

What do you need to learn in order to achieve the measurable results in this sector?

<p>What?</p> <ul style="list-style-type: none"> • Specific requests, leads, intelligence, general info, contacts, etc. 	<p>Who can help?</p>	<p>Do you know them?</p>	<p>How do you plan on collecting this information/intelligence?</p> <ul style="list-style-type: none"> • Networking events, outcalls, data search, trade shows, interviews, etc.
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