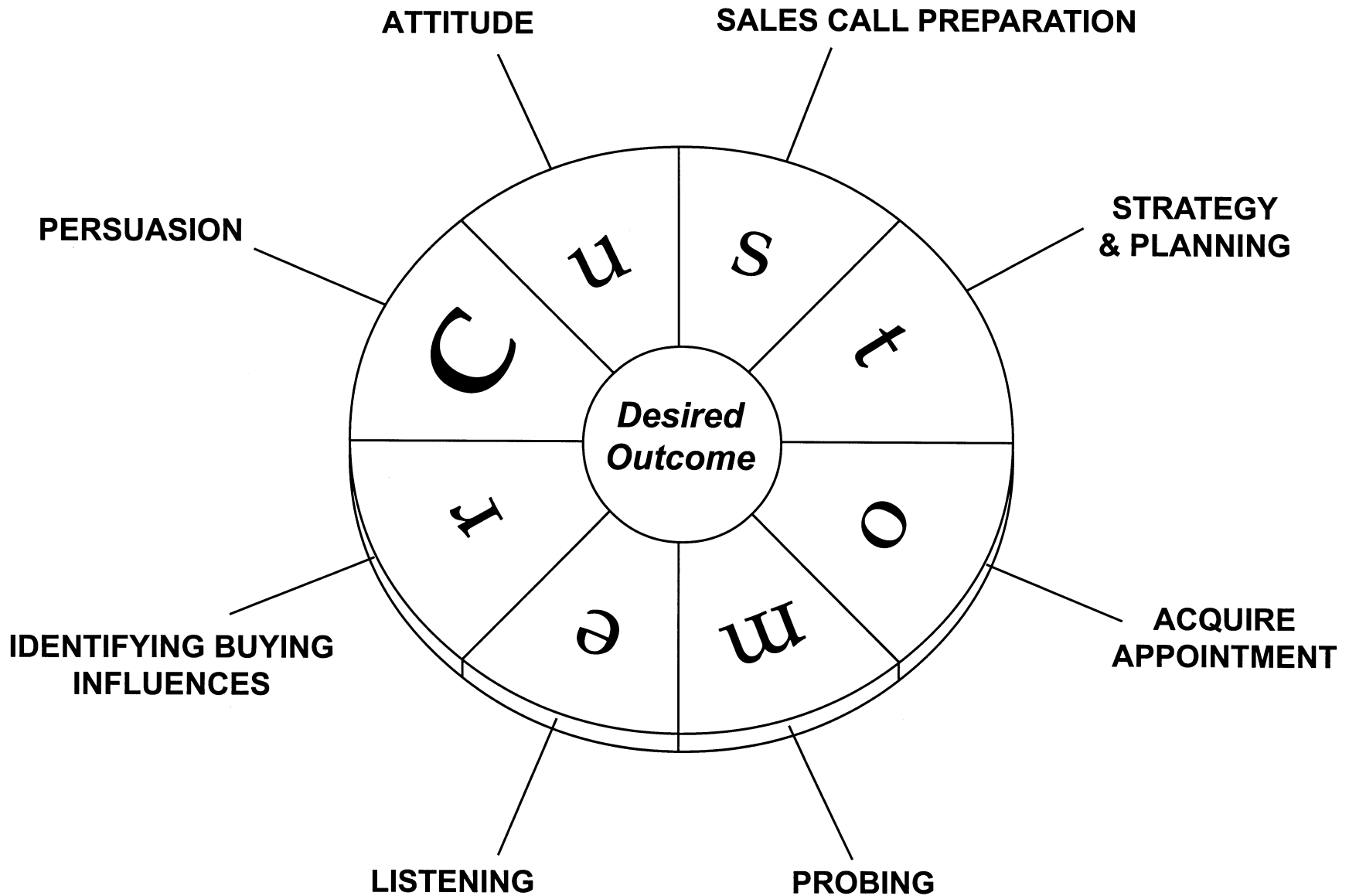
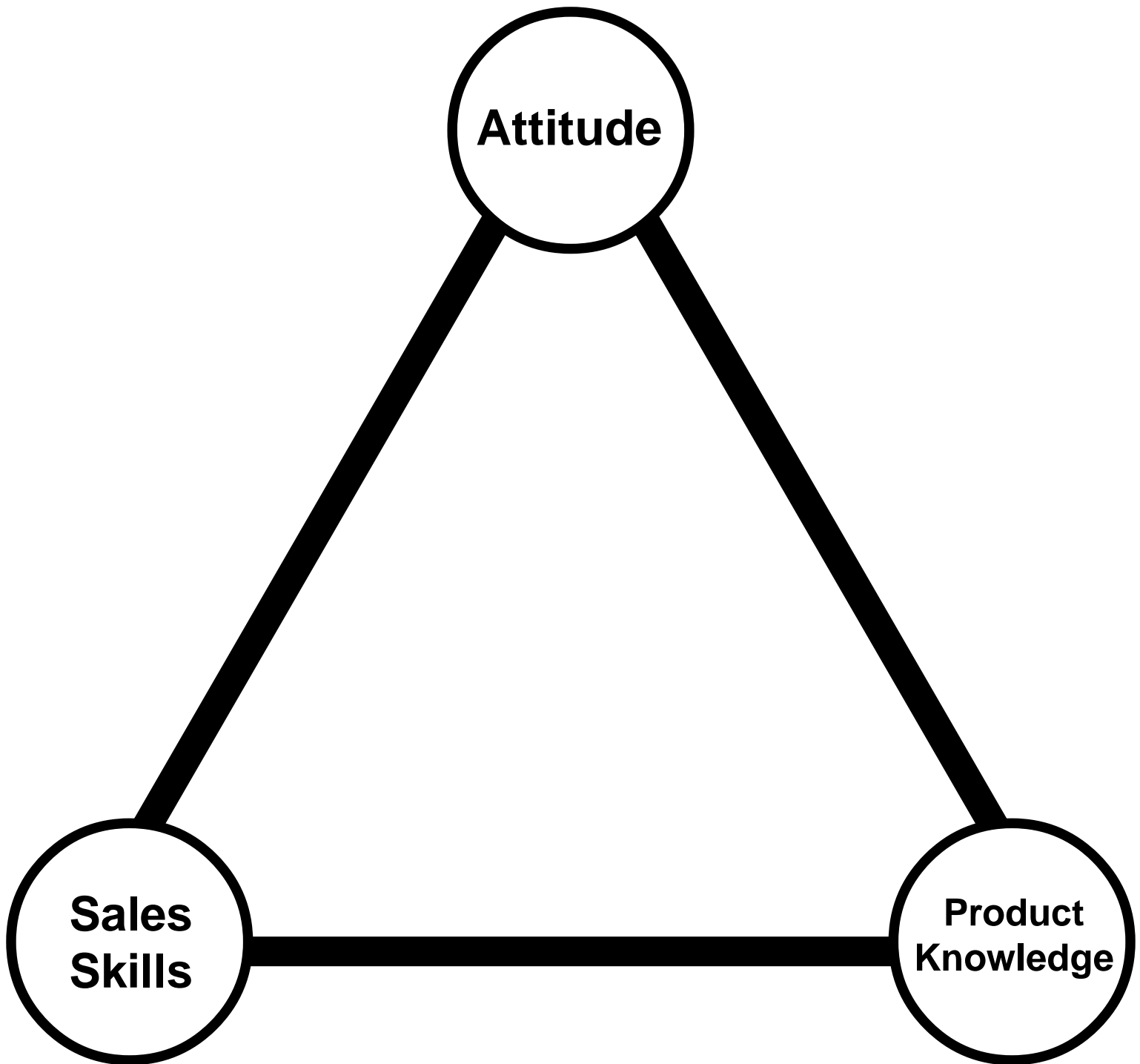


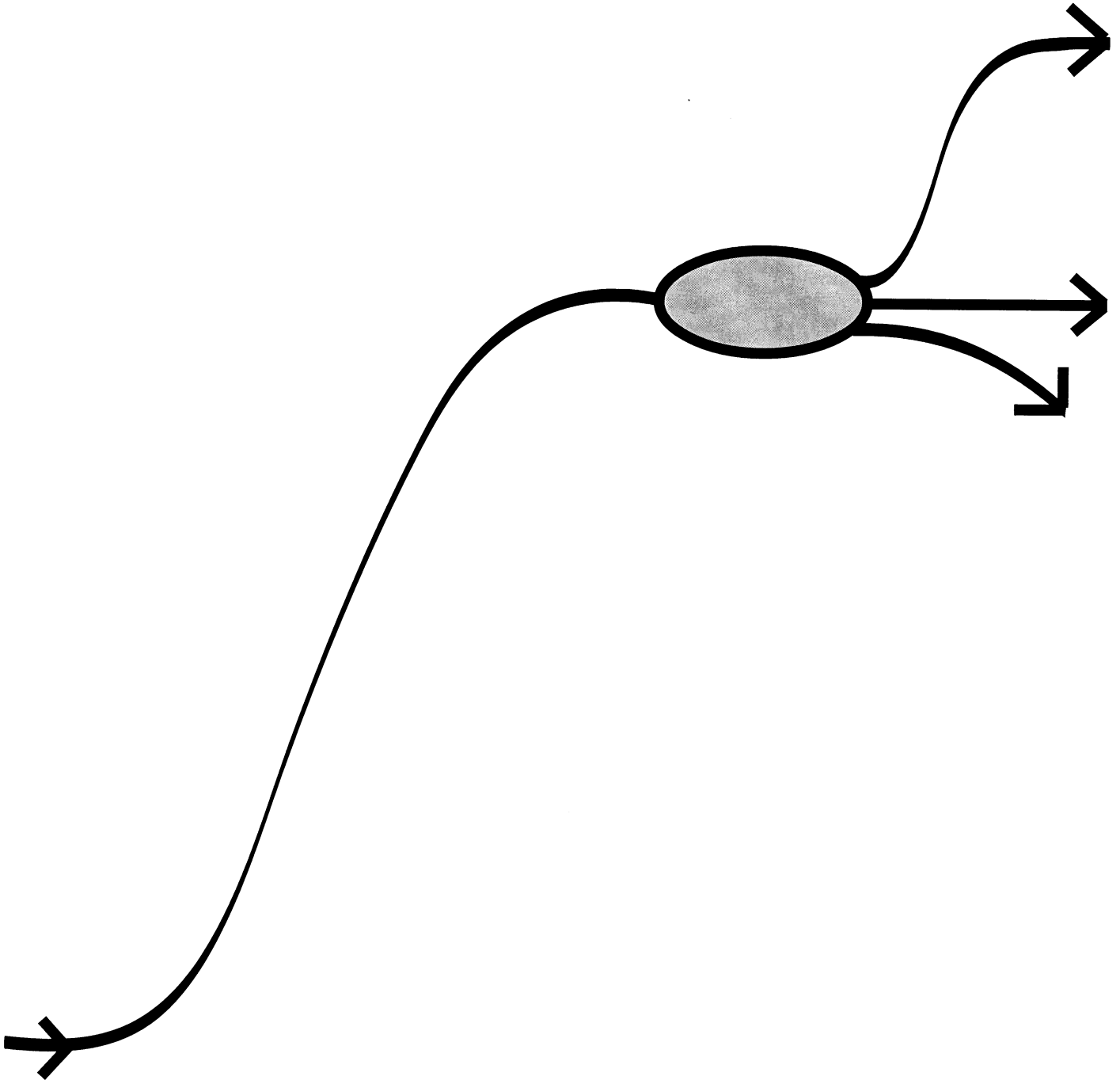
The Keys To Consultative Selling



SALESPERSON'S TRIANGLE OF SUCCESS



S-Curve Growth Theory



Adapted from: Richard N. Foster, *Innovation: The Attacker's Advantage*
Mark Holmes, Consultant Board, 800-841-8540