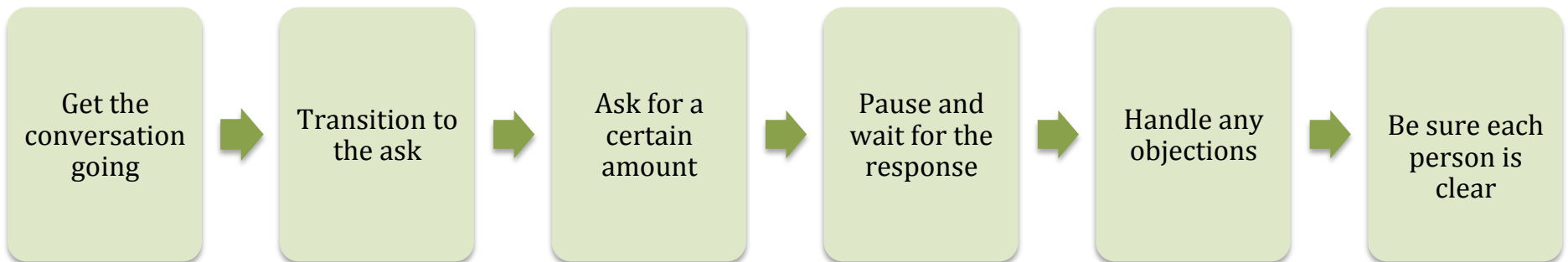
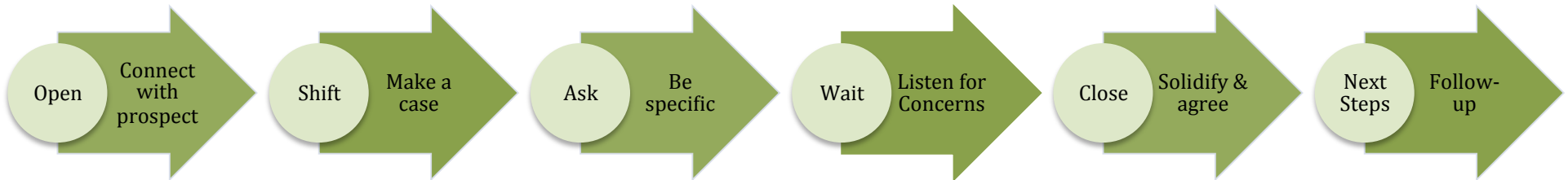


## The Flow of a Personal Solicitation



Prepare ♦ Listen generously ♦ Make eye contact ♦ Lean In ♦ Smile