

3.



$$(b+2)(e-6)$$

$$b e + 6 b + 2 e + 12$$

$$b e - 2 b + 6 e - 12$$

$$b e - 6 b + 2 e - 12$$

$$b e - 2 b + 2 e + 12$$

**Solution**

$$\begin{aligned} & (b+2)(e-6) \\ &= b e - 6 b + 2 e - 12 \end{aligned}$$