College Prep
<b>*STREET</b>	206 E. Duarte Rd.
<b>*CITY</b>	Arcadia
<b>*STATE (Required for U.S. applicants)</b>	California
<b>*COUNTRY</b>	United States
<b>*ZIP/POSTAL CODE (Required for U.S. applicants only)</b>	91006
<b>PHONE</b>	626-821-6525
<b>FAX</b>	626-821-9312



EMAIL ADDRESS	arcadia@aciprep.com
AUTHORIZED TO COMMUNICATE VIA EMAIL	Yes
WEBSITE ADDRESS	www.aciprep.com
<b>LEGAL ENTITY INFORMATION</b>	
TYPE	limited liability company
STATE/COUNTRY WHERE LEGALLY ORGANIZED	California
<b>GOODS AND/OR SERVICES AND BASIS INFORMATION</b>	
INTERNATIONAL CLASS	041
*IDENTIFICATION	Education services, namely, one-on-one mentoring in the fields of <b>English and Math concepts.</b> ; Education services, namely, providing kindergarten through 12th grade (K-12) classroom instruction; Education services, namely, providing mentoring, tutoring, classes, seminars and workshops in the field of <b>attaining higher education.</b> ; Educational and entertainment services, namely, providing motivational and educational speakers; Educational and entertainment services, namely, providing motivational and educational speakers in the field of self- and personal improvement; Educational services, namely, conducting distance learning instruction at the primary and secondary levels
FILING BASIS	SECTION 1(a)
FIRST USE ANYWHERE DATE	At least as early as 07/01/1987
FIRST USE IN COMMERCE DATE	At least as early as 07/01/1987
<b>SPECIMEN FILE NAME(S)</b>	
ORIGINAL PDF FILE	<a href="#">SPE0-23124194165-144451924 . 2011 Seminar Flyer El Monte.pdf</a>
CONVERTED PDF FILE(S) (1 page)	<a href="#">\\TICRS\EXPORT16\IMAGEOUT16\862\328\86232867\xml1\APP0003.JPG</a>
SPECIMEN DESCRIPTION	Flyer for our annual large-scale seminar, which gets distributed to over 4000 families, and published in local newspapers.
<b>CORRESPONDENCE INFORMATION</b>	
NAME	Advanced California Innovators Institute
FIRM NAME	Advanced California Innovators Institute
INTERNAL ADDRESS	aciprep.com



<b>STREET</b>	1041 S. Garfield Ave. #101
<b>CITY</b>	Alhambra
<b>STATE</b>	California
<b>COUNTRY</b>	United States
<b>ZIP/POSTAL CODE</b>	91801
<b>PHONE</b>	6263008352
<b>EMAIL ADDRESS</b>	arcadia@aciprep.com;jamie@aciprep.com; templecity@aciprep.com; alhambra@aciprep.com; cathyhou726@gmail.com
<b>AUTHORIZED TO COMMUNICATE VIA EMAIL</b>	Yes
<b>FEE INFORMATION</b>	
<b>NUMBER OF CLASSES</b>	1
<b>FEE PER CLASS</b>	325
<b>*TOTAL FEE DUE</b>	325
<b>*TOTAL FEE PAID</b>	325
<b>SIGNATURE INFORMATION</b>	
<b>SIGNATURE</b>	/Cathy Hou/
<b>SIGNATORY'S NAME</b>	Cathy Hou
<b>SIGNATORY'S POSITION</b>	Director
<b>DATE SIGNED</b>	03/26/2014
<b>SIGNATURE</b>	/Andrew Kuo/
<b>SIGNATORY'S NAME</b>	Andrew Kuo
<b>SIGNATORY'S POSITION</b>	Director/Owner
<b>DATE SIGNED</b>	03/26/2014



## Trademark/Service Mark Application, Principal Register

**Serial Number: 86232867**

**Filing Date: 03/26/2014**

### To the Commissioner for Trademarks:

**MARK:** Capitalized "A" and "C" with a lower case "i". Capitalized "INSTITUTE" in a smaller-sized font. Chinese characters above the word "INSTITUTE", indicating ACI Institute's Chinese name, translated to "NAN JIA ZHOU XUE YUAN"; "www.ACIPrep.com" on the bottom of the logo, centered. (stylized and/or with design, see [mark](#))

The literal element of the mark consists of Capitalized "A" and "C" with a lower case "i". Capitalized "INSTITUTE" in a smaller-sized font. Chinese characters above the word "INSTITUTE", indicating ACI Institute's Chinese name, translated to "NAN JIA ZHOU XUE YUAN"; "www.ACIPrep.com" on the bottom of the logo, centered..

The color(s) blue/turquoise gradient, dark to light, top to bottom for "AC" and "INSTITUTE"; orange/yellow gradient, dark to light, top to bottom for "i"; yellowish-orange for "www." and ".com"; bright orange for "ACIPrep"; dark blue for the graduation cap; black for the Chinese characters. is/are claimed as a feature of the mark. The mark consists of Capitalized "A" and "C" and "INSTITUTE" in a blue/turquoise gradient, dark to light, top to bottom; lower-case "i" in an orange/yellow gradient, dark to light, top to bottom; "www.ACIPrep.com" on the bottom of the logo, centered; "www." and ".com" on the bottom of the logo in an yellowish-orange; "ACIPrep" in a bright orange; dark blue graduation cap over the "A" and "C"; black Chinese characters over the word "INSTITUTE".

The applicants, Advanced California Innovators Institute, AKA ACI Institute, a limited liability company legally organized under the laws of California, having an address of

aciprep.com,  
1041 S. Garfield Ave. #101  
Alhambra, California 91801  
United States

Advanced California Innovators Institute, AKA ACI College Prep, a limited liability company legally organized under the laws of California, having an address of

206 E. Duarte Rd.  
Arcadia, California 91006  
United States

request registration of the trademark/service mark identified above in the United States Patent and Trademark Office on the Principal Register established by the Act of July 5, 1946 (15 U.S.C. Section 1051 et seq.), as amended, for the following:

### For specific filing basis information for each item, you must view the display within the Input Table.

International Class 041: Education services, namely, one-on-one mentoring in the fields of English and Math concepts.; Education services, namely, providing kindergarten through 12th grade (K-12)



classroom instruction; Education services, namely, providing mentoring, tutoring, classes, seminars and workshops in the field of attaining higher education.; Educational and entertainment services, namely, providing motivational and educational speakers; Educational and entertainment services, namely, providing motivational and educational speakers in the field of self- and personal improvement; Educational services, namely, conducting distance learning instruction at the primary and secondary levels

In International Class 041, the mark was first used by the applicant or the applicant's related company or licensee or predecessor in interest at least as early as 07/01/1987, and first used in commerce at least as early as 07/01/1987, and is now in use in such commerce. The applicants are submitting one(or more) specimen(s) showing the mark as used in commerce on or in connection with any item in the class of listed goods and/or services, consisting of a(n) Flyer for our annual large-scale seminar, which gets distributed to over 4000 families, and published in local newspapers..

**Original PDF file:**

[SPE0-23124194165-144451924 . 2011 Seminar Flyer El Monte.pdf](#)

**Converted PDF file(s) (1 page)**

[Specimen File1](#)

For informational purposes only, applicant's website address is: [www.aciprep.com](http://www.aciprep.com)

**The applicant's current Correspondence Information:**

Advanced California Innovators Institute

Advanced California Innovators Institute

[aciprep.com](http://aciprep.com)

1041 S. Garfield Ave. #101

Alhambra, California 91801

6263008352(phone)

[arcadia@aciprep.com](mailto:arcadia@aciprep.com); [jamie@aciprep.com](mailto:jamie@aciprep.com); [templecity@aciprep.com](mailto:templecity@aciprep.com); [alhambra@aciprep.com](mailto:alhambra@aciprep.com); [cathyhou726@gmail.com](mailto:cathyhou726@gmail.com) (authorized)

A fee payment in the amount of \$325 has been submitted with the application, representing payment for 1 class(es).

**Declaration**

The undersigned, being hereby warned that willful false statements and the like so made are punishable by fine or imprisonment, or both, under 18 U.S.C. Section 1001, and that such willful false statements, and the like, may jeopardize the validity of the application or any resulting registration, declares that he/she is properly authorized to execute this application on behalf of the applicant; he/she believes the applicant to be the owner of the trademark/service mark sought to be registered, or, if the application is being filed under 15 U.S.C. Section 1051(b), he/she believes applicant to be entitled to use such mark in commerce; to the best of his/her knowledge and belief no other person, firm, corporation, or association has the right to use the mark in commerce, either in the identical form thereof or in such near resemblance thereto as to be likely, when used on or in connection with the goods/services of such other person, to cause confusion, or to cause mistake, or to deceive; and that all statements made of his/her own knowledge are true; and that all statements made on information and belief are believed to be true.



## **Declaration Signature**

Signature: /Cathy Hou/ Date: 03/26/2014  
Signatory's Name: Cathy Hou  
Signatory's Position: Director  
Signature: /Andrew Kuo/ Date: 03/26/2014  
Signatory's Name: Andrew Kuo  
Signatory's Position: Director/Owner  
RAM Sale Number: 86232867  
RAM Accounting Date: 03/27/2014

Serial Number: 86232867  
Internet Transmission Date: Wed Mar 26 15:40:47 EDT 2014  
TEAS Stamp: USPTO/BAS-23.124.194.165-201403261540471  
12101-86232867-50024f45e6c14d23a5b88fc1c  
beb3e9ada84c54e28f7b99a5ce9e4fa434d8e40c  
a-CC-2180-20140326144451924681







# 2011 申請大學經典講座

## College Planning Seminar

### 改變孩子 改變未來

★時間：4月17日(星期天)下午2-4點      ★主講人：南加州學院創辦人郭主任  
★地點：El Monte 僑教中心      9443 Telstar Ave., El Monte

ACI南加州學院創校於1987年，在過去24年教學經驗中，我們不斷地開創最優質教材與互動式的教學方式，成功幫助上萬名學生進入頂尖學府，包括：Harvard, MIT, Yale, Stanford, U. Penn, Columbia, UCLA, Berkeley, Cal Tech, Johns Hopkins, Princeton, Cornell, Amherst, Pomona College, UC 加大。

想了解孩子如何在競爭加劇的大學申請過程中脫穎而出，聽一場有升學智慧的經典講座，讓您與您的孩子一同掌握大學申請的資源。

#### 講題：

1. 孩子必備升學競爭力3Q (IQ, EQ, AQ)與申請大學之關連。
2. 閱讀與寫作是所有學科的基礎。
3. 提早入學方案與提升孩子進入名校的競爭力。
4. 加州經費刪減、裁員，學生要如何積極爭取名額進入優良大學？
5. 暑期黃金時段的學習規劃。
6. 大學如何看待AP 課程及SATII考試？
7. 分析資優生現象形成的各種因素及如何順勢培養（分析虎媽教育效應）。

講座當日報名暑期全期英數課程者(或週間SAT課程)，  
可立即享有減免**200元**學費之優惠。

只限各分校前十名當日報名。

走在教育最前端，要選擇學校，就選擇華人社區最優質的 - ACI南加州學院。



阿罕布拉 Alhambra  
626-300-8352

阿凱迪亞 Arcadia  
626-821-6525

聖瑪利諾 San Marino  
626-289-1081

天普市 Temple City  
626-286-5903

西柯汶那 West Covina  
626-918-1239

鑽石崗 Diamond Bar  
909-860-9345

羅蘭崗 Rowland Hts.  
626-913-1242

哈崗 Hacienda Hts  
626-968-1915

爾灣 Irvine  
714-556-0688

奇諾崗 Chino Hills  
909-627-8778







# 2011 申請大學經典講座

## College Planning Seminar

### 改變孩子 改變未來

★時間：4月17日(星期天)下午2-4點      ★主講人：南加州學院創辦人郭主任  
★地點：El Monte 僑教中心      9443 Telstar Ave., El Monte

ACI南加州學院創校於1987年，在過去24年教學經驗中，我們不斷地開創最優質教材與互動式的教學方式，成功幫助上萬名學生進入頂尖學府，包括：Harvard, MIT, Yale, Stanford, U. Penn, Columbia, UCLA, Berkeley, Cal Tech, Johns Hopkins, Princeton, Cornell, Amherst, Pomona College, UC 加大。

想了解孩子如何在競爭加劇的大學申請過程中脫穎而出，聽一場有升學智慧的經典講座，讓您與您的孩子一同掌握大學申請的資源。

#### 講題：

1. 孩子必備升學競爭力3Q (IQ, EQ, AQ)與申請大學之關連。
2. 閱讀與寫作是所有學科的基礎。
3. 提早入學方案與提升孩子進入名校的競爭力。
4. 加州經費刪減、裁員，學生要如何積極爭取名額進入優良大學？
5. 暑期黃金時段的學習規劃。
6. 大學如何看待AP 課程及SATII考試？
7. 分析資優生現象形成的各種因素及如何順勢培養（分析虎媽教育效應）。

講座當日報名暑期全期英數課程者(或週間SAT課程)，  
可立即享有減免**200元**學費之優惠。

只限各分校前十名當日報名。

走在教育最前端，要選擇學校，就選擇華人社區最優質的 — ACI南加州學院。



阿罕布拉 Alhambra  
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哈崗 Hacienda Hts  
626-968-1915

爾灣 Irvine  
714-556-0688

奇諾崗 Chino Hills  
909-627-8778



**To:** Advanced California Innovators Institute ([arcadia@aciprep.com](mailto:arcadia@aciprep.com))  
**Subject:** U.S. TRADEMARK APPLICATION NO. 86232867 - ACIINSTITUTE  
WWW.ACIPREP.COM - N/A  
**Sent:** 6/29/2014 12:15:32 PM  
**Sent As:** ECOM115@USPTO.GOV  
**Attachments:** [Attachment - 1](#)  
[Attachment - 2](#)  
[Attachment - 3](#)

**UNITED STATES PATENT AND TRADEMARK OFFICE (USPTO)  
OFFICE ACTION (OFFICIAL LETTER) ABOUT APPLICANT'S TRADEMARK APPLICATION**

**U.S. APPLICATION SERIAL NO.** 86232867

**MARK:** ACIINSTITUTE WWW.ACIPREP.COM

**\*86232867\***

**CORRESPONDENT ADDRESS:**

ADVANCED CALIFORNIA INNOVATORS  
INSTITUTE  
ADVANCED CALIFORNIA INNOVATORS  
INSTITUTE  
1041 S GARFIELD AVE STE 101  
ALHAMBRA, CA 91801-4766

**CLICK HERE TO RESPOND TO THIS LETTER**  
[http://www.uspto.gov/trademarks/teas/response\\_forms.jsp](http://www.uspto.gov/trademarks/teas/response_forms.jsp)

**APPLICANT:** Advanced California Innovators Institute

**CORRESPONDENT'S REFERENCE/DOCKET NO :**

N/A

**CORRESPONDENT E-MAIL ADDRESS:**

[arcadia@aciprep.com](mailto:arcadia@aciprep.com)

**OFFICE ACTION**

**STRICT DEADLINE TO RESPOND TO THIS LETTER**

TO AVOID ABANDONMENT OF APPLICANT'S TRADEMARK APPLICATION, THE USPTO MUST RECEIVE APPLICANT'S COMPLETE RESPONSE TO THIS LETTER **WITHIN 6 MONTHS** OF THE ISSUE/MAILING DATE BELOW.

