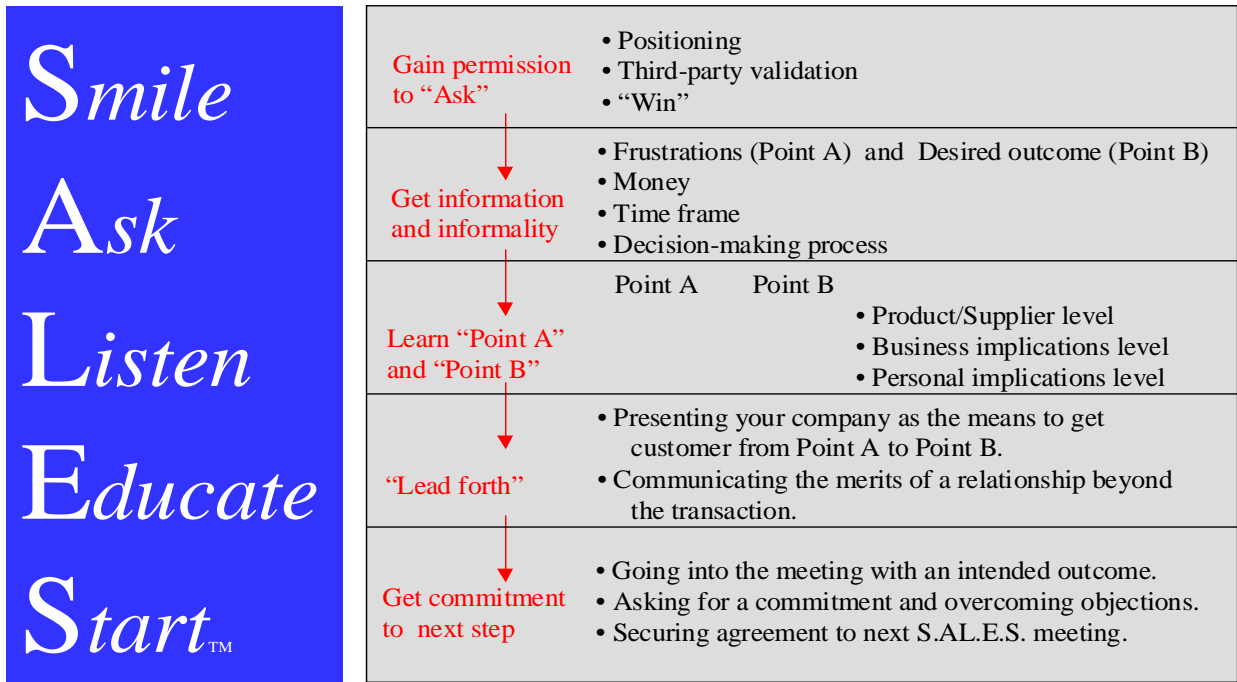
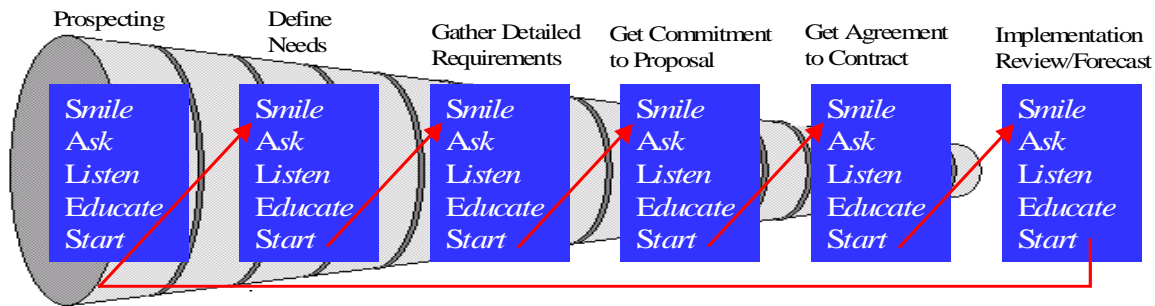


# The S.A.L.E.S.® System

Where are you in the meeting?



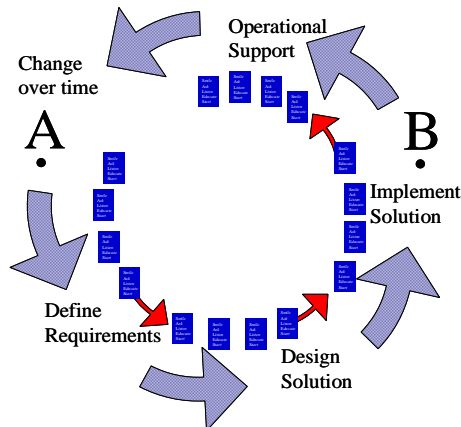
Which meeting are you having?



Where are you in the customer's buying process?

## Stages

Your location in the customer's solution life cycle



## Roles

Your location in the customer's organizational structure

