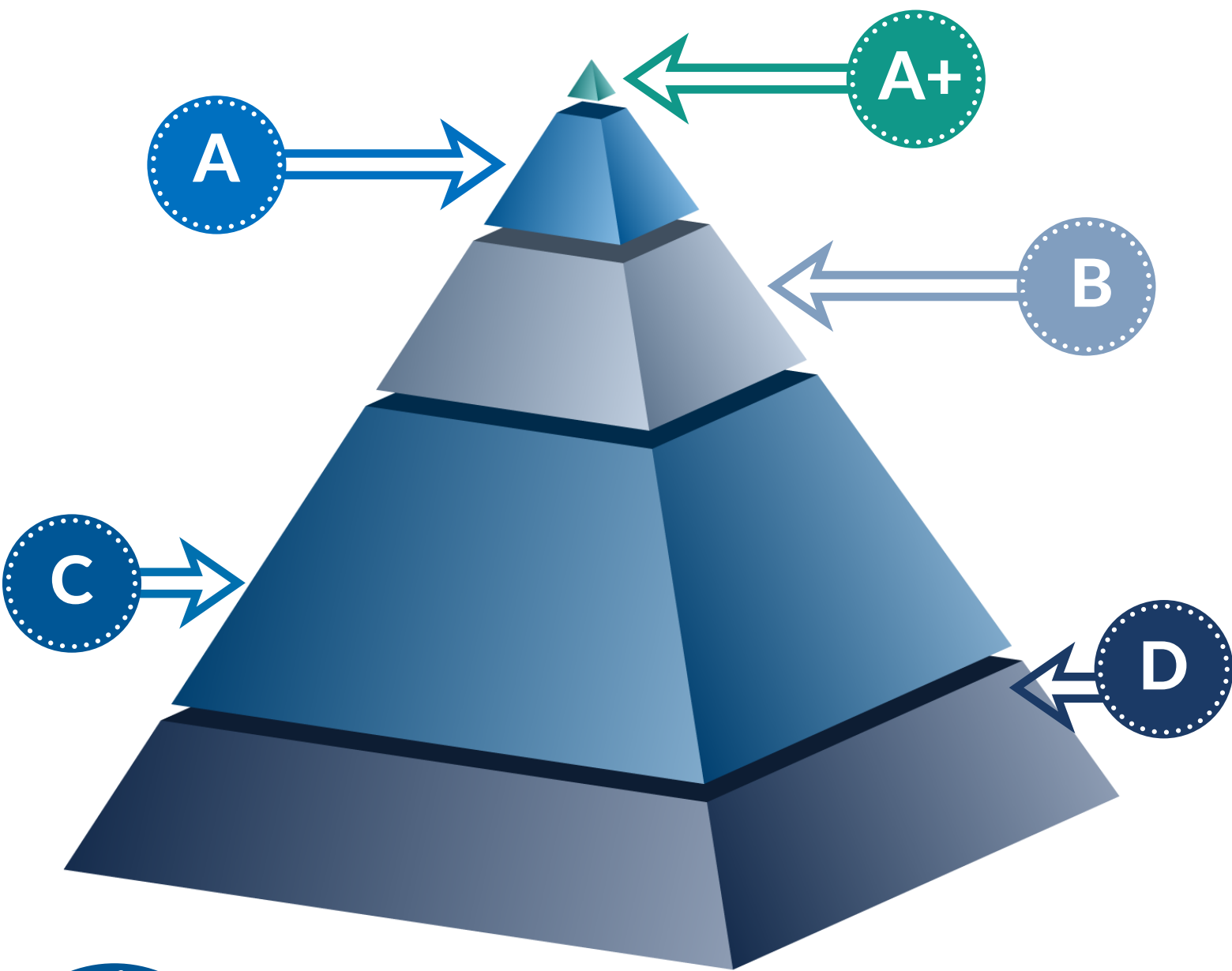


Client Segments

A+ **A+ Clients**
Clients critical to
your practice **5%**

A **A Clients**
Top priority
clients **15%**

B **B Clients**
High potential
clients **20%**



C **C Clients**
Your average
client base **40%**

D **D Clients**
Lower priority
clients **20%**

Learn more at:

Trustworthy
Selling