**ISSUE/MAILING DATE: 6/29/2014**

The assigned examining attorney reviewed the referenced application and determined the following:

**Section 2(d) Likelihood of Confusion Refusal**



The examining attorney refuses registration under Trademark Act Section 2(d), 15 U.S.C. §1052(d), because the applicant's mark, when used on or in connection with the identified services, so resembles the mark in U.S. Registration No. 4186057 as to be likely to cause confusion, to cause mistake, or to deceive. See TMEP §§1207.01 *et seq.* See the enclosed registration.

The court in *In re E. I. DuPont de Nemours & Co.* listed the principal factors to be considered in determining if there is a likelihood of confusion. 476 F.2d 1357, 177 USPQ 563 (C.C.P.A. 1973). A likelihood of confusion determination requires a two-part analysis. First, the marks are compared for similarities in appearance, sound, connotation and commercial impression. TMEP §§1207.01 and 1207.01(b). Second, the services are compared to determine whether they are similar or commercially related or whether they travel in the same channels of trade. See *Herbko Int'l, Inc. v. Kappa Books, Inc.*, 308 F.3d 1156, 1164-65, 64 USPQ2d 1375, 1380 (Fed. Cir. 2002); *Han Beauty, Inc. v. Alberto-Culver Co.*, 236 F.3d 1333, 1336, 57 USPQ2d 1557, 1559 (Fed. Cir. 2001); TMEP §§1207.01 and 1207.01(a)(vi).

The applicant's mark is ACIINSTITUTE WWW.ACIPREP.COM and Design, and the registrant's mark is ACI INSTITUTE. The marks are highly similar in sound, appearance, connotation and commercial impression.

The literal portion of the mark is dominant over the design portion. The marks are compared in their entireties under a Section 2(d) analysis. Nevertheless, one feature of a mark may be recognized as more significant in creating a commercial impression. Greater weight is given to that dominant feature in determining whether there is a likelihood of confusion. *In re National Data Corp.*, 753 F.2d 1056, 224 USPQ 749 (Fed. Cir. 1985); *Tektronix, Inc. v. Daktronics, Inc.*, 534 F.2d 915, 189 USPQ 693 (C.C.P.A. 1976); *In re J.M. Originals Inc.*, 6 USPQ2d 1393 (TTAB 1987); TMEP §1207.01(b)(viii). When a mark consists of a word portion and a design portion, the word portion is more likely to be impressed upon a purchaser's memory and used in calling for the goods or services. Therefore, the word portion is normally accorded greater weight in determining likelihood of confusion. *In re Dakin's Miniatures Inc.*, 59 USPQ2d 1593, 1596 (TTAB 1999); *In re Appetito Provisions Co.*, 3 USPQ2d 1553 (TTAB 1987); *Amoco Oil Co. v. Amerco, Inc.*, 192 USPQ 729 (TTAB 1976); TMEP §1207.01(c)(ii).

In addition, the applicant's services, "Education services, namely, one-on-one mentoring in the fields of English and Math concepts.; Education services, namely, providing kindergarten through 12th grade (K-12) classroom instruction; Education services, namely, providing mentoring, tutoring, classes, seminars and workshops in the field of attaining higher education.; Educational and entertainment services, namely, providing motivational and educational speakers; Educational and entertainment services, namely, providing motivational and educational speakers in the field of self- and personal improvement; Educational services, namely, conducting distance learning instruction at the primary and secondary levels," are nearly the same as and closely related to the registrant's "Educational services, namely, conducting 2nd grade through 12th grade courses of instruction and tutorial services in the field of English, math, standardized test preparation, and college application assistance and distribution of educational materials in connection therewith; Printed instructional, educational, and teaching materials in the field of English, math, and standardized test preparation."

Both the applicant's and the registrant's educational services provide standardized test preparation for primary through high school students and both provide instruction in English and math.

Because the marks are highly similar in sound, appearance, connotation and commercial impression and because the services are closely related, registration is refused. Although the examining attorney has refused registration, the applicant may respond to the refusal to register by submitting evidence and



arguments in support of registration. If the applicant chooses to respond, the applicant must also respond to the following requirements.

### **Color Claim and Description**

Although the applicant submitted the required color claim and color location statement, it is too complex and the color claim is in the incorrect format. Applications for color marks must include both a list of the colors that are claimed as a feature of the mark and a description of where the colors appear in the mark. 37 C.F.R. §2.52(b)(1); *see* TMEP §§807.07 *et seq.* The applicant may adopt the following, if accurate:

The colors blue, orange, black and yellow are claimed as features of the mark. The mark consists of the wording ACIINSTITUTE in blue with an orange I, the wording WWW.ACIPREP.COM in orange, all below five Chinese characters in black next to a black graduation cap with a yellow tassel. The color white represents background and is not part of the mark.

Generic color names must be used to describe the colors in the mark, *e.g.*, magenta, yellow, turquoise. TMEP §§807.07(a)(i) and (a)(ii).

### **Transliteration and Translation**

The applied-for mark contains five Chinese characters but the applicant did not provide the transliteration of each character or the translation of the transliteration for each character. Thus, the applicant must submit (1) a statement translating the non-English wording in the mark; and (2) a statement transliterating any non-Latin characters in the mark, with either a translation of the corresponding non-English wording or a statement that the transliterated term has no meaning in a foreign language. 37 C.F.R. §2.32(a)(10); TMEP §809. A transliteration is the phonetic spelling, in Latin characters, of the terms in the mark that are in non-Latin characters.

If the transliterated wording has an English translation, applicant should submit the following translation and transliteration statement, if accurate:

**The English translation of the word “\_\_\_” in the mark is “\_\_\_”. The non-Latin characters in the mark transliterate to “\_\_\_” and this means “\_\_\_” in English.**

If the transliterated wording does not have an English translation, applicant should submit the following translation and transliteration statement, if accurate:

**The English translation of the word “\_\_\_” in the mark is “\_\_\_”. The non-Latin characters in the mark transliterate to “\_\_\_” and this has no meaning in a foreign language.**

TMEP §809.03.

### **Translation of Specimen Required**

Although the specimen of use appears to show use of the applied-for mark in connection with the identified services, it cannot be fully determined until the specimen of use is translated to English. (The red band at the bottom need not be translated).



Thus, to permit proper examination, applicant must provide an English translation of all the non-English wording on the specimen. TMEP §904.06; *see* 37 C.F.R. §2.61(b).

### **Trademark Counsel**

The applicant may wish to hire a trademark attorney to assist in prosecuting this application because of the legal technicalities involved. The Office cannot aid in the selection of a trademark attorney. 37 C.F.R. §2.11. The applicant may wish to consult the American Bar Association's Consumers' Guide to Legal Help at <http://www.abanet.org/legalservices/findlegalhelp/home.cfm>, a local telephone directory for a listing of attorneys specializing in trademark or intellectual property law, or seek guidance from its local or state Bar Association.

### **Response Guidelines**

Please note that there is no required format or form for responding to this Office Action. However, the applicant should include the following information on all correspondence with the Office: (1) the name and law office number of the examining attorney; (2) the serial number of this application; (3) the mailing date of this Office action; and, (4) the applicant's telephone number.

You may respond formally using the Office's Trademark Electronic Application System (TEAS) Response to Office Action form (visit <http://www.uspto.gov/teas/index.html> and follow the instructions, but if the Office Action issued via email you must wait 72 hours after receipt of the Office Action to respond via TEAS).

When responding to this Office Action, the applicant must make sure to respond in writing to each refusal and requirement raised. If there is a refusal to register the proposed mark, then the applicant may wish to argue against the refusal, *i.e.*, explain why it should be withdrawn and why the mark should register. The applicant may also have other options for responding to a refusal and should consider such options carefully. If there are other requirements, then the applicant should simply set forth in writing the required changes or statements and request that the Office enter them into the application record. The applicant *must* sign and date its response.

If the applicant has questions about its application or needs assistance in responding to this Office Action, please telephone the assigned examining attorney at the number below.

/LeighLowry/  
Leigh A. Lowry  
Trademark Examining Attorney  
leigh.lowry@uspto.gov (informal only)  
Law Office 115  
(571) 272-9725

**TO RESPOND TO THIS LETTER:** Go to [http://www.uspto.gov/trademarks/teas/response\\_forms.jsp](http://www.uspto.gov/trademarks/teas/response_forms.jsp). Please wait 48-72 hours from the issue/ mailing date before using the Trademark Electronic Application System (TEAS), to allow for necessary system updates of the application. For *technical* assistance with online forms, e-mail [TEAS@uspto.gov](mailto:TEAS@uspto.gov). For questions about the Office action itself, please contact the assigned trademark examining attorney. **E-mail communications will not be accepted as responses to Office**



**actions; therefore, do not respond to this Office action by e-mail.**

**All informal e-mail communications relevant to this application will be placed in the official application record.**

**WHO MUST SIGN THE RESPONSE:** It must be personally signed by an individual applicant or someone with legal authority to bind an applicant (i.e., a corporate officer, a general partner, all joint applicants). If an applicant is represented by an attorney, the attorney must sign the response.

**PERIODICALLY CHECK THE STATUS OF THE APPLICATION:** To ensure that applicant does not miss crucial deadlines or official notices, check the status of the application every three to four months using the Trademark Status and Document Retrieval (TSDR) system at <http://tsdr.uspto.gov/>. Please keep a copy of the TSDR status screen. If the status shows no change for more than six months, contact the Trademark Assistance Center by e-mail at [TrademarkAssistanceCenter@uspto.gov](mailto:TrademarkAssistanceCenter@uspto.gov) or call 1-800-786-9199. For more information on checking status, see <http://www.uspto.gov/trademarks/process/status/>.

**TO UPDATE CORRESPONDENCE/E-MAIL ADDRESS:** Use the TEAS form at <http://www.uspto.gov/trademarks/teas/correspondence.jsp>.



**DESIGN MARK**

**Serial Number**

85495344

**Status**

REGISTERED

**Word Mark**

ACI INSTITUTE

**Standard Character Mark**

Yes

**Registration Number**

4186057

**Date Registered**

2012/08/07

**Type of Mark**

TRADEMARK; SERVICE MARK

**Register**

PRINCIPAL

**Mark Drawing Code**

(4) STANDARD CHARACTER MARK

**Owner**

American Cambridge Institute DBA ACI Institute CORPORATION CALIFORNIA  
23367 E. Golden Springs Drive Diamond Bar CALIFORNIA 91765

**Goods/Services**

Class Status -- ACTIVE. IC 016. US 002 005 022 023 029 037 038 050.  
G & S: Printed instructional, educational, and teaching materials in  
the field of English, math, and standardized test preparation. First  
Use: 1987/09/01. First Use In Commerce: 1987/09/01.

**Goods/Services**

Class Status -- ACTIVE. IC 041. US 100 101 107. G & S: Educational  
services, namely, conducting 2nd grade through 12th grade courses of  
instruction and tutorial services in the field of English, math,  
standardized test preparation, and college application assistance and  
distribution of educational materials in connection therewith. First  
Use: 1987/09/01. First Use In Commerce: 1987/09/01.

**Disclaimer Statement**

NO CLAIM IS MADE TO THE EXCLUSIVE RIGHT TO USE "INSTITUTE" APART FROM  
THE MARK AS SHOWN.



**Print: Jun 27, 2014**

**85495344**

**Filing Date**

2011/12/14

**Examining Attorney**

VEPPUMTHARA, JULIE



# ACI INSTITUTE



**To:** Advanced California Innovators Institute ([arcadia@aciprep.com](mailto:arcadia@aciprep.com))  
**Subject:** U.S. TRADEMARK APPLICATION NO. 86232867 - ACIINSTITUTE  
WWW.ACIPREP.COM - N/A  
**Sent:** 6/29/2014 12:15:32 PM  
**Sent As:** ECOM115@USPTO.GOV  
**Attachments:**

**UNITED STATES PATENT AND TRADEMARK OFFICE (USPTO)**

**IMPORTANT NOTICE REGARDING YOUR**  
**U.S. TRADEMARK APPLICATION**

USPTO OFFICE ACTION (OFFICIAL LETTER) HAS ISSUED  
ON **6/29/2014** FOR U.S. APPLICATION SERIAL NO. 86232867

Your trademark application has been reviewed. The trademark examining attorney assigned by the USPTO to your application has written an official letter to which you must respond. Please follow these steps:

(1) **READ THE LETTER** by clicking on this [link](#) or going to <http://tsdr.uspto.gov/>, entering your U.S. application serial number, and clicking on "Documents."

The Office action may not be immediately viewable, to allow for necessary system updates of the application, but will be available within 24 hours of this e-mail notification.

(2) **RESPOND WITHIN 6 MONTHS** (*or sooner if specified in the Office action*), calculated from **6/29/2014**, using the Trademark Electronic Application System (TEAS) response form located at [http://www.uspto.gov/trademarks/teas/response\\_forms.jsp](http://www.uspto.gov/trademarks/teas/response_forms.jsp).

**Do NOT hit "Reply" to this e-mail notification, or otherwise e-mail your response** because the USPTO does NOT accept e-mails as responses to Office actions.

(3) **QUESTIONS** about the contents of the Office action itself should be directed to the trademark examining attorney who reviewed your application, identified below.

/LeighLowry/  
Leigh A. Lowry  
Trademark Examining Attorney  
[leigh.lowry@uspto.gov](mailto:leigh.lowry@uspto.gov) (informal only)  
Law Office 115  
(571) 272-9725



## **WARNING**

**Failure to file the required response by the applicable response deadline will result in the ABANDONMENT of your application.** For more information regarding abandonment, see <http://www.uspto.gov/trademarks/basics/abandon.jsp>.

**PRIVATE COMPANY SOLICITATIONS REGARDING YOUR APPLICATION:** Private companies **not** associated with the USPTO are using information provided in trademark applications to mail or e-mail trademark-related solicitations. These companies often use names that closely resemble the USPTO and their solicitations may look like an official government document. Many solicitations require that you pay “fees.”

Please carefully review all correspondence you receive regarding this application to make sure that you are responding to an official document from the USPTO rather than a private company solicitation. All official USPTO correspondence will be mailed only from the “United States Patent and Trademark Office” in Alexandria, VA; or sent by e-mail from the domain “@uspto.gov.” For more information on how to handle private company solicitations, see [http://www.uspto.gov/trademarks/solicitation\\_warnings.jsp](http://www.uspto.gov/trademarks/solicitation_warnings.jsp).



**IN THE UNITED STATES PATENT AND TRADEMARK OFFICE  
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD**

ADVANCED CALIFORNIA INNOVATIVE  
INSTITUTE, INC.,

*Petitioner,*

vs.

