

**Activity 24-A**  
**Selling to Groups: Group Presentation Dynamics**  
Using Rule 80/10/10™ To Build Support Systems

Target Product/Service Offering: \_\_\_\_\_  
\_\_\_\_\_

Targeted Organization/Client: \_\_\_\_\_

Identify Stakeholders of Each Subgroup By Name Or Title:

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How Would You Engage This Group Based Upon The Above Analysis:

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