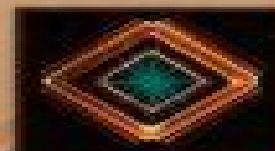
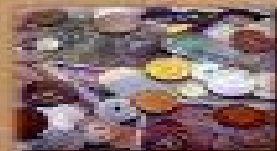
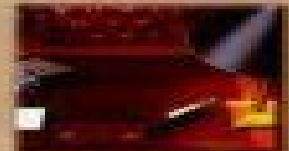


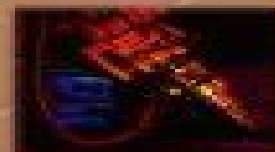
Second Edition

Proposal Guide

*For Business Development
and Sales Professionals*



Larry Newman
*Vice President,
Shipley Associates*



Proposal Guide For Business Development And Sales Professionals

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