AMERICAN CAMBRIDGE INSTITUTE,

*Respondent.*

Cancellation No.: 92060449

Mark: ACI INSTITUTE  
Registration No.: 4,186,057  
Registration Date: August 7, 2012

Mark: 南加州學院  
Registration No.: 4,183,328  
Registration Date: July 31, 2012

**COMPENDIUM OF EXHIBITS**

**IN SUPPORT OF PETITIONER'S MOTION FOR SUMMARY JUDGMENT**



## **EXHIBIT 20**



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# MASTER SAT VOCABULARY

IN 10 WEEKS!

sedulous



adj.

fulsome



adj.

audacious



adj.

debonair



adj.

vivify



verb

grandeur

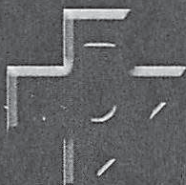


noun

Life



2400 PTS



Start Restart





## TABL

### Regular Level

Week 1	(abdica
Week 2	(benefic
Week 3	(conviva
Week 4	(dissem
Week 5	(exult ~
Week 6	(immine
Week 7	(lithe ~ p
Week 8	(patroniz
Week 9	(protract
Week 10	(terse ~ ;

### Answer Keys

#### Regular Level

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All inquiries should be addressed to:

ACI Institute

1041 S. Garfield Ave. #101

Alhambra, CA 91801

[www.ACIPrep.com](http://www.ACIPrep.com)

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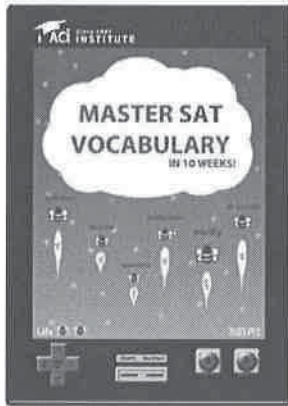
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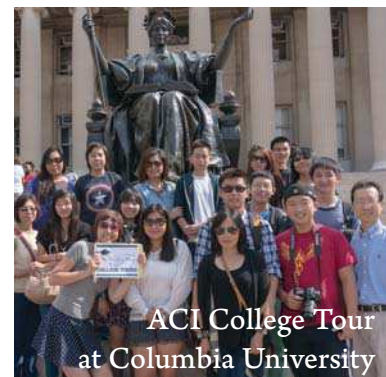
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## **EXHIBIT 21**



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# 2015 申請大學正能量經典講座 College Planning Seminar

中文主講人：Mr. Andrew Kuo, Founder of ACI Institute



ACI 南加州學院創辦人郭主任  
美西華人最權威升學教育專家

Ms. Jamie Liu Aviles, Curriculum Developer  
資深升學顧問十一年經驗



## English Speakers



**Ms. Kimberly Chan**

ACI Rowland Hts. &  
Hacienda Hts. Director  
ACI 22 years of expertise  
in the educational field



**Mr. John Perreault**

Chairman of ACI English Department  
ACI 21 Years of SAT Experience  
ACI College Counselor



**Ms. Jamie Liu Aviles**

J.D. Chapman University School of Law  
M.A. in Education, Loyola Marymount University  
B.A. in Political Science/Sociology with honors, UC Berkeley  
Curriculum Developer & ACI College Counselor  
11+ years experience



**Mr. Daniel Floren**

B.S. Texas Christian University  
Speech Coaching Specialist

## Guest Speakers



**James Chen**

ACI Alumnus  
Programmer for Call of Duty  
B.S. in Computer Science, UCLA  
M.A. in Computer Science, USC  
M.A. in Business Administration, Boston Univ.  
M.A. of Science in Information Technology, Boston Univ.



**Kalyn Chang**

ACI Alumna  
San Marino High School Graduate  
Current Sophomore at  
Cal Tech majoring in  
Computer Science

Motivating You to Succeed  
ACI 『正能量教育』升學講座



Founded in 1987, ACI Institute has been a leader in providing innovative curriculum and interactive teaching methods for the last 28 years. We have had the honor of assisting hundreds of students achieve perfect SAT scores of 2400 and have assisted over 40,000 students gain admission to prestigious universities such as Harvard, MIT, Stanford, Yale, U. Penn, Columbia, UCLA, Berkeley, Cal Tech, Johns Hopkins, Princeton, Cornell, Amherst, and the Pomona Colleges.

For nearly three decades, ACI has been the principal provider of academic information; serving the Asian community through media sources such as radio shows, television interviews, publications, and public service seminars. Throughout the years, many of our competitors have attempted to emulate ACI's established educational methods in curriculum and teaching, yet none have been able to match our long-term record of success.



Mr. Andrew Kuo, ACI Founder

At ACI, we believe an education should foster students' intellectual growth as well as their social and emotional advancement. As such, the directors, teachers and counselors at ACI encourage a strong belief in family ethics and moral development. ACI's mission is to inspire and guide students while promoting a lifelong passion for learning and personal growth.

## ACI 『正能量教育』

ACI南加州學院創校於1987年，28年的教學經驗中，我們不斷地開創最優質的教材與互動式的教學方式，超過百名的SAT滿分成績，十萬名學生進入頂尖學府。

ACI教育以人爲本，深信知識必須架構在人品道德的基礎上，才能發揮正面影響力。我們知道如何在眾多的學生中看到每一個孩子的潛力與優點。教育成功不僅是贏得一張漂亮分數的成績單，而是讓學生尊重及珍惜自己的天賦才華，並與周圍的社會關係互動。

孩子的天賦如同礦脈藏於地面下，ACI的主任及升學顧問就是採礦人，掏出每一個孩子學習與個性上的資質潛能。正能量教育可以影響孩子二十年。ACI教育由內而外潛移默化學生的想法、態度與終極目標，更會決定個人自信、成就感與幸福指數。

我們的教育理念，潛能、自信、尊重、感恩，從追求卓越成績到追求正能量的影響力，28年來漸漸改變數以萬計華裔家庭教育子女的方式。有名校的地方就有ACI的學生，華人升學教育第一品牌 — ACI南加州學院。

## 改變孩子的教育方式，改變孩子的未來成就



## ACI 正能量環境 培養正能量的孩子

在升學教育上，我們比別人好一點點，那是因為ACI相信每個孩子都有機會進入最佳大學就讀。覺得錄取不僅在於智力表現，更在於環境因素配合個人態度與價值觀。智力通常是不變的，但是環境、態度與價值觀卻是時常在改變。

ACI獨特的教育方式是在可轉換的變動因素中尋求最大幅度的進步。目標設定、時間管理、情緒管理、提升人際關係及人格自我形象的辨識度，透過依據程度開發想像力與表達力的閱讀寫作課程，用環境改變來造就心智的提昇，進而將SAT考試準備變為一種激發學習潛能。記憶與判斷，對文章事件能準確提出思考方向與看法，也造就許多SAT 2400滿分的狀元學生，28年的經驗傳承，幾萬名學生進入大學，一路直攻碩士、博士的現身說法與見證，表彰ACI的教育理念走在業界的尖端。老師、升學顧問、工作同仁與學生或家長的關係維持如沐春風。從小學看到進入大學，再看到創業結婚生子，再到下一代長大再回到ACI上課。許多現任ACI學生的父親母親二十年前也曾是ACI的學生準備SAT，從名校畢業，取得專業碩士、博士學位，撑起一片天空，春風化雨28年SAT的推手，從這一代推到下一代。

## ACI 錄取名校及卓越成就

ACI作育英才無數，學生進入HARVARD、YALE、MIT、STANFORD、COLUMBIA、DARTMOUTH、U PENN、CLAREMONT COLLEGE、CORNELL、CAL TECH、ART CENTER COLLEGE、BERKELEY、UCLA、JOHNS HOPKINS、RICE、DUKE、GEORGETOWN、CARNEGIE MELLON等數百所知名學府，ACI校友目前服務或創業於GOOGLE、MICROSOFT、YAHOO、APPLE、BOEING US、ALHAMBRA HOSPITAL、GARFIELD HOSPITAL、WHITTIER HOSPITAL、AIRFORCE、NAVY、ARMY、FEDERAL GOVERNMENT、各大著名學府Professor、媒體CNN、FOX 11、KTLA CH 5、California Government、Morgan Stanley、Merrill Lynch、Chase、Citi Bank、Bank of America、KPMG、Deloitte、PricewaterhouseCoopers、Ernst & Young 四大會計師事務所、Baker & McKenzie、Skadden、Arps、Slate、Meagher & Flom、Latham & Watkins、Kirkland & Ellis、Reed Smith（律師事務所）、Wal-Mart、Hewlett-Packard、AT&T Top 500大企業響亮公司。他們做到了，我們相信您的孩子也可以選擇ACI，這就是最好的理由。



**28年來堅守教育崗位傳達正確教育理念**  
**我們的用心 孩子的進步 您看得見！**

Exhibit 21  
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ACI 南加州學院針對當地學區初高中，  
 提供家長最新升學資訊，  
 選課指導，新版2016 SAT考試，  
 共同核心課程解說及完整的升學規劃  
**不可錯過的升學規劃講座**

ACI Campus	Date	Time	Language
Alhambra	May 3, 2015 (Sun.)	2:00 pm - 4:00 pm	Chinese/ English
Hacienda Hts	May 9, 2015 (Sat.)	2:00 pm - 4:00 pm	Chinese/ English
Rowland Hts	May 9, 2015 (Sat.)	2:00 pm - 4:00 pm	Chinese/ English
Temple City	May 16, 2015 (Sat.)	10:00 am - 12:00 pm	Chinese/ English
Arcadia	May 16, 2015 (Sat.)	2:00 pm - 4:00 pm	Chinese/ English
San Marino	May 23, 2015 (Sat.)	10:00 am - 12:00 pm	Chinese/ English





## Congratulations Class of 2015!



**Peter Chen** SAT Score 2400  
Princeton, Yale, Johns Hopkins,  
All UC's

*"The classes are brilliantly designed and were intellectually engaging all the way through."*

- Peter C. Princeton Univ., Yale, Johns Hopkins, All UC's
- Kyle C. Princeton, Univ. College London (UK)
- Michael W. Harvard (Early Decision)
- Peter C. Yale, Johns Hopkins, All UC's
- Fred Y. Columbia, U. Penn, Northwestern, Carnegie Mellon, All UCs
- Ming Ling S. Columbia, University of Chicago, All UCs
- Angelina L. Columbia Univ. (Barnard College), All UC's (\$120,000 total scholarship)
- Howie S. Stanford, Yale, Harvey Mudd, All UCs
- Sam H. Stanford, U. Penn, UC Berkeley
- John J. University of Chicago, UCB, UCLA
- Sandy H. Univ. of Chicago, All UCs
- Lisa B. Univ. of Chicago, Duke, UC Berkeley, UCLA, UCSD
- Kelly C. Univ. of Cambridge (UK)
- Sabina C. MIT (\$244,000 Total Scholarship), USC, Georgia Tech, Purdue, Virginia Tech, Harvey Mudd, All UC's

### Sabina Chen

5-year ACI Student

MIT, All UC's, USC, Harvey Mudd, Georgia Tech, Virginia Tech, Purdue  
\$244,000 Total Scholarship to MIT

*"Going on the East Coast tour was the best gift ever from my mom. I always thought I wanted to go to MIT, but after seeing the campus, I KNEW for sure that it would be the right school for me."*



Katy Y.

MIT, Univ. of Cambridge (UK), Johns Hopkins, Brown, Rice, All UCs Williams, Amherst, Brown, All UC's Duke, All UC's

Larry P.

Sarah O.

Jennifer A.

University of Pennsylvania, Williams, Amherst, Swarthmore, Dartmouth, Johns Hopkins, Pomona College, UC Berkeley, UCLA



Jozanne M.

University of Penn. (Early Decision)

### Jozanne Murphy

University of Pennsylvania Early Decision

*"With dedicated, personable, and well-qualified ACI teachers, I was able to improve my SAT score by over 600 points in less than a year."*



Jennifer C.

University of Pennsylvania, Cal Tech, Northwestern, All UCs

Stephanie S.

Cal Tech, USC (\$135,000 Total Scholarship), All UC's (Regents' Scholarship - UCSD & UCI)

Nancy W.

Cal Tech, Harvey Mudd, UC Berkeley, UCLA, UCSD, UCSB, UCI

Brittany W.

Wellesley, UCLA, Harvey Mudd

Karen H.

Wellesley, Tufts, Wake Forest, NYU, Lehigh

Tristan H.

Dartmouth, All UCs, USC, Claremont McKenna

Jessica L.

Dartmouth, Rice, All UC's

Lisa L.

Johns Hopkins, Williams, Amherst, Pomona College, All UC's

Cayla K.

Johns Hopkins, Brown, Rice, All UCs

Kim A.

Northwestern, Brown, Emory, University of Rochester, Virginia Tech

Candy L.

Washington Univ. in St. Louis, All UC's Cornell, Carleton College,

Simmie Z.

USC (\$60,000 Total Scholarship), Wake Forest



## Stephanie Shao

**SAT Score 2390**

Cal Tech, All UC's (Regents' Scholarship - UCSD & UCI), USC (\$135,000 Total Scholarship)

*"Without the meticulous planning that both my instructors and the director placed in the SAT courses and college counseling sessions, I doubt I could have done as well as I wanted to."*



- Karen M. Cornell, Rice, USC
- Cathy L. Carleton College, Claremont McKenna
- Missy H. University of Tokyo (Japan), UCB, UCLA
- Sidney M. Brown, Emory, NYU, Case Western, UCB, UCLA, UCSB
- Alice O. Vanderbilt, Wharton (Early Decision), All UCs
- Tatiana S. Rice University, UC Berkeley, UCLA, College of William and Mary, UC Irvine

## Tatiana Su

Rice, UC Berkeley, UCLA (Regents' Scholarship), College of William and Mary

*"ACI's classes allowed me to reach my full potential and excel beyond my expectations."*



- Lauren K. Rice, All UC's, NYU
- Diane B. UCB, NYU, Syracuse
- Suzie J. UCB, UCLA, Notre Dame, Tufts, UCSD
- Jorden Y. UC Berkeley, UCLA, Carnegie Mellon, UCSD, UCSB, UC Irvine
- Patrick Y. UC Berkeley, UCLA, UCSD, UCSB, UCI
- Jordan Y. UC Berkeley, UCLA, UCSD, UCSB, UCI
- Ru-Ping C. UC Berkeley, UCLA, UCSD, UCSB
- Theodore H. UC Berkeley, UCLA, UCSD, UCSB
- Cody H. Emory, UCLA, Boston College, Brandeis, UCSD, UCSB
- Alice L. Georgetown, All UCs, Carnegie Mellon, USC, Tufts
- Jason G. UCLA, UCSD, UC Davis, Boston Univ.

