VITO™ SELLING

Very Important Top Officer

Title:	Last 90 Days	Next 90 Days
'C' Suite (C.X.O.)		
President		
CEO		
Owner		

STEP # 1: Print out the following chart.

STEP # 2: Under 'Title' put the actual titles of the individuals you have made sales calls on in the past 90 days.

STEP # 3: Keep this chart handy and as you use what you'll be learning in the next 90 days in my weekly VITO Newsletters keep updating the titles…I've added the titles of 'C' Suite, President, CEO and Owner. No surprise…

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