Presentation Skills

Power Line	Importance Level (1-10)	Effectiveness Level (1-10)	Power Gap (1-10)
Focus Area Score			0
Get Signed Buyer Agreement			0
Buyer Needs Assessment 1st Meeting			0
3 and Out Rule			0
Build Confidence with Buyer			0
Personal Needs Letter			0
Prepare 3rd Party Reference List			0
Create Personal Brochure			0
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