- Dzung N. UCLA, UCSD, UC Irvine, George Washington Univ., Wesleyan
- Raymond H. UCLA, UCSD, UC Irvine
- Jefferson Y. USC, UCSD, UC Davis, UCSB, UC Irvine (UC's \$6,000 Total Scholarship)
- Jessica F. USC (\$50,000 Total Scholarship), UCSD, UCD, UCSB, UCI, Univ. of the Pacific
- Caroline C. USC, UCLA, UCSD, UC Davis, UCI & UCR (Honors Program)
- Joanna W. USC, UCSD, UC Irvine
- Brian C. USC, UCI, Univ. of Colorado-Boulder
- Dicky H. Boston College, UC Davis, UCSB, Boston Univ., Southern Methodist Univ. (\$80,000 Total Scholarship), Purdue
- Marilin E. Boston College, NYU, Rochester
- Amelia J. New York University (Full-Scholarship), UCSD, UCSB, UC Irvine, Pepperdine, Bentley Univ. (Full-Scholarship)
- Josh C. New York Univ., UCSD, UCSB, Irvine, Univ. of Michigan - Ann Arbor,
- William H. New York Univ., UCSB, Cal Poly Pomona
- Kent T. NYU, George Washington Univ.
- Edward J. NYU, Boston University, UCSD, Syracuse
- Matt Y. College of William and Mary, Case Western, Boston Univ.
- Kayla L. UCSD, UCSB, Purdu, Virginia Tech
- Zolong R. UCSD, Northeastern, Rensselaer, UCI
- Annie G. J. Univ. of Illinois - Urbana Champaign (Chem. Program Ranked 6th in Nation)
- Belle Z. PRATT (\$13,000 Total Scholarship), SAIC (\$56,000 Total Scholarship)
- Eric L. UCSB (23,000 Total Scholarship)
- Carol C. UCSD, UCSB, UCI (UC's \$16,000 Total Scholarship)
- Henry S. UCSD, Boston Univ., Pepperdine Univ.

## Brittany Wang

Wellesley, UCLA, Harvey Mudd



*"Looking back at my time at ACI, I've learned the power of putting in all my efforts to effectively learn and reach my potentials. I am forever grateful and would recommend this school to anyone who's willing to take his/her education to the highest level."*

Exhibit 21

Page 7 of 36





**Ask us for this summer's  
Guarantee program**

**2200<sup>+</sup> Score Guarantee**  
**250<sup>+</sup> Increase Guarantee**

**ACI produces the most students with perfect 2400 SAT scores  
and helps students see the most improvement on their scores.**

## Our SUPER Record of Perfect SAT 2400!!



2400

**Fiona Xin**

**Duke University**

*"I can confidently and wholeheartedly say that ACI has been an enormous factor in helping me."*



2400

**Emily Chen**

**Stanford Univ. [Early Acceptance]  
SAT & PSAT Perfect Score!!**

*"ACI's teachers are highly experienced and very open to sharing their knowledge. I highly recommend ACI to everyone."*



2400

**Bruce Tu**

**Stanford University**

**SAT & PSAT Perfect Score!!**

*"I would especially like to thank my teachers for their motivational and inspiration."*



2400

**Kevin Diau**

**Stanford University  
[Early Acceptance & Full Scholarship]**

*"The dedication of every teacher and staff really helped motivate me to reach 2400!! A perfect score!"*



2400

**Nahlee Lin**

**Stanford University [Early Acceptance]**

*"ACI helped me reach my full potential and achieve a score that I had initially thought was impossible for me. Thanks to ACI, I no longer have to worry about the SAT"*



2400

**Krystal Mak**

**Duke University [Full-Scholarship]**

*"Unlike other institutions, ACI never fails to deliver the top score it promises!!"*



2400

**Eric Bai**

**USC [8-year Med. Prog., &  
Full-Scholarship]**

*"With quality teachers, in-depth coverage of material, ACI delivers on its promise of aiming ever higher!"*



2400

**Candice Kim**

**Stanford University  
[Early Acceptance]**

*"I could not have achieved a 2400 without ACI's help. ACI definitely stands out as the best!"*



## SAT IMPROVEMENT RECORD

Eva Z.	1330 → 2020	<b>+690</b>
Peter C.	1780 → 2400	<b>+620</b>
Emerson L.	1710 → 2330	<b>+620</b>
Chelsea Z.	1430 → 2040	<b>+610</b>
Bryan F.	1220 → 1820	<b>+600</b>
Fiona X.	1810 → 2400	<b>+590</b>
Jessica L.	1530 → 2120	<b>+590</b>
Justine H.	1760 → 2340	<b>+580</b>
Amy C.	1350 → 1930	<b>+580</b>
Alex W.	1280 → 1860	<b>+580</b>
Virginia C.	1270 → 1840	<b>+570</b>
Naomi X.	1340 → 1900	<b>+560</b>
Diana Y.	1740 → 2300	<b>+560</b>
Mandy K.	1850 → 2130	<b>+550</b>
Emily T.	1740 → 2270	<b>+530</b>
Kevin L.	1280 → 1800	<b>+520</b>
Charles W.	1430 → 1940	<b>+510</b>
Sean M.	1650 → 2160	<b>+510</b>
Mike L.	1850 → 2350	<b>+500</b>
Karen L.	1690 → 2190	<b>+500</b>
Vivian N.	1800 → 2270	<b>+470</b>
Joy H.	1340 → 1810	<b>+470</b>
Howard C.	1400 → 1860	<b>+460</b>
Bruce T.	1950 → 2400	<b>+450</b>
Stephanie S.	1960 → 2390	<b>+430</b>
Andrew P.	1720 → 2140	<b>+420</b>
Jonathan L.	1440 → 1840	<b>+400</b>
Kevin Y.	1580 → 1970	<b>+390</b>
Bryan L.	1500 → 1880	<b>+380</b>
Becky Z.	1720 → 2100	<b>+380</b>
Stephanie S.	2030 → 2390	<b>+360</b>
Benson L.	1890 → 2220	<b>+330</b>
Jennifer W.	1830 → 2160	<b>+330</b>
Charlene Z.	2050 → 2370	<b>+320</b>
Tiffany W.	2530 → 2850	<b>+320</b>

**And More...**



## ACI's Facts



**50,000+** Students Accepted to Top Universities

**\$65 Million**

in Financial Aid / Scholarship were awarded for college tuition

**20%** of students are AP SCHOLARS

**8** NATIONAL MERIT SCHOLARSHIPS AWARDED

**98%**

ACCEPTED TO A UC

**52%**

GAINED ADMISSIONS INTO NATIONAL TOP 20 UNIVERSITIES

ACI STUDENTS SPAN

**42 & 8** STATES COUNTRIES

**100%**

COLLEGE ACCEPTANCE RATE



★ ★ ★ ★ ★ ★ ★ ★ ★ ★  
scored on the official

**87% 2000+ SAT**

★ ★ ★ ★ ★ ★ ★ ★ ★ ★  
How can ACI help you?



**CHELSEA Z.**  
SAT +610



**PETER C.**  
SAT +620



**EVA Z.**  
SAT +690



## 「掌握教育，掌握孩子的未來」—— 父母如何幫助孩子進名校



每一個為人父母者都是孩子的生命設計師，一個孩子會成為什麼樣的人，用什麼樣的方式生活，有什麼樣思想內涵與人際關係，這一切的發生、改變、形成都離不開一個關鍵元素：教育。

### 掌握教育，掌握孩子的未來

華裔家長無不費盡苦心力幫助孩子獲得最好的教育資源，從移民美國，選學區，找高端升學培訓機構，請家教、私人教練、心靈輔導老師，潛能開發、音樂、藝術、設計、演講、科學競賽培訓，甚至送孩子參加形象儀態、將言行舉止提升，恨不得把出生到二十五歲每一年的學習活動填得滿滿，不留一分鐘的空閒時間。只是這樣的滿檔學習是否真正能夠創造出優質的學生？答案是未必，甚至事與願違。

教育的核心之一是學習活動，學習對孩子的影響有三個階段：一是知識，二是能力，三是氣質自信。絕大多數的家長對教育孩子的認識只停留在知識面的擴大，什麼都想學，卻不了解孩子的天賦與興趣，花了滿檔的時間填滿了一切能拿的課程與課外活動，孩子並沒有認同與熱情，結果是學了十八般武藝，樣樣不精通。

美國大學看重孩子的是能夠將知識轉換成能力，甚至提升到充滿自信快樂的優雅氣質。教育就是生活，生活能力Life Skills是否建立並能靈活運用是教育的核心價值，這也告知所有華裔家長，為什麼新的Common Core核心課程與新的SAT強調綜合分析與應用能力，所學的知識應該更貼近生活並能連結大學課程與就業職場。





## 美國教育體系裡重視「人的素質」這個核心理念

現今的升學仲介機構誇大代辦各種升學包裝，標榜可以將低GPA學業成績，低SAT分數，課外活動，領導能力欠缺的學生經過設計包裝後，就可以送入知名大學就讀。這種以為花錢請人包裝就可進大學的心態大大低估了美國教育體系裡重視「人的素質」這個核心理念。

頂尖大學在挑選學生，成績優異是一個基本條件，你能與他人溝通，並讓自己的意見受到肯定，懂得尊重生命、關懷他人，受教育的目的不單只是為了找一份工作，而是讓他們成為受歡迎的人，這個世界是留給有責任心並能解決問題的人，這種知識、能力、自信結合產生出來的氣質，才是真正掌握到教育的核心價值，也就是大學強調在找具備「正能量素質」的學生

家長要尊重孩子的選擇，但是要給予更多的諮詢輔導，孩子能夠進到頂尖學府，這份努力家長占了一半以上的決定因素。我的經驗是「教育孩子之前要先教育家長」，親子之間是一種生命共同體，時時刻刻在相互影響，從知識、品德，見識閱歷的觀點上來看，一個家長自己做不到，如何要求孩子做得到，自己沒有正能量，如何能給孩子正能量。孩子是父母的另一面鏡子，所有你種下去的每一個「因」，都會在孩子身上找到相對的每一個「果」。

### 心之所向，身亦從之

我創辦ACI升學教育開始，到今年第二十八年，已輔導過上萬個升學案例，我一直相信引導家長與學生建立申請大學的「共識」非常重要，心念的力量非常強大，先把「心」放進大學裡，結合家庭、學校的力量，學生的「身」也會跟著進入到理想大學。每一個學生或家長的潛意識都具備非常大的能量，「心之所向，身亦從之」。當家長和孩子對升學觀念與做法同時間開竅，產生正面的情緒、良性溝通互動，沒有什麼事情是辦不成的。

不要迷信明星高中，也不要迷信升學商業包裝，大學看重的是你的「真實特質」，想一想，如果你的孩子個性態度是家人不滿意，同學老師也不喜歡，憑什麼要大學喜歡你的孩子且錄取他。

改變孩子，改變未來，處理「人」的事情，90%靠EQ情緒智商解決，學業重要眾所皆知，觀念、想法、心態正確，為人處世圓融通達才是真正可以獲得加分的給力點，請家長們再一次認真想一想，你孩子的未來就在你的手裡，選擇正能量的學習環境，做一個正能量的人，不單大學要你，國家、社會、職場更都爭著要你。



## SAT 大幅改革，新的SAT1600分在傳達什麼訊息？ College Board 想知道你是何種學生？

ACI南加州學院創辦人 郭主任

早在大多數人出生之前的1926年，SAT測驗就已擔當大學入學把關審核的重要工作。初期的SAT是一種智力測驗的型態，想得到滿分難如登天，隨著時代變遷，教育方向與學生學習能力改變，SAT考試努力透過考題設計來尋找適合在大學接受高等教育的學生。



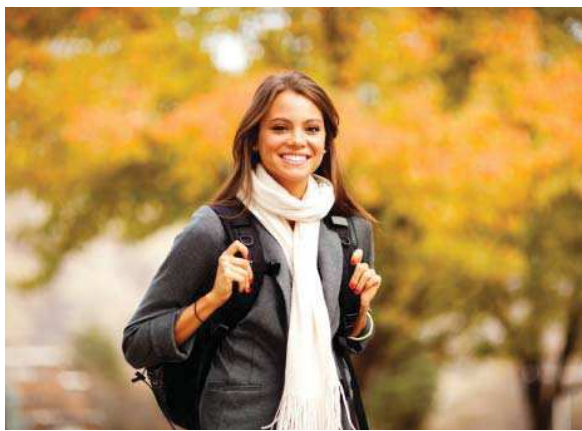
SAT 經歷過數次改變，總分一直維持1600分，2005年將原本的語文與數學部份添加了寫作 Writing 考試(滿分800分)，總分由1600分調整為2400分，每次參加SAT考試的學生在高峰期高達200萬人次得分在2000分以上算是不錯的分數，但若想進入頂尖大學2250分到2350分是敲開競爭最激烈學校的必要分數。

現今的SAT考試充滿許多艱澀難懂的高階單字，所有答錯的題目會被扣分，作文是考項目，閱讀測驗著重猜透作者的意圖心思，數學強調熟悉公式定理，是一種傳統並偏向以大量記憶為主的考試，今年三月美國大學理事會College Board 發佈最新消息，SAT從2016年春季開始做大幅改革，分數再從2400滿分調整為語文和數學各800分，總分為1600滿分的測驗，時間從原本3小時30分降為3小時，作文部份列為選擇性(optional)項目。



SAT要改變的原因是要以迎合大學招生的要求，據College Board的解釋，新版1600分的SAT是要測出學生是否具備就讀大學的實力，也要測驗學生是否具備將來進入職場的能力，亦即是 College Readiness and Career Readiness。





## 新SAT的變化

新的SAT題目設計的更「人性化」，從偏向記憶到偏向解決生活上的問題，數學不單是套入公式解題，而是將數學作為處理生活中實際的有效工具。英文閱讀不再只是了解作者的用意論點，而是要在讀完文章後提出自己主觀的看法。也就是從單向傳遞知識變成雙向思考與互動。作文雖是選擇性項目，就如同AP考試

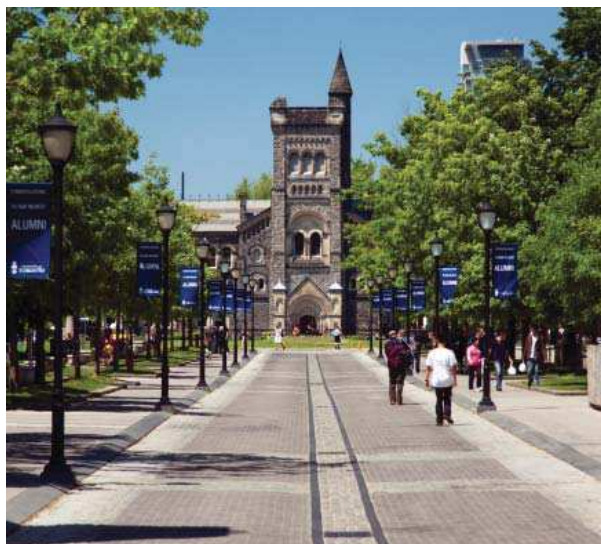
，大學沒有要求必考，但是熟知大學錄取條件的人都知道，想進優等名校，寫作能力的好壞是判斷錄取與否的重要依據。沒有加考作文是很難進入一流大學的。單字部份也將冷僻難懂罕用的字群轉換成與校園文化生活經驗相關連的「生活化的學術單字」。

新版SAT改革反映現在的美國教育思潮正在做巨大的調整，從追求知識改變成知識與道德並重，教育涵括的面向應該是全面性與整體性的，須顧及到孩子發展學習的需要與順序，如此才能培養孩子心智，態度與知識文化均衡發展，不單是要讓學生學習到各種知識，更要能夠接受正確的道德與生命價值觀念。學生能夠在學習過程中發揮潛能學以致用，具備關懷他人的能力，並可以應付生活與工作上的各種考驗。教育的目標不應只是注重傳授知識與技術，更應該是從生活與事業上為人處事的整體面去考量與給予合適的訓練。

