

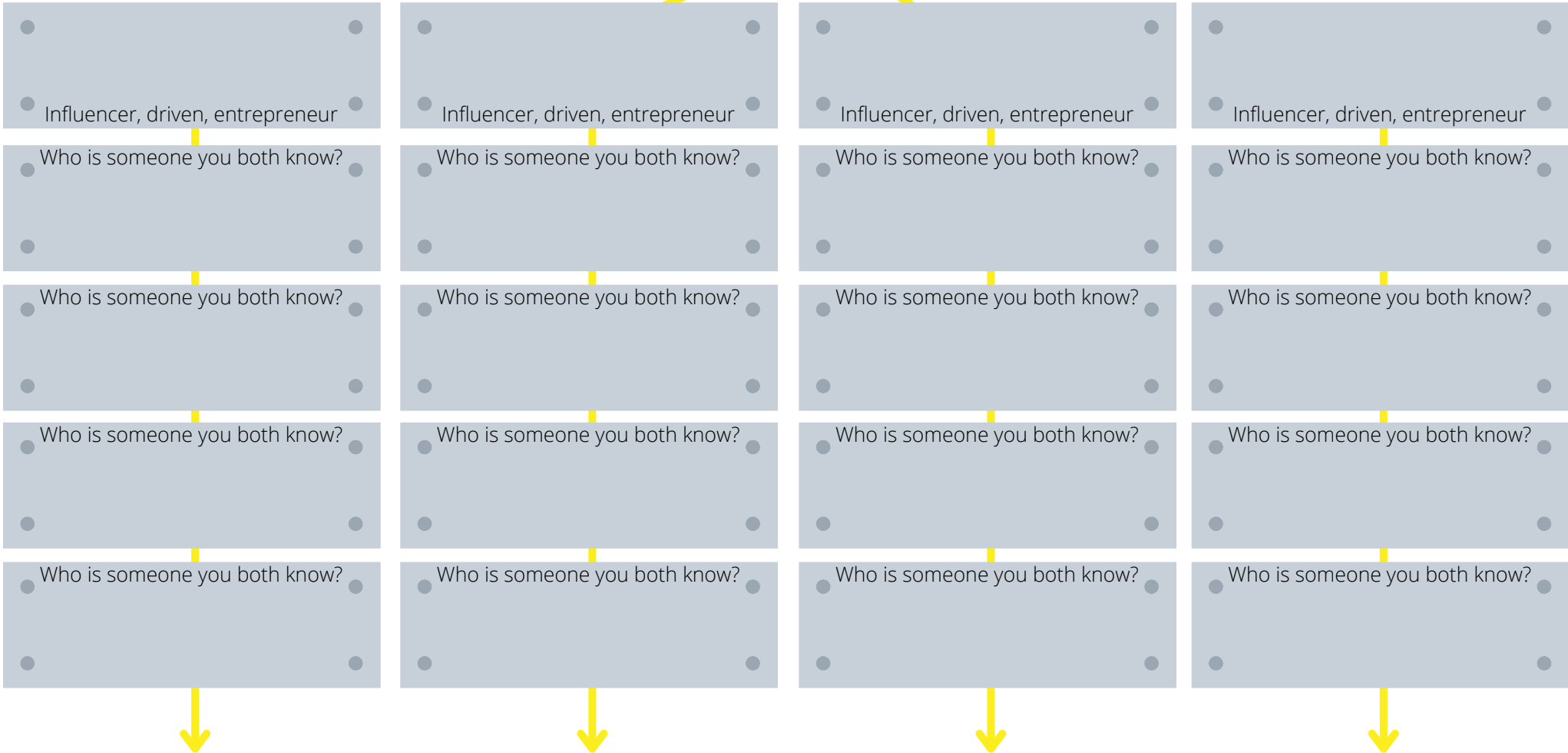


Dale Franklin
PROVIDING OPPORTUNITY • SHAPING LEGACY

www.dalefranklin.net

Relationship Mapping

YOU



As you talk with each person, identify them as one of the following: **B = Business Owner S = Salesperson C = Customer**