

**Table 1:** The first table

	Hello				There			
	France		US		France		US	
	High	Low	High	Low	High	Low	High	Low
Gr 1								
Var 1	2.464	1.004	-0.743	0.096	-0.687	0.919	-0.48	-0.413
Var 2	0.249	0.901	0.415	-0.691	-0.903	-0.537	-0.227	0.608
Var 3	0.872	1.957	-0.142	-0.31	1.816	0.321	1.628	-0.227
Gr 2								
Var 4	-0.76	0.536	-1.773	0.732	0.444	-1.706	-0.916	1.538
Var 5	0.876	-1.764	-0.85	0.183	-0.829	-1.063	1.665	-1.028
Gr 3								
Var 6	-0.821	-0.498	-0.117	-0.059	-1.201	0.221	0.012	-0.831
Sample very new notes!								

**Table 2:** Balance Table for Year 1

	Control		Treatment 1		Treatment 2		p-value
	Mean	Std. Dev.	Mean	Std. Dev.	Mean	Std. Dev.	
Ability (test score)	100.33	15.33	100.34	15.17	100.29	14.54	0.999
Age	37.68	12.29	38.18	11.39	39.05	12.25	0.58

**Table 3: Regression Results**

	Sales	
	(1)	(2)
Ability (test score)	99.694*** (0.020)	99.640*** (0.076)
Age	8.668 (16.303)	5.952 (13.501)
training		8292.322* (194.769)
City	x	x
Year	x	x
Observations	1,000	1,000
R <sup>2</sup>	0.317	0.487
Within R <sup>2</sup>	0.068	0.3

Significance levels: \* p < 0.05, \*\* p < 0.01, \*\*\* p < 0.001. Format of coefficient cell: Coefficient (Std. Error)

**Table 4: Regression Results Statsmodels**

	Sales
	(1)
Ability (test score)	101.767*** (10.602)
Age	7.510 (13.298)
training	8183.154*** (334.343)
Intercept	18331.900*** (1218.078)
Observations	1,000
R <sup>2</sup>	0.411
Adj. R <sup>2</sup>	0.409
S.E. type	nonrobust

Significance levels: \* p < 0.05, \*\* p < 0.01, \*\*\* p < 0.001. Format of coefficient cell: Coefficient (Std. Error)

**Table 5:** Descriptive Statistics by Treatment Group and Year

	Control	Treatment 1	Treatment 2
1			
Sales	24124.37 (5026.89)	29795.91 (4495.86)	32466.17 (4747.67)
Ability (test score)	100.33 (15.33)	100.34 (15.17)	100.29 (14.54)
Age	37.68 (12.29)	38.18 (11.39)	39.05 (12.25)
2			
Sales	28636.57 (4242.95)	35816.76 (4151.27)	38336.43 (4890.24)
Ability (test score)	100.33 (15.33)	100.34 (15.17)	100.29 (14.54)
Age	38.68 (12.29)	39.18 (11.39)	40.05 (12.25)

Note: Displayed statistics are Mean (Std. Dev.).