## Common Core核心課程的變化

這種教育改革的新思潮也以反映在新的Common Core 共同核心教育課程之上，這種注重生活，靈活運用知識作為解決問題或是提高生活品質成為一種務實教育，遠遠超越傳統認知教育偏重記憶與考試的框架模式。核心課重視學生獨立思考與有效溝通表達，包括口語發音，演講，溝通表達，也運用數學知識解決生活上的統計評估、分析、歸納的各種問題。學習離不開生活，提升知識的同時也提升生活的品質與道德規範。

大學教育是在為未來社會培養合宜並能勝任職場要求的人才。社會要的人才也就是大學要的人才。基礎教育除了各種學科知識之外，也應該包括人生價值取向。而智慧與道德，德智並兼，也應是教育上最高的追求目標。以小看大，新版SAT的修正其實代表美國教育上從理論知識的框架內走出，朝向開悟智慧與務實生活的目標前進，教育不該只是停留在想法觀點的認知，更需要的是走入社會與生活解決問題並提高生活的品質。





新版SAT的題目設計從高掛雲端，不食人間煙火，高處不勝寒的「菁英考試」改變風格與邏輯思維後，成為更貼近高中學科內容與生活的「人性化考試」，變得更為務實與生活化，在此我要提醒家長，不論SAT變得相對「平民化」的容易或變得更高深莫測，困難重重，大學錄取的名額與申請者人數自始至終永遠是粥少僧多，供需嚴重失衡，想進名校，還是及早培養孩子的專注能力，獨立心，創造力，想像力，判斷力，執行力，大量閱讀，快速記憶的能力，升學競爭，要贏在起跑點，更要贏在終點，**每個孩子都有潛力與正能量，家長與教育工作者，最須要做的事就是引導出孩子的學習正能量，找到生命的方向感，SAT考試雖然重要，也只是智慧與道德並重的全人教育中的一個重要的小環節，請家長好好想一想，您現在教對孩子了嗎？德智並兼，潛能無限，與您共勉之。**

(作者Andrew 郭主任，從事SAT升學教育28年，為ACI創辦人及資深潛能開發升學顧問)



Stanford University



Columbia University



## 準備SAT I 應考閱讀(Reading)與寫作(Essay)的妙招

摘錄大紀元時報郭主任專訪



每一位面對大學升學考試的高中生，都感受著準備SAT I 作文的巨大壓力。這不僅是升學最直接最嚴峻的一項考試，也是以分數評判學生實力的考驗。彷彿高中四年的全力衝刺、從小才藝的培養與國中各學科實力的累積，都將在這「一考定江山」的SAT I 考試中得到定奪。

不可小覷這SAT I 第一部分25分鐘作文的影響力。寫出一篇好的作文，絕對不是一天兩天或是一個暑假的衝刺與反覆練習就可以模擬出來的。相對的，**作文的訓練，是一項精密的長程賽**，除了每一位學生從小日積月累訓練出來的文筆本事之外，**ACI南加州學院的專業團隊也歸納出一系列應考SAT I 作文，讓您的孩子輕鬆拿高分的秘訣。**

ACI南加州學院在20多年教學經驗的累積中發現，亞裔學生儘管生活在加州全美語的環境之下，很會背單字，但是回答閱讀測驗與SAT I 作文練習著實還是棘手的功課。主要原因不難察覺，平時在學校裡練習作文與文章閱讀訓練的機會不多，老師提供的一對一的練習與指導更是少之又少。華裔家長在面對指導孩子閱讀練習與作文時，因語言的障礙，非常仰賴專業英文寫作老師的指導。ACI南加州學院的優質SAT I 以及PSAT老師，Tiffany Wu吳老師，是一位道地的ABC，因著她是美國華裔(American Chinese)，所以可以理解華裔家庭在孩子學業方面的擔心與期待，特地為家長提供一系列的寶貴專精解釋，讓您更近一步了解，準備SAT I 的閱讀測驗以及限時作文寫作其實不是一件困難的事。只要你準備好了，就可以輕鬆應考。



以下整理出應考閱讀(reading)與寫作(essay)的幾個聰明小撇步(妙招)，供您參考。



## 1. SAT I 閱讀部分得分要訣

ACI專業優質教學團隊在帶領SAT I英文課的孩子學習的時候發現，閱讀測驗（Reading comprehension）練習，往往是孩子最容易遇到的瓶頸。即使亞裔學生很會背單字，畢竟閱讀不是靠單字記憶可以答題的。閱讀測驗沒有辦法靠死背，而要靠文法實力和全盤理解。其實SAT I考試說穿了，都有既定的模式可循。題型與文章鋪陳，甚至出題方式，都可以使用應考技巧克服。

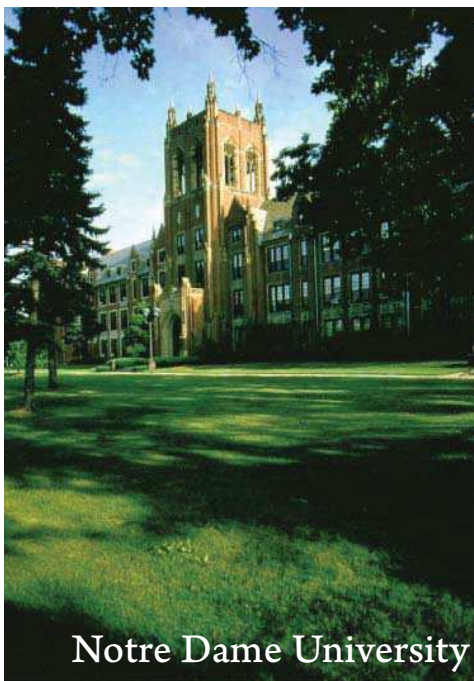


### ~不要死背文章內容，要靈活運用考題資訊~

當學生在回答閱讀類選擇題的時候，因為文章篇幅長，答題時間又受限，所以難免不知如何下筆。理解文章固然重要，但是靈活運用考題中出現的資訊，是一件重要的應考秘訣。由問題中找答案，也就是說題目問什麼，就返回文章中快速搜尋關鍵字（Word-searching Skill），再依循文章的提問模式，一定可以臨危不亂的回答問題。

Not to memorize passages, but to use the “word-search” method

When answering reading questions, “word-searching” is one significant skill. Through the word-searching step, it is easy to define the categories of questions, the types of questions asked, the word usages, and the reason the questions are asked.



Notre Dame University

### ~自我快速分析題型類別，縮減答案選項~

學生在經過幾次反覆練習後，不難發現問題有固定的型別。比如說，這一個問題要問的是單字、是理解力、是類比、或是邏輯問題；考生應該快速思索問題的類別，再運用關鍵字搜尋方法之後，深度思考真正答案只有一個（通常選項有五個）。五個選項答案中，除了只有一個正確答案之外，另外四個答案都是混淆選擇的選項。因此運用文章本身提供的關聯性來找答案，找出題目與答案的原始關係，就會很容易拿到分數。



## Analyzing the categories of questions, narrowing down to possible answers

Among 5 answer choices, there is surely only one correct answer. By analyzing different categories of questions, then linking back the related passage from the original article, students can narrow down to possible answers in order to produce the correct answer.

## 2. SAT I 作文拿分秘笈

SAT I 作文第一個挑戰也是最大的挑戰是，只有25分鐘可以寫作。學生一看到題目，常常會緊張導致腦中一片空白，也是可以理解的。

首先，不要被25分鐘的限制給震懾住。ACI 南加州學院SAT I 英文教學團隊指出，這只是一個既定模式的考法。既然它是一個固定考試的方法，就可以被破解。其次，文章寫作模式可以整理為，五個段落，文章主旨，兩到三個段落的支持論點，與一個引人入勝有建設性的結尾。或許與我們熟悉的亞洲中文思考模式迥異，不是起承轉合的手法；但是寫作方式多少都有雷同，也就是：言之有物，訴之以理，筆之以穩，以及運用強而有力的論點來說服閱卷老師與讀者。

換言之，文筆好不一定可以把應考文章寫好，因為這篇25分鐘應考作文的重點不是在闡述個人見解，或是賣弄文筆手法。而是必須在符合考試模式的方式內，寫出一篇有系統、有想法、有證據、也有文筆技巧的文章。再一次的說明了，這25分鐘的文章考試，絕對是孩子過去10多年的經驗累積，與文法訓練。空有滿腹單字與漂亮的文法成績單，未必能寫出一篇符合考試模式的文章。家長也不應把英文好與作文成績高畫上等號。

學生要如何累積寫作的實力呢？廣泛閱讀，吸收知識，是兩件說來輕鬆做起來並不容易的學習過程。除了一次又一次的練習與修正之外，幾乎沒有第二法門。平日實力的累積，透過台上10分鐘，台下十年功的醞釀，展現出脫穎拔萃的個人特質，就是拿高分的關鍵。一篇文章可以呈現出相關字運用的理解，相關知識的延展，字句用法代表的意涵，與語法表達可以看出的英文的程度，當然，一篇短文也可以窺見個人特質的優劣。ACI南加州學院教學團隊建議學生平日可以利用兩個網站，多做一些資料研讀知識累積的庫存。

[www.wikipedia.com](http://www.wikipedia.com) 和 [www.sparknotes.com](http://www.sparknotes.com)，這兩個網站（前者是維基百科，類似簡單線上版的百科全書資料匯總；後者為好書討論與推薦的彙納）提供上通天文下達地理的廣博知識。運用現代科技來累積讀書經驗，是一件低成本高效率的技巧。當你的孩子閱讀了不同領域的好書，積累了淵博的知識、寫出與眾不同彩筆生花好文章，就是蓄勢待發的時候了。





## ACI南加州學院專精SAT I 作文指導老師團隊歸納以下的重點練習：

1. 學生不能偷懶，平日練習不能馬虎。
2. 充實自我的生活常識與歷史典故，多讀好書。
3. 把握文法重點，使用正確文法技巧。
4. 展現平日累積閱讀實力。
5. 做好資料蒐集，再以文章呈現。

## 25分鐘短文寫作的練習技巧秘訣：

1. 看懂題目，做到不同角度的解讀。
2. 置入相關資料。
3. 選定這篇文章的下筆走向。
4. 關鍵字的巧妙加重與運用。

SAT I 作文評分重點：

1. 文章長度一定要夠，段落分明。
2. 內容要言之有物，而不只是文字的堆砌。
3. 文字可呈現文章架構，時間控制要恰當。
4. 文章主旨與主體呈現強而有力的一致性。
5. 文筆技巧展現文法實力。
6. 筆跡工整，字體容易閱讀。（因為只能用鉛筆書寫，其乾淨整齊度一定要注意）
7. 寫出讓閱卷者舒服、吸引閱卷者繼續閱讀的文章。

南加州學院願與你分享孩子邁向成功的每一個步伐，有任何寫作上的問題，歡迎致電我們的分校。







**Fiona Xin**

**Duke University**

**SAT 2400** (October 2012)

SAT Improved **590 pts!**

Wilson High School

成績為全校第一名，

SAT獲得2400分滿分

Fiona & ACI 南加州學院創辦人郭主任

在南加州學院的這段期間，我經歷了從無到有、不可能變可能的奇蹟過程！南加州學院的老師及同仁們啟發每一位學生的信心和動力，不但激發了我的潛能，更拓展我的實力，讓我能達成自己及父母親夢想中的理想！

實話說我曾經歷坊間數家課後輔導中心，南加州學院的輔導教材及優良的師資是我最後決定參加他們課程的最大誘因。我特別要感謝Pam Rivera老師對我在英文單字、寫作上的大量支持與引導，以及提升我的語法、閱讀技巧。在此我也要謝謝Ms. Polly和Kimberly主任在我高中階段給予所有正向的課業指導。在這裏我可以大聲地告訴大家，南加州學院是我踏出人生成功第一步的絕大因素！鑒於我一次即獲SAT 2400滿分的佳績，我理想中的大學及對未來的憧憬，都不再遙不可及而只在彈指之間！

**“With my SAT score of 2400 on my first try, my dream colleges and aspirations for the future that had once been just figments of my imagination, are now within reach.”** - Fiona Xin

**SAT increased from 1810 to 2400 (+590pts)**

**“The teachers and staff seek to instill in their students, a sense of confidence and motivation.”**

- Fiona Xin  
 Exhibit 21  
 Page 19 of 36





## Allison Cheung Yale University SAT 2320

我到現在都很感謝ACI從junior year開始幫我準備SAT。我來ACI之前，我的SAT成績平平，自己也不知道該怎樣提高。從我上了ACI開始，每週的考試讓我看到自己的一步一步的提高。每次考試，ACI給我的成績報告讓我準確瞭解自己的強項和弱項。ACI擬真切實的準備方式讓我更好地針對不同類型的SAT問題加以學習。這種ACI特有的學習方法讓我快速提高了SAT成績，甚至高過了我原有的預期。

我特別感謝ACI知識淵博而且耐心的老師和關心我們的團隊。有了他們，我才能及時準確地知道自已的成績和進度，老師們也盡他們的時間和精力幫助我們學習。如果沒有ACI，我就不可能達成現在的成就！



## SAT increased from 1850 to 2320 (+ 470pts)

“With ACI’s ingenious method of categorizing the different types of questions and forming reports on which types of questions I made the most mistakes on, I was able to specifically target certain types of questions.” - Allison Cheung





## Virginia Chiu

Accepted into:

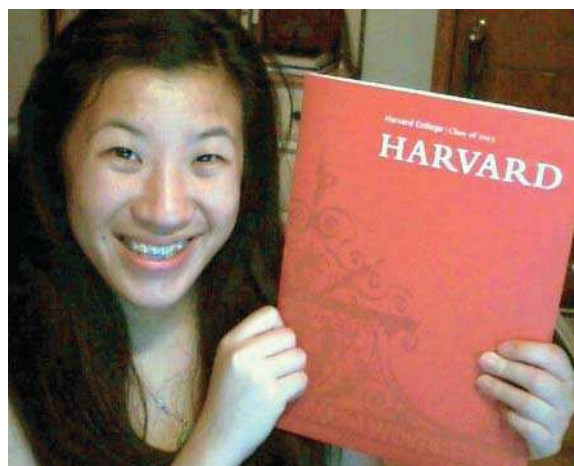
Harvard, Stanford, Columbia, Yale,  
MIT, Dartmouth, Cal Tech,  
Harvey Mudd, Berkeley,  
UCLA, USC (Early Decision),  
UCSD (Full-Scholarship)  
Nogales High

我第一次考SAT的成績跟我高中其他同學相較之下，其實並不算差。而我也想就此打住，因為自認不會考的更好。幸而我的父母幫我在南加州學院的暑期班報上了名，也證明我最初的想法是錯誤的。

我原本以為南加州學院不過就是乏善可陳、刻板的教課方式；但事實上他們編制的課程非常有趣且效果顯著，真正強化我第一次考試的不足，讓我第二次能充分準備並有效地突進200分！

再一次謝謝南加州學院，讓我考到不可置信的好成績！

Virginia經過ACI培訓後，  
獲得諸名校錄取，  
並選擇進入哈佛大學就讀



**SAT increased from 2150 to 2350 (+200pts)**

“Thank you ACI for helping me attain a SAT score I once believed to be unattainable!” - Virginia Chiu

Exhibit 21  
Page 21 of 36





Bruce Tiu &  
ACI 南加州學院創辦人郭主任

## Bruce Tiu Stanford University SAT 2400 & PSAT 240

Bruce 參加ACI的培訓課程，  
PSAT 240及SAT 2400，  
均獲得滿分成績。

謝謝南加州學院讓我一次擊中SAT 2400  
滿分！

在這裏我要特別感謝南加州學院的老師  
們給我的啓發及鼓勵。他們有趣且睿智的教學方式讓我能承受SAT的壓力而不  
退縮卻步。他們獨特的方式不只磨練我的考試技巧，更強化我其他方面的能力。  
我深感南加州學院是讓我閱讀、寫作各拿滿分800的最大關鍵。透徹精譬的寫作  
課程及每週較難的模擬考題，都是讓我能輕鬆自如實際備戰的實例，也證明了  
在高壓下充分準備才能有百分百的功效！雖然每週冗長的模擬考試似是永無止  
境，但也是經由分析每一題的錯誤才能讓我有如此完美的表現！

Bruce父母感謝函：

「好消息！Bruce考到2400滿分的SAT成績啦！」他是  
參加2012十二月份的SAT考試，寫作部分特別理想，  
不只是選擇題的部分全對，連有時間限制的**作文**都得  
12分滿分！

謝謝Perreault老師的諄諄教誨讓Bruce考到如此佳績！  
我們也要謝謝南加州學院在這段期間所有同仁對Bruce  
的支持及鼓勵，如果沒有你們的從旁協助，Bruce絕對  
無法有這麼好的表現！

「這真是今年我們得到最棒的聖誕、新年禮物！」



哥哥Wesley Tiu也  
是ACI的學生，  
目前也就讀  
Stanford大學。

## SAT increased from 1950 to 2400 (+ 450pts)

“I would especially like to thank my teachers for  
their motivating and inspiring way of teaching.”

