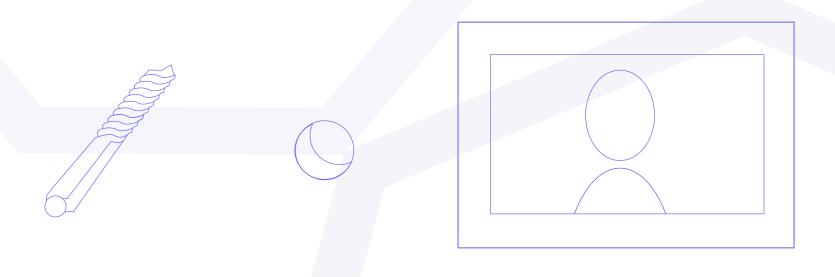
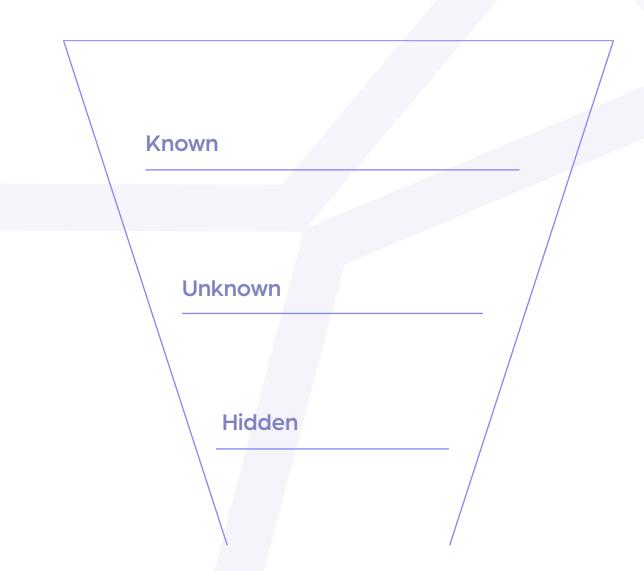


## Sales Mindset Outcome Based Selling





## Finding the Hidden Problem



Challenge	Outcome