

10 THINGS TO KNOW WHEN SELLING TO CORPORATES

#	Area	Score	To Improve?
1	Positioning-Trusted Advisor		
2	Looking for Opportunity Everywhere		
3	Know Decision Maker		
4	Your Proposal		
5	Budget Line--Not Price		
6	Make it Easy: Q-V-C		
7	Personal Touch		
8	Quick Response Rate		
9	5 Key Contacts		
10	Creative/Guerrilla Style		