Exhibit 21  
Page 22 of 36  
Bruce Tiu





## Felipe Acevedo

Felipe是拉丁裔的美國人，  
經過ACI培訓，  
目前就讀常春藤名校之一的  
Dartmouth(達特茅斯)大學

第一次在南加州學院的程度測試我只考了1780。經過五個月的培訓，舉凡每週的模擬考題、強化訓練的作業本及資深老師們的耳提面命，終於在最後正式考試時拼到2150！

雖然其他補習班也提供類似的SAT課程，但南加州學院不只是針對考題的磨練，更讓我切身感受到整個學習環境給我的激勵與影響。暫且不論在這期間從不間斷的絮叨叮嚀，南加州學院的Kimberly主任更灌輸我一種既有目標且切合實際的成功之徑；不只是SAT要拿高分，在其他方面更多元化地輔導我做到計畫的每一件事。整體的做法截然不同於我一般高中同學在學校得到的所謂公式化的升學輔導，而是讓我動力十足且信心滿滿地定下目標並真正付諸實現！

以前一直認為能進全美排行的名校不過是個夢想；而今我收到的大學入學許可可加州大學爾灣分校、聖塔巴巴拉分校、戴維斯分校、聖地牙哥分校、洛杉磯分校、柏克萊分校、Notre Dame大學、康乃爾大學及Dartmouth大學。真的要謝謝——南加州學院！

在此我衷心感謝南加州學院為我做的一切，對我來說真是起了莫大的功效。相信你也會一樣——來南加州學院，為你的未來做最划算的投資！

## Jennifer Acevedo

Jennifer是Felipe的妹妹  
ACI幫助他們兄妹兩人都進入常春藤名校。

South Hills High School, Class of 2015

Accepted to: Pomona College, University of Pennsylvania,

Dartmouth, Johns Hopkins, Williams,

Amherst, Swarthmore, UCLA, UC Berkeley



“Going to my #1 choice college next fall  
because of ACI! Thanks for all the help!”

- Jennifer Acevedo  
Exhibit 21  
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## Tiffany Peng

Accepted into MIT at age 15

Tiffany 為Troy高中學生，ACI培訓後，申請進入MIT麻省理工就讀



在Troy高中十二年級前的最後一個暑假，我抱著懷疑的態度、且迫在眉睫地要做最後衝刺SAT成績的打算下，來南加州學院試試看。原本以為南加州學院只是另一所無聊、消磨打發時間的補習班，但從經過第一次和Kimberly主任諮詢後，即讓我徹底改觀。不同於在學校面對數百名學生的升學顧問，Kimberly主任非常清晰地根據我個人的成績、課外成就表現和目標，量身訂做專屬我的升學計畫。

### Statistics

- GPA: 4.71
- SAT: 2330
- ACT: 35 (out of 36)
- PSAT: 235
- 5 SAT II all 800
- 14 AP all 5 pts
- Science Olympiad:  
1st place in the nation

再者，南加州學院對我親切友善的關懷，更鼓舞我隨時保持正面的心態來準備SAT的課程。南加州學院每週提供精細的成績分析表，不僅幫助我抓出弱項，並有效地改善成績，讓我SAT進步200分，信心滿滿、實力充沛地申請美國排行最高的幾間著名學府。

在收到數所好學校的錄取通知後，我決定進麻省理工學院，一步步地邁向我的夢想！

## Jason Yang

Accepted into Stanford, UCB, UCLA

San Gabriel High School, GPA 4.6

終歸說來在南加州學院的這段期間，舉凡那些無以計數專為SAT準備的考前訓練課程、嘴饞又碰到自動販賣機缺貨，和下課跑廁所還得排長龍——對我都是些很有意思的經歷！

南加州學院的工作同仁個個親切熱誠，對學生細心呵護。我特別感謝Perreault老師在SAT單字

方面的知識領域，就好比一本活字典！而所有老師們也都盡其所能地對所有學生授業解惑；當然學生自己的努力才是決定成功的關鍵！

在南加州學院的點點滴滴，真是我永難忘懷的記憶！

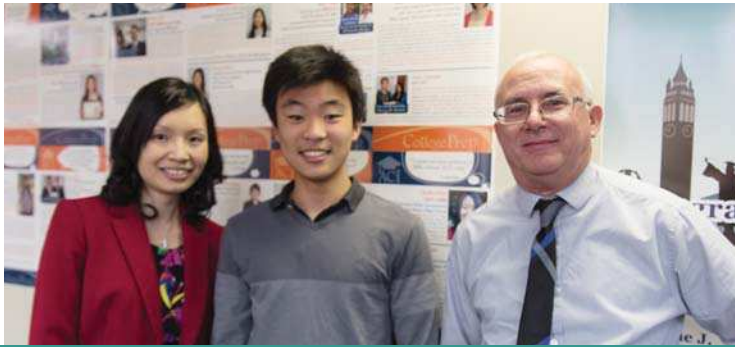


Jason with SAT Verbal Teacher,  
Mr. Perreault

“ACI paved my way to MIT!”

- Tiffany Peng Exhibit 21  
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Emerson with Ms. Jean, San Marino Director & SAT Verbal Teacher, Mr. Perreault

**Emerson Liu**

SAT 2330

GPA 4.5

First and only attempt in  
Sophomore year.

Currently a Junior at  
San Marino High School

我第一次SAT模擬考的成績並不是很理想。幸好有ACI幫助我拉高分數。數學是擺在我面前的第一道坎。但是，在Mr.Fang和Ms.Nancy的幫助下，我的數學分數一路提高。Critical Thinking對我來說也是一道難題。死記硬背對於SAT這種邏輯考試並沒有什麼幫助。好在Mr.Morales和Mr.Powers先幫我打好了堅實的基礎。Mr.Perrault叫我如何深入理解SAT的常見詞句。ACI不僅僅有最高質量的老師，還有優質高效的學術環境。ACI嚴謹的教學標準和關愛的團隊讓學生把對成功的夢想變成了現實。

我尤其要感謝我的升學指導老師Ms.Jean。每次指導，她都熱情真誠地幫助我規劃SAT考試的準備，並常常監督我的進度。總之，ACI真的兌現了他們的承諾：幫助學生成就更多，我感謝ACI！



**SAT increased from 1710 to 2330 (+ 620pts)**

“ACI not only provides the highest of quality teachers, but the environment it maintains is one that promotes scholarly excellence and greatest efficiency.”

- Emerson Liu



Unlike the UC system, the campuses considered part of the “Ivy League” are in no way affiliated with one another. Thusly, each school’s acceptance policy will vary depending on its own standards. However, there are some guidelines to follow to provide yourself with the best chance of being accepted to an Ivy League school.

## Academic Factors

- Have an outstanding, not simply good, overall GPA. Unlike the UC’s, the Ivy League schools will consider your overall GPA rather than focusing on the “a-g” requirements
- **Outstanding SAT I score** - Try to get a score above 2300, though there are always exceptions to the rule
- **SAT II Subject tests** - While the UC system is no longer requiring SAT II subject tests, the Ivy Leagues will still consider the SAT II tests and allow as many scores as you can submit
- **Difficulty of coursework** - It is important to challenge yourself to the best of your abilities by taking AP and Honors classes to supplement a good GPA
- **Senior class ranking** in your high school will also help to determine your chances of being accepted

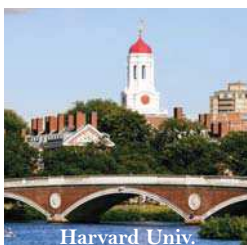
While academic factors will play a major role in determining acceptance to Ivy League schools, non-academic factors will play a larger role than in UC applications

## Non-Academic Factors

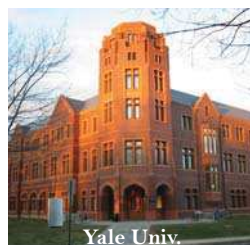
- **Extracurricular activities** such as clubs, art, and work experience.
- **Volunteer activities**
- **Sports and leadership positions** (Varsity sports, president of a club, class council, etc.)
- **Personal Statement** - They will be looking to see how you present yourself in your essays. These personal statements will act as the single mode of communication between the student and the school during the application process.
- **Personal interviews** - Some Ivy League schools will schedule interviews with students. These interviews will allow the schools to get to know the students better and on a more personal level. The interviewers are often alumni who remain connected to the school.
- **Recommendation letters** - It is imperative to become familiar with teachers during your Junior year so they can write you a recommendation that demonstrates your abilities and characteristics that can not be communicated through grades.



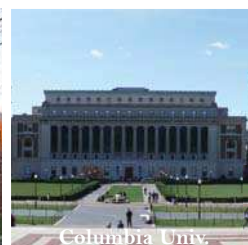
Princeton Univ.



Harvard Univ.



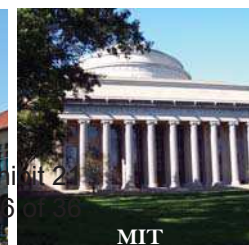
Yale Univ.



Columbia Univ.



Stanford Univ.



MIT



University of California campuses that have more qualified freshman applicants than spaces available use a process called “**comprehensive review**” to ensure that each application is fairly and thoroughly evaluated.

The process allows campuses to use all of the information in an application to assess a student’s academic and personal achievements in light of the educational opportunities available and how the student responded to them.

Each student’s records are analyzed not only for **grades and test scores**—important baseline indicators of academic potential—but also for accomplishments beyond the classroom that illustrate qualities such as leadership, intellectual curiosity and initiative. These qualities play an important role in student success in an academic environment as rigorous and challenging as that of the UC’s and can be demonstrated through a variety of achievements and experiences.

## 14 Criteria for Selecting Freshman Students

1. **Academic grade** point average in all completed "a-g" courses, including additional points for completed UC-certified honors courses.
2. Scores on the following tests: **ACT** Plus Writing or the **SAT** Reasoning Test.
3. Number of, content of and performance in academic courses **beyond the minimum "a-g" requirements**.
4. Number of and performance in **UC-approved honors, Advanced Placement, International Baccalaureate Higher Level** and transferable college courses.
5. Identification by UC as being ranked in the top 9 percent of your high school class at the end of your junior year (Eligible in the Local Context, or ELC).
6. **Quality of your senior-year program** as measured by the type and number of academic courses in progress or planned.
7. **Quality of your academic performance** relative to the **educational opportunities** available in your high school.
8. **Outstanding performance** in one or more specific subject areas.
9. Outstanding work in one or more **special projects** in any academic field of study.
10. Recent, **marked improvement in academic performance** as demonstrated by academic GPA and the quality of coursework completed or in progress.
11. **Special talents**, achievements and awards in a particular field, such as visual and performing arts, communication or athletic endeavors; special skills, such as demonstrated written and oral proficiency in other languages; **special interests**, such as intensive study and exploration of other cultures; **experiences that demonstrate unusual promise for leadership**, such as significant community service or significant participation in student government; or other significant experiences or achievements that **demonstrate the student's promise** for contributing to the intellectual vitality of a campus.
12. Completion of special projects undertaken in the context of your high school curriculum or in conjunction with special school events, projects or programs.
13. **Academic accomplishments in light of your life experiences and special circumstances**, including but not limited to: disabilities, low family income, first generation to attend college, need to work, disadvantaged social or educational environment, difficult personal and family situations or circumstances, refugee status or veteran status.
14. Location of your secondary school and residence.

\*\*\*All campuses use the same selection criteria to evaluate applications; however, the weight of each factor and the specific evaluation process differ from campus to campus. **Students who demonstrate strong academic performances and have challenged themselves to the best of their abilities and circumstances will continue to receive the highest priority during admissions.**



## 2015-2016 Reference of Personal Essay Prompts

### ★ **Harvard:** Common Application + Optional Harvard supplement

- 1.) Briefly elaborate on one of your extracurricular activities or work experiences. (Required, 150 word max).
- 2.) You may wish to include an additional essay if you feel that the college application forms do not provide sufficient opportunity to convey important information about yourself or your accomplishments. You may write on a topic of your choice, or you may choose from one of the following topics (Optional, 1300 word Max):
  - Unusual circumstances in your life
  - Travel or living experiences in other countries
  - What you would want your future college roommate to know about you
  - An academic experience (course, project, paper or research topic) that has meant the most to you
  - How you hope to use your college education
  - A list of books you have read during the past twelve months

### ★ **Stanford University:** Common application + Stanford supplement

Candidates must respond to all three questions/topics. 250 words.

- 1.) Stanford students possess intellectual vitality. Reflect on an idea or experience that has been important to your intellectual development.
- 2.) Virtually all of Stanford's undergraduates live on campus. Write a note to your future roommate that reveals something about you or that will help your roommate—and us—know you better.
- 3.) What matters to you, and why?

### ★ **Yale University:** Common Application + Yale supplement

- In this second essay, please reflect on something that you would like us to know that we might not learn from the rest of your application – or something that you would like to say more about. You may write about anything—from personal experiences or interests to intellectual pursuits. We ask that you limit your essay to fewer than 500 words.

### ★ **University of California Personal Statements**

Respond to both prompts. Responses to the to prompts must be a maximum of 1,000 words total

- Prompt #1
  - Describe the world you come from—for example, your family, community or school—and tell us how your world has shaped your dreams and aspirations.
- Prompt #2
  - Tell us about a personal quality, talent, accomplishment, contribution or experience that is important to you. What about this quality or accomplishment makes you proud and how does it relate to the person you are?

