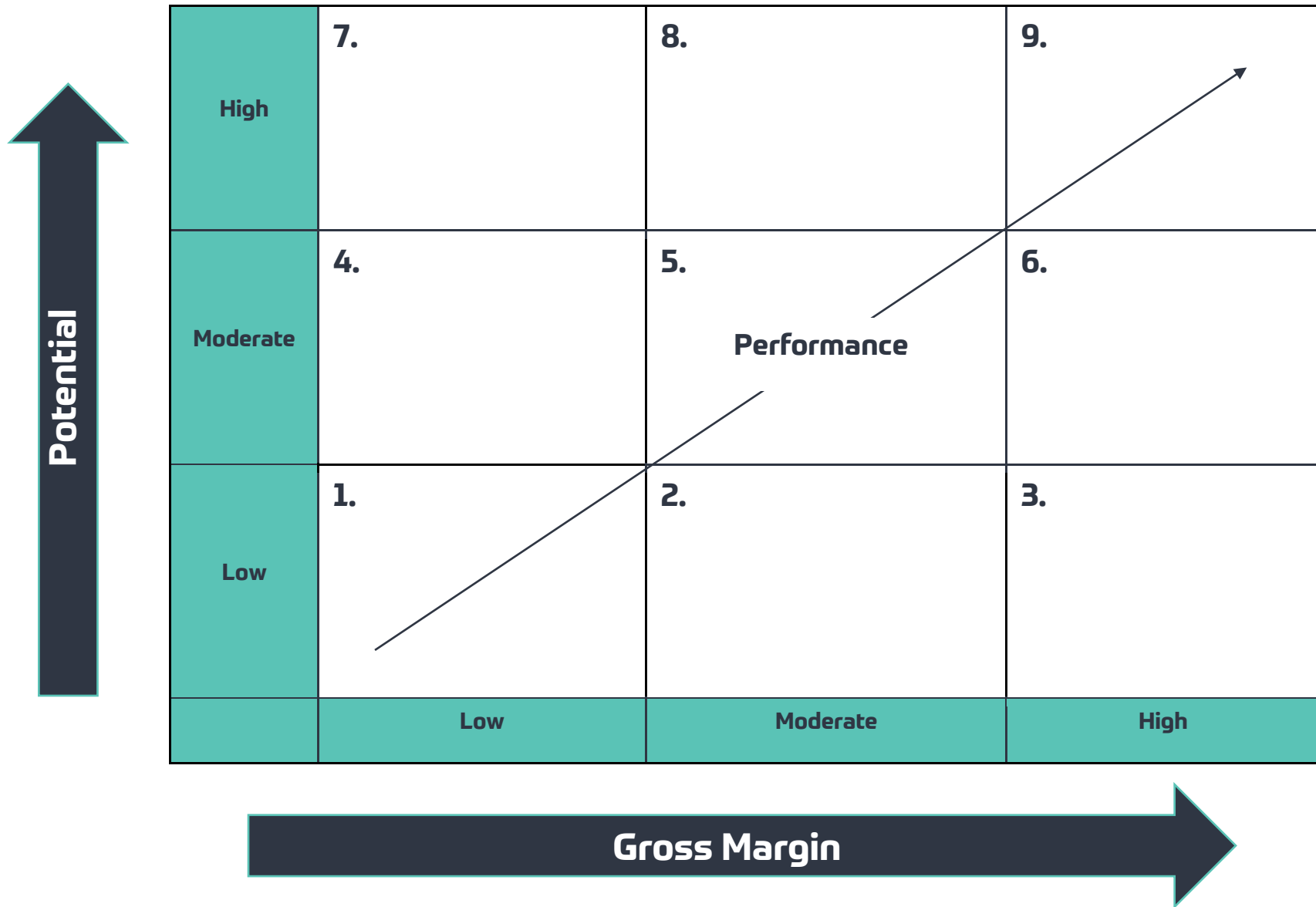






Evaluating Our Customers

Gross Margin

- LOW Margins
- MEDIUM Margins
- HIGH Margins

Potential

- LOW Potential
- MEDIUM Potential
- HIGH Potential



Account Growth Planning

Customer	Top Opportunities	Social Styles of Key Connections	Investigative Questions	Next Steps