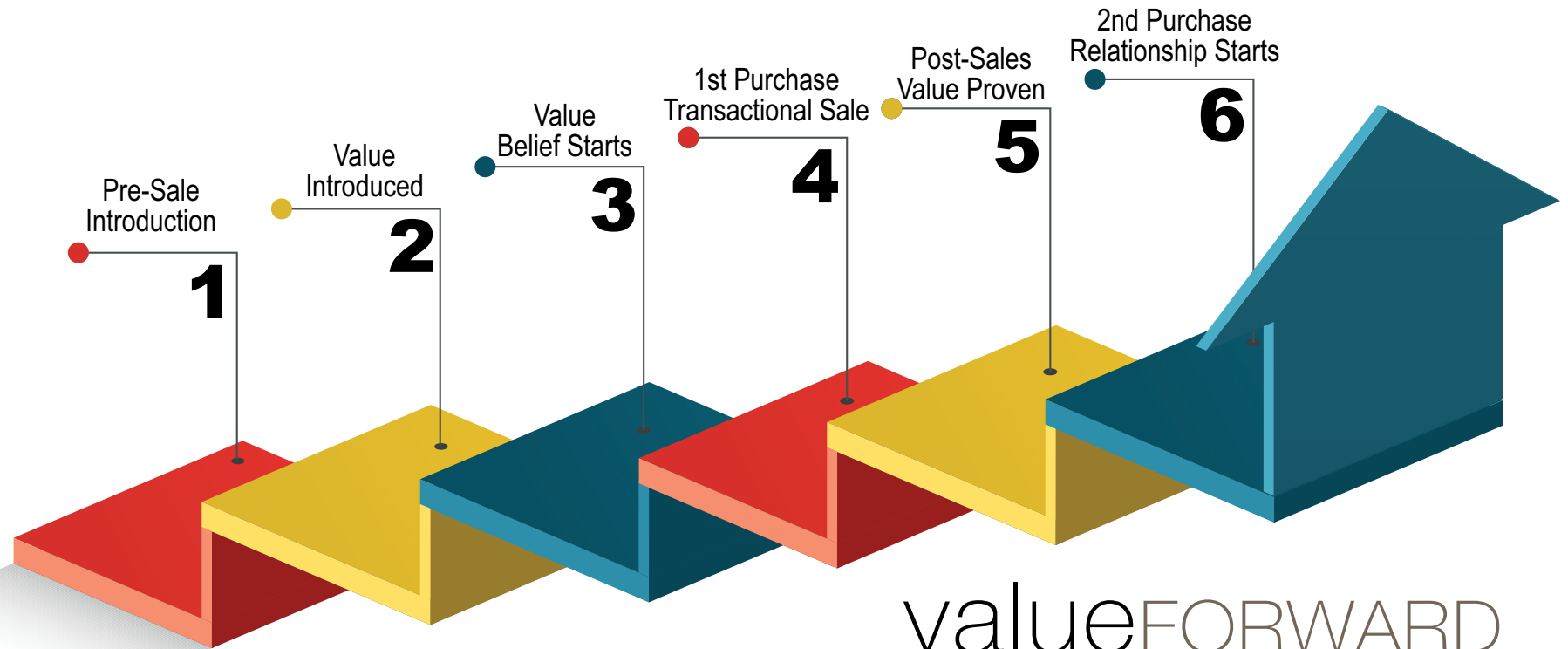


# Six Steps to Relationship Sales

In IT sales, relationships ONLY start after the second sale.  
(You can't have a relationship until someone buys!)



valueFORWARD

Revenue Capture Engineers  
[www.valueforward.com](http://www.valueforward.com)  
(770) 632-7647

© Value Forward Group, Inc.