### ★ **Common Application**

250 - 650 words —choose one

- Some students have a background, identity, or talent that is so meaningful they believe their application would be incomplete without it. If this sounds like you, then please share your story.
- Recount an incident or time when you experienced failure. How did it affect you, and what lessons did you learn?
- Reflect on a time when you challenged a belief or idea. What prompted you to act? Would you make the same decision again?
- Describe a problem you've solved or a problem you'd like to solve. It can be an intellectual challenge, a research query, an ethical dilemma—anything that is of personal importance, no matter the scale. Explain its significance to you and what steps you took or could be taken to identify a solution.
- Discuss an accomplishment or event, formal or informal, that marked your transition from childhood to adulthood within your culture, community, or family.



# 2015 TOP 100 UNIVERSITIES

2015 Rank	School	SAT (V+M)/ ACT score	Fall 2013 Acceptance Rate	Top 10% of HS Class
1	Princeton University (NJ)	1410-1600	7.4%	98.0%
2	Harvard University (MA)	1410-1600	5.8%	98.0%
3	Yale University (CT)	1420-1590	6.9%	99.0%
4	Columbia University (NY)	1400-1570	6.9%	99.0%
<b>4</b>	<b>Stanford University (CA)</b>	<b>1380-1570</b>	<b>5.7%</b>	<b>98.0%</b>
4	University of Chicago (IL)	1440-1590	8.8%	98.0%
7	Massachusetts Institute of Tech (MA)	1430-1570	8.2%	98.0%
8	Duke University (NC)	1360-1550	12.4%	97.0%
8	University of Pennsylvania (PA)	1360-1540	12.2%	98.0%
<b>10</b>	<b>California Institute of Tech (CA)</b>	<b>1490-1600</b>	<b>10.6%</b>	<b>98.0%</b>
11	Dartmouth College (NH)	1360-1560	10.4%	98.0%
12	Johns Hopkins University (MD)	1340-1520	17.1%	97.0%
13	Northwestern University (IL)	1390-1550	14%	97.0%
14	Washington University in St. Louis (MO)	32-34	15.6%	97.0%
15	Cornell University (NY)	1320-1520	15.6%	97.0%
16	Brown University (RI)	1330-1540 3	9.2%	98.0%
16	University of Notre Dame (IN)	32-34	22.3%	98.0%
16	Vanderbilt University (Owen) (TN)	32-34	12.7%	97.0%
19	Rice University (TX)	1370-1550	16.7%	97.0%
<b>20</b>	<b>University of California- Berkeley (CA)</b>	<b>1250-1500</b>	<b>17.7%</b>	<b>97.0%</b>
21	Emory University (GA)	1260-1470	26.5%	95.0%
21	Georgetown University (DC)	1320-1500	17.1%	96.0%
<b>23</b>	<b>University of California- Los Angeles (CA)</b>	<b>1190-1450</b>	<b>20.4%</b>	<b>97.0%</b>
23	University of Virginia (VA)	1250-1460	30.1%	97.0%
25	Carnegie Mellon University (PA)	1340-1530	25.5%	96.0%
<b>25</b>	<b>University of Southern California (CA)</b>	<b>1280-1480</b>	<b>19.8%</b>	<b>97.0%</b>
27	Tufts University (MA)	1370-1520	18.9%	97.0%
27	Wake Forest University (NC)	1230-1420 2	35.2%	94.0%
29	University of Michigan- Ann Arbor (MI)	28-32	33.3%	96.0%
30	University of North Carolina (NC)	1200-1410	26.7%	97.0%
31	Boston College (MA)	1270-1450	32.2%	95.0%
32	New York University (NY)	1260-1460	32.4%	92.0%
33	College of William and Mary (VA)	1270-1460	33.2%	95.0%
33	University of Rochester (NY)	1250-1450 2	35.7%	95.0%
35	Brandeis University (MA)	1230-1470	37%	93.0%
35	Georgia Institute of Technology (GA)	1290-1480	41.1%	94.0%
<b>37</b>	<b>University of California- San Diego (CA)</b>	<b>1180-1400</b>	<b>36.8%</b>	<b>95.0%</b>
38	Case Western Reserve Univ. (OH)	1270-1480	41.9%	92.0%
<b>38</b>	<b>University of California- Davis (CA)</b>	<b>1080-1340</b>	<b>41.3%</b>	<b>92.0%</b>
40	Lehigh University (PA)	1220-1410	30.8%	94.0%
<b>40</b>	<b>University of California- Santa Barbara (CA)</b>	<b>1130-1370</b>	<b>39.8%</b>	<b>91.0%</b>
42	Boston University (MA)	1190-1390	36.9%	91.0%

Exhibit 21



# 2015 TOP 100 UNIVERSITIES

2015 Rank	School	SAT (v+m)/ ACT score	Fall 2013 Acceptance Rate	Top 10% of HS Class
42	Northeastern University (MA)	1300-1480	32.3%	93.0%
42	Rensselaer Polytechnic Institute (NY)	1290-1488	41.2%	93.0%
<b>42</b>	<b>University of California- Irvine (CA)</b>	<b>1040-1290</b>	<b>41.1%</b>	<b>94.0%</b>
42	University of Illinois- Urbana Champaign (IL)	26-31	62.4%	94.0%
47	University of Wisconsin- Madison (WI)	26-30	51.1%	94.0%
48	Penn State University- University Park (Smeal)	1070-1280	55.5%	92.0%
48	University of Florida (FL)	1170-1360	46.6%	96.0%
48	University of Miami (FL)	1230-1420	40.5%	90.0%
48	University of Washington (WA)	1100-1360	55.2%	93.0%
48	Yeshiva University (NY)	1100-1370	82.2%	91.0%
53	University of Texas- Austin (TX)	1140-1380	40.2%	92.0%
54	George Washington University	1200-1390	34.4%	96.0%
54	Ohio State University- Columbus (OH)	27-31	55.5%	93.0%
<b>54</b>	<b>Pepperdine University (CA)</b>	<b>1130-1340</b>	<b>37.3%</b>	<b>90.0%</b>
54	Tulane University (LA)	29-32 3	26.4%	90.0%
58	Fordham University (NY)	1160-1350	47.1%	90.0%
58	Southern Methodist University (TX)	27-31	50.7%	89.0%
58	Syracuse University (NY)	1040-1270	49.5%	91.0%
58	University of Connecticut (CT)	1130-1330	53.7%	93.0%
62	Brigham Young University- Provo (UT)	26-31	48.7%	85.0%
62	Clemson University (SC)	1150-1340	57.2%	91.0%
62	Purdue University- West Lafayette (IN)	1080-1320	60.4%	88.0%
62	University of Georgia (GA)	1150-1330	54.7%	94.0%
62	University of Maryland- College Park (MD)	1200-1420	46.9%	94.0%
62	University of Pittsburgh (PA)	1180-1360	54.5%	92.0%
68	Texas A&M University- College Station (TX)	1070-1290	69.2%	92.0%
68	Worcester Polytechnic Institute (MA)	1220-14102	51.6%	94.0%
70	Rutgers University (NJ)	1090-1330	59.5%	92.0%
71	American University (DC)	1160-13502	43.1%	90.0%
71	Baylor University (TX)	24-29	57.5%	84.0%
71	University of Iowa (IA)	23-28	80.2%	85.0%
71	University of Minnesota- Twin Cities (MN)	26-30	44.4%	89.0%
71	Virginia Tech (VA)	1120-1320	70.3%	91.0%
76	Clark University (MA)	1110-13202	61.5%	89.0%
76	Indiana University- Bloomington (IN)	1060-1290	72.2%	90.0%
76	Marquette University (WI)	25-29	57.5%	89.0%
76	Miami University- Oxford (OH)	25-30	66.8%	89.0%
76	Stevens Institute of Technology (NJ)	1210-1390	38.2%	91.0%
76	SUNY College of Environmental Science (NY)	1080-1260	50.5%	85.0%
76	Texas Christian University (TX)	25-29	47.4%	86.0%
76	University of Delaware (DE)	1090-1300	63.4%	92.0%
76	University of Massachusetts- Amherst (MA)	1110-1310	62.9%	88.0%

Exhibit 21



2015 Rank	School	SAT (V+M)/ ACT score	Fall 2013 Acceptance Rate	Top 10% of HS Class
85	Michigan State University (MI)	23-28 3	68.7%	91.0%
<b>85</b>	<b>University of California- Santa Cruz (CA)</b>	<b>1000-1280</b>	<b>51.9%</b>	<b>90.0%</b>
85	University of Vermont (VT)	1080-1290	77.6%	86.0%
88	Binghamton University (NY)	1203-1385	41.7%	91.0%
88	Colorado School of Mines (CO)	28-32	36.4%	88.0%
88	Stony Brook University (NY)	1150-1350	39.5%	89.0%
88	University of Alabama (AL)	22-30	56.6%	85.0%
88	University of Colorado- Boulder (CO)	24-29	87.7%	84.0%
88	University of Denver (CO)	25-30	76.7%	88.0%
88	University of Tulsa (OK)	25-32	40.6%	88.0%
95	Drexel University (PA)	1070-1310	81.5%	84.0%
95	Florida State University (FL)	25-29	56.8%	91.0%
95	North Carolina State University —Raleigh (NC)	1150-1320	46.9%	N/A
<b>95</b>	<b>University of San Diego (CA)</b>	<b>1110-1320</b>	<b>48.9%</b>	<b>86.0%</b>
99	St. Louis University (MO)	25-30	63.6%	N/A
99	University of Missouri (MO)	23-28	78.6%	85.0%
99	University of Nebraska—Lincoln (NE)	22-28	64%	N/A
99	University of New Hampshire	1000-1210	77.8%	85.0%

## TOP 10 LIBERAL ARTS SCHOOLS

- Williams College (MA)
- Amherst College (MA)
- Swarthmore College (PA)
- Wellesley College (MA)
- Bowdoin College (ME)
- Pomona College (CA)**
- Middlebury College (VT)
- Carleton College (MN)
- Claremont Mc Kenna College (CA)**
- Haverford College (PA)

## TOP 5 MEDICAL GRAD SCHOOLS

- Harvard University (MA)
- Stanford University (CA)**
- Johns Hopkins University (MD)
- University of California- San Francisco (CA)**
- University of Pennsylvania (PA)

## TOP 5 BUSINESS SCHOOLS

- University of Pennsylvania (PA)
- Massachusetts Institute of Technology (MA)
- University of California- Berkeley (CA)**
- University of Michigan- Ann Arbor (MI)
- New York University (NY)

## TOP 5 ENGINEERING SCHOOLS

- Massachusetts Institute of Technology (MA)
- Stanford University (CA)**
- University of California- Berkeley (CA)**
- California Institute of Technology (CA)**
- Georgia Institute of Technology (GA)

## TOP 5 LAW GRAD SCHOOLS

- Yale University (CT)
- Harvard University (MA)
- Stanford University (CA)**
- Columbia University (NY)
- University of Chicago (IL)

Exhibit 21



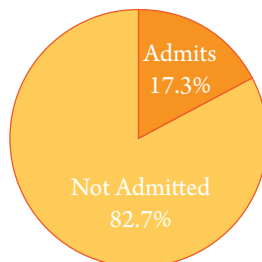
# UC ADMISSION PROFILE

## UC BERKELEY

**2014 Admit Rate - Overall: 17.3%**



**2014 Admit Rate**  
 Admits: 12,795  
 Applicants: 73,771  
 California Residents Admitted: 8,391



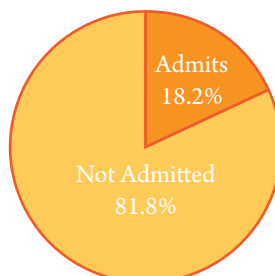
**2014 Averages**  
 High School GPA: 4.18  
  
 ACT Composite Score: 31  
  
 SAT Critical Reading: 677  
 SAT Mathematics: 703  
 SAT Writing: 691  
 SAT Total: 2071

## UC LOS ANGELES

**2014 Admit Rate - Overall: 18.2%**



**2014 Admit Rate**  
 Admits: 15,760  
 Applicants: 86,521  
 California Residents Admitted: 9,128



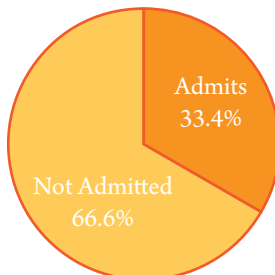
**2014 Averages**  
 High School GPA: 4.15  
  
 ACT Composite Score: 30  
  
 SAT Critical Reading: 675  
 SAT Mathematics: 703  
 SAT Writing: 689  
 SAT Total: 2067

## UC SAN DIEGO

**2014 Admit Rate - Overall: 33.4%**



**2014 Admit Rate**  
 Admits: 24,528  
 Applicants: 73,454  
 California Residents Admitted: 15,762



**2014 Averages**  
 High School GPA: 4.13  
  
 ACT Composite Score: 30  
  
 SAT Critical Reading: 651  
 SAT Mathematics: 699  
 SAT Writing: 668  
 SAT Total: 2018

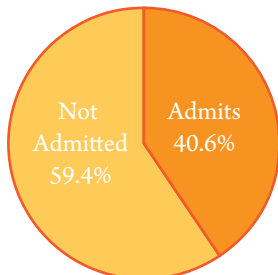


## UC DAVIS

**2014 Admit Rate - Overall: 40.6%**



**2014 Admit Rate**  
 Admits: 24,551  
 Applicants: 60,536  
 California Residents Admitted: 17,813



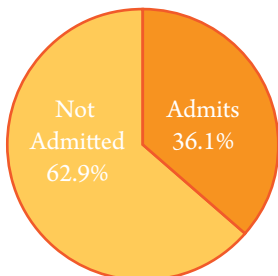
**2014 Averages**  
 High School GPA: 4.07  
 ACT Composite Score: 28  
 SAT Critical Reading: 620  
 SAT Mathematics: 667  
 SAT Writing: 637  
 SAT Total: 1924

## UC SANTA BARBARA

**2014 Admit Rate - Overall: 36.1%**



**2014 Admit Rate**  
 Admits: 24,127  
 Applicants: 66,803  
 California Residents Admitted: 18,815



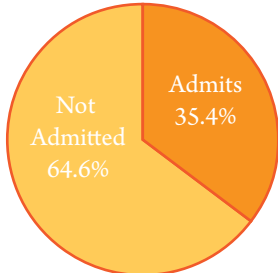
**2014 Averages**  
 High School GPA: 4.03  
 ACT Composite Score: 29  
 SAT Critical Reading: 623  
 SAT Mathematics: 662  
 SAT Writing: 640  
 SAT Total: 1925

## UC IRVINE

**2014 Admit Rate - Overall: 35.4%**



**2014 Admit Rate**  
 Admits: 23,573  
 Applicants: 66,508  
 California Residents Admitted: 17,396



**2014 Averages**  
 High School GPA: 4.05  
 ACT Composite Score: 27  
 SAT Critical Reading: 596  
 SAT Mathematics: 654  
 SAT Writing: 617  
 SAT Total: 1867



