



# What you keep

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

Document issued on 24/09/2026

Fictional document

## Fictional document — demonstration example

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**Fictional document**, produced for demonstration. **A forecast without its outcome never improves.**

| Item                                | Kept? | What it allows                    |
|-------------------------------------|-------|-----------------------------------|
| Projected figure                    | Yes   | Comparing with what happens       |
| Series and hypothesis behind it     | Yes   | Understanding where it comes from |
| Years of history                    | Yes   | Knowing what it is worth          |
| Date of the forecast                | Yes   | Not rewriting it                  |
| The <b>ACTUAL</b> outcome beside it | Yes   | The decisive item                 |
| Anything describing an officer      | No    | —                                 |

The actual beside it also shows **which families of volumes the agent is reliable on and which it is not** — and that information is worth more than any individual forecast.

## The rise with no precedent

LINDBERGH FORMATION — a simplified joint-stock company with share capital of €250,000 · Registered office: 16 rue de Maillé, 91310 Montlhéry, France · Companies register (RCS) Evry 817 946 114 · SIRET 817 946 114 00029 · VAT FR 60 817 946 114 · "Blue Lemon Agent" trade mark · Training-provider registration no. 119 108 635 91 (Île-de-France prefect — this registration does not amount to State approval) · Qualiopi certified, no. 03896, for the "training actions" category · contact@bluelemonagent.ai · dpo@bluelemonagent.ai · Hosted in France.

| Finding                                      | Value                            |
|----------------------------------------------|----------------------------------|
| Rise in one service's demand                 | +34 % over three months          |
| Same period, three previous years            | Falling                          |
| Does the agent say whether it will continue? | No                               |
| What it does say                             | It has no precedent in your data |

And that is what justifies going to ask why.

### The peak seen in time

| Finding | Value                                | When flagged    |
|---------|--------------------------------------|-----------------|
| Week 38 | +42 % of demand, two agents on leave | Six weeks ahead |

The same finding at two weeks would have left only bad options.

### For the company to settle

Peak flagging lead time: \_\_\_\_\_ weeks ahead

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