



Figures corrected — 63 then 9

LINDBERGH FORMATION — 16 rue de Maillé, 91310 Montlhéry, France · Companies register (RCS) Evry 817 946 114

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The figure that does not flatter the agent · fictional document

Fictional document — demonstration example

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Fictional document, produced for the demonstration. **The unflattering figure appears in the same table as the others**, with its measured cause and the correction that followed.

What was corrected

Period	Reports	With at least one figure to correct	Rate
Previous year, before go-live	—	—	22 %
First quarter	940	63	6.7 %
Second quarter	960	9	0.9 %

The cause, measured rather than assumed

Cause	Cases	Explanation	Correction applied
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One partner dating its quarter-end transactions on the value date	51 out of 63	The firm's software records them on the trade date: six transactions were shifting from one period to another	Waiting for that partner's confirmed close — three days after the closing date, flagged in the report
Regular deposits with no advice note returned	12 out of 63	The transaction advice had never reached the firm	Raised weekly to the middle office

What those 63 did not produce

Measure	Quarter
Documents sent without an adviser's signature	0
Time to rule out a wrong line	2 minutes 50 seconds — every figure carries its record
Reports produced	940
Adviser signatures	940
Investment recommendations produced by the agent	0
Portfolio data leaving the firm	0

That is exactly what traceability is for, and it is why it is not negotiable: a figure carrying its record is checked in under three minutes, a figure without a source is checked in half a day.

Run weekly across the six partners, the reconciliation would have caught the last 9 corrections before composition, not after — and the advisers would sign a document with nothing to amend.

For the firm to set

Partners moved to weekly reconciliation: _____

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