# UC ADMISSION PROFILE

## UC SANTA CRUZ

**2014 Admit Rate - Overall: 56.9%**

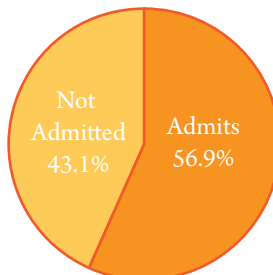


### 2014 Admit Rate

Admits: 23,176

Applicants: 40,721

California Residents Admitted: 18,539



### 2014 Averages

High School GPA: 3.82

ACT Composite Score: 26

SAT Critical Reading: 578

SAT Mathematics: 615

SAT Writing: 589

SAT Total: 1782

## UC RIVERSIDE

**2014 Admit Rate - Overall: 56.7%**

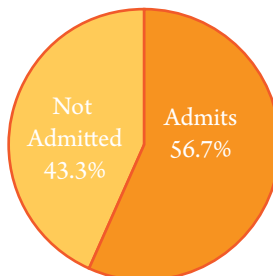


### 2014 Admit Rate

Admits: 19,797

Applicants: 34,912

California Residents Admitted: 17,758



### 2014 Averages

High School GPA: 3.77

ACT Composite Score: 25

SAT Critical Reading: 562

SAT Mathematics: 603

SAT Writing: 574

SAT Total: 1739

## UC MERCED

**2014 Admit Rate - Overall: 64.0%**

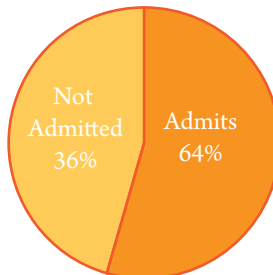


### 2014 Admit Rate

Admits: 9,780

Applicants: 15,288

California Residents Admitted: 9,313



### 2014 Averages

High School GPA: 3.59

ACT Composite Score: 24

SAT Critical Reading: 535

SAT Mathematics: 563

SAT Writing: 540

SAT Total: 1638

Exhibit 21

Page 34 of 36







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ACT  
SAT II Subject Tests  
APs  
PSAT  
ISEE  
SSAT  
HSPT

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(4th~11th grade)  
Speech & Debate  
Pre-Algebra  
Algebra I/II  
Geometry  
Trigonometry  
Pre-Calculus  
Calculus AB/BC  
Biology  
Chemistry  
Physics

### College Prep

Academic Counseling  
Aptitude Tests  
College Applications  
College Tours  
GPA Management  
Interview Coaching  
Seminars & Workshops  
Awards & Honors  
Volunteer Activities  
Scholarships  
Financial Aid

優質教育

盡在南加州學院



**Alhambra Campus**  
1041 S. Garfield Ave. #101  
Alhambra, CA 91801  
626-300-8352



**Arcadia Campus**  
208 E. Duarte Rd.  
Arcadia, CA 91006  
626-821-6525



**San Marino Campus**  
2118 Huntington Dr.  
San Marino, CA 91108  
626-289-1081



**Temple City Campus**  
5951 Temple City Blvd.  
Temple City, CA 91780  
626-286-5903



**Rowland Hts Campus**  
1719 S. Fullerton Rd.  
Rowland Hts, CA 91748  
626-913-1242



**Hacienda Hts Campus**  
15906 Halliburton Rd.  
Hacienda Hts, CA 91745  
626-968-1915





**IN THE UNITED STATES PATENT AND TRADEMARK OFFICE  
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD**

ADVANCED CALIFORNIA INNOVATIVE  
INSTITUTE, INC.,

*Petitioner,*

vs.

AMERICAN CAMBRIDGE INSTITUTE,

*Respondent.*

Cancellation No.: 92060449

Mark: ACI INSTITUTE  
Registration No.: 4,186,057  
Registration Date: August 7, 2012

Mark: 南加州學院  
Registration No.: 4,183,328  
Registration Date: July 31, 2012


**COMPENDIUM OF EXHIBITS**


**IN SUPPORT OF PETITIONER'S MOTION FOR SUMMARY JUDGMENT**

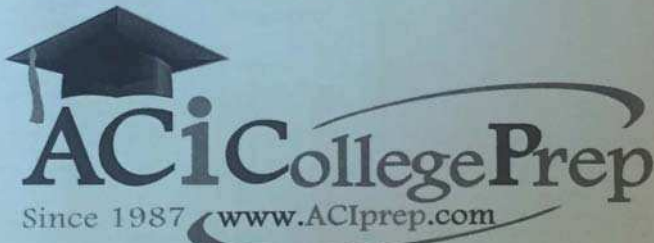


## **EXHIBIT 22**



**Redesigned  
PSAT**

**PSAT**

**Fall 2015 – Week 6**  
**SAT I**  
**Lesson Packet**

- Grammar Strategy – SVA (Subject-Verb Agreement)
- Math Strategy – Problem Solving (Scantron #101-180)

Student Name: \_\_\_\_\_

Homework Due Date: \_\_\_\_\_









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## **EXHIBIT 23**



EDD STATE OF CALIFORNIA  
DE 6

EDD 98346



PAGE 1 OF 1

00060198

QTR ENDED 03 31 08

DUE 04 30 08

DELINQUENT 04 30 08

08 1

460-6638-7

ACI PUBLISHING & MANAGEMENT INC.

1041 S. GARFIELD AVENUE, #101  
ALHAMBRA, CA 91801

SIMON

KUO

DIANE

M SARTOR

I declare that the information herein is correct to the best of my knowledge and belief.

SIGNATURE \_\_\_\_\_

TITLE \_\_\_\_\_

DATE \_\_\_\_\_

PHONE \_\_\_\_\_

4 CAE6ALT

NTF 2581078B

Copyright 2004 Greatland/Nelco - Forms Software Only



## **EXHIBIT 24**



# ICANN WHOIS

---

*Showing results for: ACIPREP.ORG*

Original Query: aciprep.org

## Contact Information

### Registrant Contact

Name: Diane Sartor

Organization: American Cambridge Institute

Mailing Address: 23367 E Golden Springs Dr, Diamond Bar California 91765 US

Phone: +1.9098609345

Ext:

Fax:

Fax Ext:

Email: learningismylife@gmail.com

aciprep.org

Lookup

Organization: American Cambridge Institute

Mailing Address: 23367 E Golden Springs Dr, Diamond Bar California 91765 US

Phone: +1.9098609345

Ext:

Fax:

Fax Ext:

Email: learningismylife@gmail.com

### Tech Contact

Name: Bluehost Inc

Organization: Bluehost.com

Mailing Address: 1958 South 950 East, Provo California 84606 US

Phone: +1.8017659400

Ext:



Fax: +1.8017651992  
Fax Ext:  
Email:whois@bluehost.com

## Registrar

WHOIS Server:  
URL:  
Registrar: FastDomain Inc. (R1455-LROR)  
IANA ID: 1154  
Abuse Contact Email:  
Abuse Contact Phone:

## Status

Domain Status:clientTransferProhibited --  
<http://www.icann.org/epp#clientTransferProhibited>

## Important Dates

Updated Date: 2015-02-16  
Created Date: 2013-02-16  
Registration Expiration Date:

## Name Servers

NS1.BLUEHOST.COM  
NS2.BLUEHOST.COM

## Raw WHOIS Record



Domain Name:ACIPREP.ORG  
Domain ID: D167906536-LROR  
Creation Date: 2013-02-16T19:49:09Z  
Updated Date: 2015-02-17T01:45:35Z  
Registry Expiry Date: 2016-02-16T19:49:09Z  
Sponsoring Registrar:FastDomain Inc. (R1455-LROR)  
Sponsoring Registrar IANA ID: 1154  
WHOIS Server:  
Referral URL:  
Domain Status: clientTransferProhibited --  
<http://www.icann.org/epp#clientTransferProhibited>  
Registrant ID:FAST-19636415  
Registrant Name:Diane Sartor  
Registrant Organization:American Cambridge Institute  
Registrant Street: 23367 E Golden Springs Dr  
Registrant City:Diamond Bar  
Registrant State/Province:California  
Registrant Postal Code:91765  
Registrant Country:US  
Registrant Phone:+1.9098609345  
Registrant Phone Ext:  
Registrant Fax:  
Registrant Fax Ext:  
Registrant Email:learningismylife@gmail.com  
Admin ID:FAST-19636415  
Admin Name:Diane Sartor  
Admin Organization:American Cambridge Institute  
Admin Street: 23367 E Golden Springs Dr  
Admin City:Diamond Bar  
Admin State/Province:California  
Admin Postal Code:91765  
Admin Country:US  
Admin Phone:+1.9098609345  
Admin Phone Ext:  
Admin Fax:  
Admin Fax Ext:  
Admin Email:learningismylife@gmail.com  
Tech ID:FAST-12785242  
Tech Name:Bluehost Inc  
Tech Organization:Bluehost.com  
Tech Street: 1958 South 950 East  
Tech City:Provo  
Tech State/Province:Utah  
Tech Postal Code:84606  
Tech Country:US  
Tech Phone:+1.8017659400  
Tech Phone Ext:  
Tech Fax: +1.8017651992



Tech Fax Ext:  
Tech Email:whois@bluehost.com  
Name Server:NS1.BLUEHOST.COM  
Name Server:NS2.BLUEHOST.COM  
Name Server:  
Name Server:  
Name Server:  
Name Server:  
Name Server:  
Name Server:  
Name Server:  
Name Server:  
Name Server:  
Name Server:  
Name Server:  
Name Server:  
DNSSEC:Unsigned

Access to Public Interest Registry WHOIS information is provided to assist persons in determining the contents of a domain name registration record in the Public Interest Registry registry database. The data in this record is provided by Public Interest Registry for informational purposes only, and Public Interest Registry does not guarantee its accuracy. This service is intended only for query-based access. You agree that you will use this data only for lawful purposes and that, under no circumstances will you use this data to(a) allow, enable, or otherwise support the transmission by e-mail, telephone, or facsimile of mass unsolicited, commercial advertising or solicitations to entities other than the data recipient's own existing customers; or (b) enable high volume, automated, electronic processes that send queries or data to the systems of Registry Operator, a Registrar, or Afilias except as reasonably necessary to register domain names or modify existing registrations. All rights reserved. Public Interest Registry reserves the right to modify these terms at any time. By submitting this query, you agree to abide by this policy. For more information on Whois status codes, please visit <https://www.icann.org/resources/pages/epp-status-codes-2014-06-16-en>.

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# ICANN WHOIS

---

*Showing results for: STUDYFORCOLLEGE.COM*

Original Query: studyforcollege.com

## Contact Information

### Registrant Contact

Name: Diane Sartor

Organization:

Mailing Address: 23367 Golden Springs Dr., Diamond Bar California 91765 United States

Phone: +1.9098609345

Ext:

Fax:

Fax Ext:

Email: learningismylife@gmail.com

### Admin Contact

Name: Diane Sartor

Organization:

Mailing Address: 23367 Golden Springs Dr., Diamond Bar California 91765 United States

Phone: +1.9098609345

Ext:

Fax:

studyforcollege.com

Lookup

---

### Tech Contact

Name: Diane Sartor

Organization:

Mailing Address: 23367 Golden Springs Dr., Diamond Bar California 91765 United States



## States

Phone: +1.9098609345

Ext:

Fax:

Fax Ext:

Email: [learningismylife@gmail.com](mailto:learningismylife@gmail.com)

## Registrar

WHOIS Server: [whois.godaddy.com](http://whois.godaddy.com)

URL: <http://www.godaddy.com>

Registrar: GoDaddy.com, LLC

IANA ID: 146

Abuse Contact Email: [abuse@godaddy.com](mailto:abuse@godaddy.com)

Abuse Contact Phone: +1.4806242505

## Status

Domain Status: clientTransferProhibited

<http://www.icann.org/epp#clientTransferProhibited>

Domain Status: clientUpdateProhibited

<http://www.icann.org/epp#clientUpdateProhibited>

Domain Status: clientRenewProhibited

<http://www.icann.org/epp#clientRenewProhibited>

Domain Status: clientDeleteProhibited

<http://www.icann.org/epp#clientDeleteProhibited>

## Important Dates

Updated Date: 2015-01-10

Created Date: 2015-01-10

Registration Expiration Date: 2016-01-10



## Name Servers

NS1.BLUEHOST.COM

NS2.BLUEHOST.COM

## Raw WHOIS Record

Domain Name: STUDYFORCOLLEGE.COM  
Registry Domain ID: 1895095969\_DOMAIN\_COM-VRSN  
Registrar WHOIS Server: whois.godaddy.com  
Registrar URL: <http://www.godaddy.com>  
Update Date: 2015-01-10T15:04:08Z  
Creation Date: 2015-01-10T15:04:08Z  
Registrar Registration Expiration Date: 2016-01-10T15:04:08Z  
Registrar: GoDaddy.com, LLC  
Registrar IANA ID: 146  
Registrar Abuse Contact Email: [abuse@godaddy.com](mailto:abuse@godaddy.com)  
Registrar Abuse Contact Phone: +1.4806242505  
Domain Status: clientTransferProhibited  
<http://www.icann.org/epp#clientTransferProhibited>  
Domain Status: clientUpdateProhibited  
<http://www.icann.org/epp#clientUpdateProhibited>  
Domain Status: clientRenewProhibited  
<http://www.icann.org/epp#clientRenewProhibited>  
Domain Status: clientDeleteProhibited  
<http://www.icann.org/epp#clientDeleteProhibited>  
Registry Registrant ID:  
Registrant Name: Diane Sartor  
Registrant Organization:  
Registrant Street: 23367 Golden Springs Dr.  
Registrant City: Diamond Bar  
Registrant State/Province: California  
Registrant Postal Code: 91765  
Registrant Country: United States  
Registrant Phone: +1.9098609345  
Registrant Phone Ext:  
Registrant Fax:  
Registrant Fax Ext:  
Registrant Email: [learningismylife@gmail.com](mailto:learningismylife@gmail.com)  
Registry Admin ID:  
Admin Name: Diane Sartor  
Admin Organization:



Admin Street: 23367 Golden Springs Dr.  
Admin City: Diamond Bar  
Admin State/Province: California  
Admin Postal Code: 91765  
Admin Country: United States  
Admin Phone: +1.9098609345  
Admin Phone Ext:  
Admin Fax:  
Admin Fax Ext:  
Admin Email: learningismylife@gmail.com  
Registry Tech ID:  
Tech Name: Diane Sartor  
Tech Organization:  
Tech Street: 23367 Golden Springs Dr.  
Tech City: Diamond Bar  
Tech State/Province: California  
Tech Postal Code: 91765  
Tech Country: United States  
Tech Phone: +1.9098609345  
Tech Phone Ext:  
Tech Fax:  
Tech Fax Ext:  
Tech Email: learningismylife@gmail.com  
Name Server: NS1.BLUEHOST.COM  
Name Server: NS2.BLUEHOST.COM  
DNSSEC: unsigned  
URL of the ICANN WHOIS Data Problem Reporting System:  
<http://wdprs.internic.net/>  
>>> Last update of WHOIS database: 2015-10-05T15:00:00Z <<<

For more information on Whois status codes, please visit  
<https://www.icann.org/resources/pages/epp-status-codes-2014-06-16-en>

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